



October 26, 2017  
Board Meeting

**In attendance:**

**Executive Committee:** Carol Conway, John Dodd, Ingrid Martin, Sandra Moody, Debbie Boop

**CAHU:** Kevin Conrad

**Greater Cincinnati:** Dave Kross

**Northeast:** Frank Spinelli, Rich Muccio

**Northwest:** Ben Otley

**Western Reserve:**

**Legislative** – Barb Gerken

Carol Conway called the meeting to order at 1:07 PM.

A motion to approve the September minutes was made by Ben Otley, seconded by David Kross, motion passed.

The Strategic Plan became a part of the September board minutes.

**Legislative**

Barb reported that they had a call this morning regarding the 1332 Waiver. There is no precedent for this, but it was decided that once it is finalized they will send it for review and final approval by the board. Barb also said that they will be sending it to ODI. John McGough said it should not be blindly sent. Barb said they have a meeting with John tomorrow and will then re-draft with any changes received and will send out in a week or two for everyone to review. Since there will probably not be a December board meeting, we will need to schedule a special call to vote on the final approval. ODI must submit it to HHS by January 31.

There is an OAHU meeting tomorrow. Barb doesn't have info on this. John, Carol, Tim and Brian Thompson will be attending.

At the monthly Leg committee meeting they discussed generalities about the 1332 Waiver and getting carrier input, not giving a white paper draft. Matt Huffman bill, form partnership.

**President's Report**

Carol reported that OAHU donated \$500 for California AHU members who are affected by the wildfires, which was the same amount that was donated to Texas and Florida for the hurricanes.

Media update – Carol is working on a press release for basic funding navigator decrease, open enrollment and carrier change. It will also include the HealthBenefitsOhio website and how agents can help with these items. She will share it with Joanie before sending to the press. **ACTION ITEM:** Post on website

We are going to be offering five Capitol Conference scholarships. Hopefully this will mean that one scholarship can go to each of the locals. So far there are only three applications that have been received (1 from NE and 2 from CAHU), but there is still a little over a month to go as they are due by December 1<sup>st</sup>. The scholarship will be used towards air fare, half of a hotel room (since two people share a room), and the early bird registration fee. It is \$485 registration for the three-day event. There is a leadership forum on Sunday and someone from each chapter should

October 26, 2017

attend. Normally the incoming chapter presidents should attend but if they are not able to them someone else from the chapter can take their place. Ingrid said that the presidents should receive an email invitation for this.

**ACTION PLAN:** Plan for a half day meeting in mid-April regarding the Strategic Plan. The date cannot be determined yet as John does not know the possible dates for DAS until at least end of January. CAHU and GC are holding a Medicare Expo on May 17.

### **Treasurer**

Sandra reported that we are up \$205,000 YTD and we budgeted for \$190,000. Line 5053 for gifts was \$1,000 due to the donations to Texas and California. This overage was pulled from line 5096 which was overbudgeted.

On the Balance Sheet, there is \$190,000 in a Chase Money Market account with a current rate of 1% and Sheri found a CD with First National that has a rate of 1.75% for 13 months. John made a motion to move \$100,000 from the Chase Money Market to the First National CD. Carol seconded. Motion passed. **ACTION ITEM:** Sheri will move \$100,000 to the First National CD with the 1.75% rate.

In reviewing the proposed 2018 budget, if we reduce the Co-op Match (item 5030) to \$3,000 per chapter then the additional \$5,000 gained from that can be moved to the Capitol Conference scholarship which will allow for five scholarships to be available. 5024 is a new category.

Member dues are currently \$17,000 and the budget shows \$27,000. Should that be adjusted? Is there a lag from NAHU in receiving the dues? In 2016 it was \$21,768 for 9 months and we had about 700 members. With 602 members currently at \$50 per year, that totals just over \$30,000 in estimated revenue. It was agreed to leave it as presented at \$27,000.

Debbie mentioned that the budget for the Regional meeting is low at \$1,000. Would more members attend if the state offered more reimbursement for that? Ben said it would help their local budget but he has moved things around at their own level to send more people. Since it is in Cleveland this year, more people should be able to attend anyhow since there is less travel expense. Last year it was \$1500.

Take the bottom line of \$3950 and put it into CAP Conference.

Debbie made a motion to accept the budget. Ben seconded. Motion passed.

### **P&P**

LPRT P&P renewal and discussion is tabled until after the upcoming Region 3 meeting as NAHU will be making changes.

Sunset Period P&P– Ben made a motion to approve. Deb seconded. Motion passed.

Risk Control360 Program –In the CareWorksComp P&P, the payment is based on the number of cases sold per local to encourage more active participation. Ben proposed that for this policy the payment should be based on the revenue generated by sold cases. Dave, Kevin and Frank all agreed with this. Dave made a motion to approve the P&P with the proposed changes. Deb seconded. Motion passed.

### **Membership Report**

Karen submitted the following membership report.

Showing that we started September at 598 and ended with 602. We had 8 new members, 5 lapsed and one adjusted. Our retention rate for September is at 83.71%

OH Cincinnati at 77 members

October 26, 2017

OH Columbus at 189 members +1  
OH Northeast at 173 members +2  
OH Northwest at 111 members +2  
OH Western Reserve at 52 members -1

I am showing that we had 6 new members join in October.

### **RiskControl360 Rollout**

Deb recently attended the 2-hour CE program and thought they had a lot of good points that employers don't think about and how brokers can be thought of as a consultant. Mike did the presentation and was very engaging. NW is going to offer the CE, probably at their Products Fair. This should be promoted as an exclusive service to OAHU members.

### **Chapter Reports**

#### **NWOAHU**

The Fall Products Roll-Out/ Mini Products Fair held on September 27 was a success. It was well attended and well received. On October 12 they held a Live from NAHU webinar hosted and sponsored by Medical Mutual.

**ACTION ITEM:** Ben will send their calendar and budget to J&M to post on their website.

#### **NEOHUA**

Frank reported that Dave Cunix is trying to form a Leg committee of non-board members but there has not been much interest yet. They are pushing to increase their PAC contribution numbers and are up about 4-5 contributors. Leadership has been reaching out to individuals and their goal is to double contribution. Their Products Expo is planned for March and they are currently working on getting vendors and sponsors. They submitted their dues increase last month which went from \$360 to \$395. They are helping plan the Region 3 meeting and are in the contract stage with the venue. It will be August 6-7 at the Nine Metro Hotel in Downtown Cleveland. NEOHUA will be handling registration, the venue and the contracts. They had about 40 people attend their RiskControl360 CE program.

#### **GCAHU**

Dave reported that they passed their budget. They have 3-5 board members currently going to CAP Conference. Two of them should qualify for the scholarship so he is going to remind them to submit the application. They have CE programs planned for January (Kroger specialty drugs), February (RiskControl360), March (guy from CAHU expo). They will be holding a Medicare Summit either the day before or the day after CAHU holds theirs.

- They are working on a social event being held at Top Golf in early 2018
- Board will hold a call in October on the cost of our overall expenses and a budget for 2018 is almost approved
- Dave Kross and Gerry Stricker met with Heather Hart (region 3 membership), Bob Tretter (NAHU Staff) and Sandra Moody Gresham on ideas for chapter growth. Dave and Gerry are formulating some ideas to implement from that meeting with details to follow.

#### **CAHU**

CAHU President Elect, Sarah Richardson, and husband Grant welcomed Harper Ann Richardson, their first, on October 7<sup>th</sup>, 2017.

CAHU will be submitting for an OAHU promotional match, a video summary of the most recent Chapter Meetings. The goal is to briefly catalog content and use it to remind members of the value we are providing and most importantly, simulate engagement and attendance at future events. We will also be submitting for promotional

October 26, 2017

match, the promotions for our December meeting on Medical Marijuana which has already garnered substantial interest in and out of the Columbus Chapter.

The Columbus Chapter's November 14<sup>th</sup> meeting will feature Beverly Westover, Business Development Manager, CareWorks Comp. The meeting will be covering the Risk Control 360, OAHU's very own Human Resources Consulting Services Program

The Columbus Chapter's Holiday Meeting in December will include a charity fundraiser for our featured non-profit, the Pink Ribbon Girls.

### **Continuing Education**

Rich reported a list of potential sponsors/CE providers. He mentioned that our members don't know about the new membership 4-hour CE. Carol asked if anyone has stood and explained this during a meeting. Shelley reported that she did at NE. Rich asked all chapter leadership to make sure the application/information is available on all of the chapter's websites. **ACTION ITEM:** J&M will send a postcard on bright stock out to all of the members regarding this new CE. Barb asked about the compliance corner CE – Karen is still waiting on approval.

Since the budget passed, the December 7 meeting is cancelled.

A special call will need to be scheduled once the 1332 Waiver is ready to be voted on.

Adjourned at 2:18 PM