



September 12, 2017
Board Meeting

In attendance:

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

Regional 3 VP: Mike Deagle

CAHU: Bill Barrett

Greater Cincinnati: Dave Kross, Gerry Stricker

Northeast: Shelley Chornak

Northwest: Ben Otley, Vicki Donovan Lyle

Western Reserve:

Legislative Chair- Tim Barhorst

Committee Chairs: Rich Muccio (can vote), Karen Irwin

Carol Conway called the meeting to order at 1:04 PM.

Welcomed all to the first fall meeting.

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

Carol introduced Mike Deagle, new regional VP since July. He is originally from Columbus.

He is a past president of local and state president, shadowed Denise, past regional VP, for a few months and he now represents six states and work with presidents closely. His main job is to be sure we are running smoothly. He also sits on the finance committee and just approved the NAHU budget. The regional leadership council meeting will be in Cleveland in 2018. His goal is to make the regional meeting larger and more robust as this is really a leadership meeting. All local presidents are welcome to join the monthly regional call. The new NAHU website is up and running as of yesterday. Carol suggested that each local consider doing a demo at one of your next membership meetings on the new website. This would help show the value of membership. At the regional meeting OAHU received their gold status award for 2017. Their goal for the 2018 regional meeting is for Monday, August 6 because the Indians will be in town. Mike is making an OAHUPAC donation.

Legislative

Tim Barhorst reported that there will be penalties for people that go against HIPPA. The surprise Legislative Bill that would put a cap on emergency room bills would be a consumer protection plan. The goal of this bill is to help with balanced billing. Representative Bill Seitz out of GCAHU is working on the emergency bill. House Bill 7 is rights for consumers as well as provider protection, it is going to need some updating before being passed. House Bill 72, providers are currently not for this bill, they do not want to be told what drugs they need to have their patients try first; as of now OAHU is not going to take a position on this. House Bill 73 would be for consumers to get the EPI pen over the counter without a prescription, this is mostly going to be helping schools. Senate Bill 56 would prohibit fee schedules for non-covered dental procedures, OAHU is currently not taking a position on this item. House Bill 55 would place a minimum on the ratio of direct care nurses to patients.

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Tim reminded the board that we are looking for feedback for the 1332 waiver committee. The next meeting is scheduled for October 4th and we want to make sure that we are working together as one voice for OAHU. We need to have everything pulled together by October 15th. We do not have the ability to write the waiver but we can give feedback on certain areas so that we are staying in the driving seat.

Strategic Plan Update

The goal today is to not recreate the Strategic Plan we are just regrouping and going over what Carol and Frank started in 2015.

Goal #1- Enhance the value of OAHU membership

- Medicare Agents
- FMO's (NAHU's) main draw- source of getting information out
- IMO
- Target Medicare agents to be on the special committee boards
- NAIFI -John Dodd to follow up

Goal #2- Improve communication with members

- Networking social events - a way to see different people and younger members
- Newsletters
- Hondros College Partnership - already done
- Social Media- already done

Goal #3 – Continue to be the experts for healthcare

- Information on other products - not just health insurance, make sure that we are reaching out to agents selling payroll, dental, vision. This could be places such as the BBB, smaller clinics, prescription Plans and Employer Associations.

Goal #4 Develop a fiscally responsible budget- the board feels that we have completed this and we can remove it from the list.

- We have set funds aside for the local chapters
- CCI Money
- Co-Op
- Meeting Sponsorships

We will be having the next strategic planning meeting in April, location and date TBD.

President Report

We had 13 OAHU members at the Region III meeting. The breakout sessions were very good this year and it was decided that the meeting will be held in Cleveland for 2018. Carol spoke at the CAHU meeting this week and she would like to know if any local would like her to come up to speak to your local between now and the end of September.

Media Update

Joannie Keehn has great ideas, she has put together two podcasts that will be posted on the healthbenefits website, they are simple for the consumer. Carol and John are going to write a press release announcing the website. The goal of this website is for it to be a website for consumers to go to so that the agents can get leads.

Dues Changes

If your chapter would like to make any changes to your dues structures they need to be submitted to NAHU by September 27th.

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CCI

Cordell sent the following important dates for Carol to remind the board about:

October 23rd – AC3 Cut off for traditional group experience rating

November 8th – CAREWORKSCOMP deadline for receipt of enrollment applications for traditional group

January 10th - AC3 Cut off for retrospective group experience rating

January 24th - CAREWORKSCOMP deadline for receipt of enrollment applications for retro group

Hurricanes

We had a request from NAHU to help fellow members who lost homes and business in both Florida and Texas and we were asked to donate \$500 in gift cards to them. This was already approved via email.

CAP Conference Scholarship

Deadline for an application through OAHU is December 15th. **ACTION ITEMS**: send out to members - also send out the P&P to the board. **ACTION ITEM**: Make it live on the website.

OAHU Newsletter

If any locals would like anything in the newsletter please submit that to J&M ASAP.

Treasurer

Sandra stated that we are running good on both the income and expense side of things. Sandra, Sheri and Carol had a 2018 budget call and they hi-lighted areas where they recommended changes to the budget. Sandra requested that everyone please look over the budget and get back to either herself or Sheri with changes that they would like made before the next board meeting.

A motion was made by Dave Kross to take the co-op funds from \$4,000 a chapter down to \$3,000 a chapter and to move that additional \$5,000 to the CAP conference other budget line to help send more people to the Capitol Conference. The motion was seconded by John Dodd motion was approved.

Action Item: Sheri will check into a CD that Debbie Boop saw for 1.75% for 12 months at First National Bank-\$50,000

P&P for HR360 program

J&M will draft a P&P for the new program. The payment will be paid quarterly to the state. OAHU will then do an annual distribution to the local chapter after the last payment is received, which will be in the fall of each year (October). After the last distribution check is received we will look at total income and allocate 50% to OAHU and 50% local. Payment will be based on the number of cases sold per local.

Membership Report

July 2017, we had a net gain of 5 members. There were 9 new members with 3 lapsing and -1 adjustments. We finished the month at an 80.35% retention rate. Fall New member campaign was 8/26 to 9/8. Any new members (including anyone who had been lapsed for more than 6 months) were eligible for a \$50 discount off their annual dues for National. We had 5 new members enrolled through that time period. We have 9 new members total from 8/1/17 to 9/11/17.

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HR 360 Rollout

The Final marketing slick is done, and two CE's have been applied for. The next step is to get the word out there to your members, please announce it at your monthly meetings. Have them come to a meeting and do a presentation, they are also always open to having a table at your expos.

Chapter Reports

CAHU

- Awards Update from Region 3 Meeting – Shared with our team the recognition CAHU received at the Region 3 meeting for achieving Platinum Status for the 5th year in a row.
- Shared information on Issue 2 with our Board. Many members have asked about this ballot issue to understand the pros and cons of Issue 2. I have shared the correspondence from Lee Nathans and Jenny Camper of Lesic & Camper Communications with several CAHU members who are looking for information on Issue 2.
- Star Chapter Proposal is being considered by CAHU. Star Chapter is an online tool for managing association membership. It has website connectivity, meeting invitations and sign in, email capabilities and functionality to recruit and retain membership.
- Discussed change in CAHU dues with Board. No Dues Change for CAHU for this year.

ACTION ITEM: J&M to send out MemberClicks information out to all local chapters

Cincinnati

Working on finalizing 2017 programs.

- 9/20 program MEWA vs. Level funded proves to be exciting and time appropriate.

2018 programs are being worked on with programs committee meeting soon.

- 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 Harte (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.

NEOHUA

The board decided to increase our dues from \$40 to \$75. Making the 2018 Annual Dues amount \$395.

PAC contributions – we have asked all board members to contribute so we have 100% board participation. We have also asked each board member to reach out to two members for a contribution. Currently we have 28 contributors. Our goal is to double it by 7/1/2018.

October 18th meeting – Risk Control 360 presentation.

November 15th meeting – Self Funding and Telemedicine. Program chair finalizing details.

December – working on a social event; possibly a membership drive. 2018 Products Expo – March 21, 2018. Holiday Inn Rockside has been secured.

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Northwest:

Upcoming Events:

- 9/27/17 – NWOAHU / Cornerstone **Fall Product Roll Out** – Free to members and non-members
 - Monclova Community Center 8115 Monclova Rd., Monclova, OH 43542
 - 8 a.m. registration
 - 8:30 – 11:30 Group Product Updates (various carriers)
 - 11:30 - 12:30 Buffet Lunch and Legislative Update by Danny Bradford
 - 12:30 – 5:00 Individual and Senior Product Updates (various carriers)
- October 12 - **Member Meeting**
 - Live from NAHU at Medical Mutual 3737 Sylvania Avenue, Toledo
 - 11:30 – Registration and Lunch
 - Noon – webinar
 - Free to members, \$25 non-members

We will be tackling the calendar for the balance of 2017 – 2018 at our September board meeting.

A message to encourage our membership to collect AC-3 forms from their clients was sent in early September.

Sherri Rutter has agreed to serve as the NWOAHU Legislative Chair for 2017-2018 under the mentorship of Barb Gerken. Barb felt it was time to transition out because of her expanded role at the state / national level.

Adjourned at 3:50PM