

OAHU January 15th Board Meeting

In Attendance: Richard Muccio, Andre Bradley, Bob Nicol, George Morris, Jennifer Kauffman, Debbie Boop, Frank Spinelli, Barb Gerken, Ingrid Martin, Sarah Richardson, Sandra Moody, John Dodd, Jackie Symons and Sheri Maskow.

The meeting was called to order at 1:04 pm.

A motion to approve the September minutes was made by Debbie Boop and seconded by Sarah Richardson. All were in favor and the motion passed.

CCI

Andre Bradley and Bob Nichol reported that they are currently working on retro group rating enrollment. They will be taking AC3s through November. Marketing will start soon for the AC3s and will continue through November. Retro closes at the end of January and they will then start sending out AC3 for 2020.

It is looking as though the numbers for the OAHU commission will be very similar to last year's check and we will get the check in Mid-April to early May. There are no big changes for workers comp the only change is there is a new administrator, Stephanie McCloud, she is from the industry and was a lobbyist. This year 291 traditional group ratings were filed only ten of those were generated by OAHU agents.

Lobbyist Contract

ACTION ITEM: J&M to send the contract to John McGough for him to review and sign.

P&Ps

ACTION ITEM: Send Debbie Boop the policies that need renewing.

CAP Conference

Scholarships have already been awarded. **ACTION ITEM:** J&M to send out an email to those who are registered to attend CAP Conference and scholarship awardees what is expected of them in order to be reimbursed.

Board Meetings

The next board meeting will be March 12th the Annual meeting will be May 14th

Membership

Membership numbers are: Northeast- 169; Northwest-109; WRAHU-47; CAHU-191; and GCAHU-70. Ingrid reported that retention is currently at 80% which is good, and she suggested that we do a membership drive similar to last year. A member would receive a \$200 VISA gift card for every five members that they get to join between now and April 30th. This would hopefully give the state the last boost that we need.

Print Newsletter

We are going to do a print newsletter for the first time in many years. John requested that all local chapter presidents write an article, please make the article personal with names from the board and what board members have done as well as the chapter. We will send this out to members and prospective members.

ACTION ITEM: J&M to follow up with local chapters for their articles. John Dodd will write an article which will include the membership contest, DAS and NAU Symposium information included. **ACTION ITEM:** John Dodd will ask John McGough to write an article as well.

Day at the Statehouse

We will be doing DAS with NAIFA this year. OAHU attendance numbers have been going down each year and we are hoping that partnering with NAIFA will help. John is working with Mark Bauman, current NAIFA president. John McGough has asked the new director of ODI to speak. The two major issues that will be focused on will be life and health insurance.

DAS will be on April 9th at the Worthington Hills Country Club. NAIFA is going to have their annual meeting in the morning before DAS starts. After the meetings there will be a cocktail party at the Riffe Center, and we are hoping that legislators will attend. The cost will be \$30 for members and \$50 for non members.

Chapter Reports

CAHU

Sarah reported they had an event in Dublin last week, the topic was Becoming the Feared Competitor by David Reid, Ease Central. They had over 60 people in attendance. Ease Central is going to be a platinum sponsor. Their next program meeting will be a legislative update. CE filed by John McGough and presented by Kevin Conrad speaking about the current 51 plus.

March will be their Expo and the theme is Don't Gamble with your Future. Includes 4 CEs and will be at the Hollywood Casino. There will not meeting in April to encourage DAS attendance. May meeting focuses on a PBM, Truerx, with speaker Eric Barker.

The focus for the next two months will be the Expo and are working on bringing in major sponsors as well

Northeast

Their last meeting was the Holiday networking event which had about 30 attendees. Membership is steady but not growing they really would like to get to the 200-member mark. There are holding a program tomorrow on Medical Marijuana and the workplace. The expo is in the planning phase, this year there will be 5 CE's instead of 6. The Expo will be held on March 20th and they will also be having their golf outing later in the year. PAC is steady and instead of donating to a charity they be offering five \$1000 scholarships to local colleges by submitting an essay.

GCAHU

They have not had an event since September, and they had to cancel the two meetings that were planned between September and now because of low attendance. Jennifer would really like to get more events set up, but they are really struggling with membership and motivation. They would like to do more social events and to move those events around GCAHU area to attract new people.

WRAHU

They are having the same issues with membership staying the same just not really growing. The attendance at meetings have been good. They do not hold events in the fourth quarter but would like to try to have a holiday party this year.

NWOAHU

NW did not have anyone at the board meeting, but John Dodd read Vicki's report that she submitted. They recently sent out a membership survey and after reviewing it most of their members still say that CE is the highest importance to them. They are currently calling all lapsed members and inviting them to rejoin. They are working on newly designed events. They will be having a happy hour on January 24th and are planning on renting a bus and bringing about 20 people to DAS. They are working on updating their social media platforms. Their spring product fair is to be scheduled for the first week in May.

Legislative Update

Barb stated that Franklin county has turned Democrat and she does not see that changing anytime soon. The Supreme Court has seven republicans now. The House of Representatives went from 66-33 to 61-38. Larry took over as speaker of the house which will help us. Larry has said that he wants a chair and co-chair for all committees. They are going to no longer allow tabling an issue at a committee meeting. OAHU has been working on Senate Bill 227 for about a year and a half now. Brian Thompson provided testimony in November of 2017. It was passed through the senate in May of 2018. Barb then gave testimony in December 2018 and the thought was that it was going to pass, and everyone is very disappointed that it did not. Anthems lobbyist is still on board with the bill and is going to help keep pushing it forward. Hoping to happen in the next few months.

The two priorities we will be focusing on as an association are Senate Bill 227 and the 1332 waiver. Dan McCarthy was a lobbyist and is now going to be DeWine's liaison we are hoping to get a meeting with him soon to discuss the 1332 waiver.

CMS regulations are now requiring hospitals to list the cost of their services on their websites. The problem is that it is not easy to look them up and to compare with other hospitals. John McGough would like everyone's cell phone number that is attending CAP Conference. If you are planning on attending the CAP conference, please let Barb or John know ASAP because John is starting to schedule meetings with legislators.

Continuing Education

Richard stated that we have a new contact at Prometric and the biggest issue that we still have is that we do not get confirmation from them when something is submitted. We have requested that they address this, and they are looking into it. Richard wanted to remind the chapters that you do not need to offer CE's for every program. There are topics that members might be interested in that would not be approved for CEs such as CRM Systems, Software, Cloud, Commissions, Payroll, QuickBooks, etc. Richard also asked the chapters please remind their members about the membership CE that they can get through the state.

Treasurers Report

Debbie reported that we are in the black and everything is good. She thanked everyone for voting on and approved the 2019 budget. She wanted to bring up the primary source of income is still membership and CCI and we should try to think of other avenues of income. We thought that the HR360 would be a good additional source of income, but it just has not taken off like OAHU and CCI thought that it would. We have looked at other programs in the past and

Debbie feels that we should start doing that again. For the 2019 budget we again budgeted more for CAP conference then we did for the symposium. Three locals did not take advantage of the outreach program in 2018.

HPIO

John stated that they have requested that OAHU be a sponsor again. A motion for OAHU to be a bronze level sponsor at \$1,000 was made by Frank Spinelli, the motion was seconded by Sandy Moody, all were in favor, motion passed. Debbie made a notation that we did not have a budgeted line item for this.

New Business

A motion was made by Ingrid Martin to have a state membership drive February through April that a member will receive \$200 for every four members that they recruit, motion was seconded by Debbie Boop, all were in favor and the motion passed. **ACTION ITEM:** J&M will put together marketing materials and start advertising the membership drive

Marketing for the OAHUPAC

Debbie brought up the idea of doing a marketing campaign for OAHUPAC. It has been years since this was done and it is important. CAHU is going to do a legislative update meeting next month and it would be the perfect time to talk to the attendees about the OAHUPAC. Debbie asked that all chapters have someone talk at their programs about membership and the OAHUPAC and to have a table set up for both.

Meeting Adjourned at 2:55 PM