



**September 18th Board Meeting
Westerville, Ohio**

In Attendance:

Executive Committee- John Dodd, Debbie Boop

Legislative Chair- Barb Gerken

NWOAHU- Vicki Donovan Lyle, Elizabeth Pool

GCAHU- Jennifer Kauffman, Gerry Stricker

NE- Richard Muccio, Frank Spinelli

CAHU- Sarah Richardson

Admin- Sheri Maskow

Meeting was called to order at 1pm

Minutes

A motion to approve the April minutes was made by Debbie Boop and seconded by Elizabeth Pool. All are in favor, motion passed.

Chapter Reports

NWOAHU

There has been great retention but not good growth, they have two new membership chairs and they are open to any suggestions that other chapters have regarding members. They are currently planning their second smaller products fair of the year and currently have 75 attendees signed up. The biggest goal for this year is to grow membership.

NEOAHU

Value to the membership is what they are focusing on this year. They want people to be excited to attend the meetings. The Northeast chapter sponsored the Region III meeting and it was a huge success, thank you to everyone that attended and for the committee! They are currently at 179 members and would like to get to 200 by June 30th, 2019. The chapter is working on putting together a Vanguard Council which will work on the college playbook.

GCAHU

They are trying to enhance membership, get more engaging speakers and reach new agents. They have moved their location of the board meetings to right off the highway to hopefully attract more people to start attending. They will be moving the Happy Hours to different areas to reach outside of the normal GCAHU membership region, again this is to help and grow the membership. Jennifer's goal is to get more sponsors for the meeting. They can get sponsored, but it is not ahead of time, but her goal is to get more sponsors.

CAHU

There is a Candidate Forum coming up which has sold out! Programs are breakeven and not really making money right now, they are trying to change that. They are moving their luncheon meetings to the casino to help and save costs. Membership is a big focus for the board, so that they can get their platinum back. They recently sent out a membership survey and the results were very interesting.

Vanguard

All chapters need a Vanguard chair this is a new requirement by NAHU.

Special Request/Project

John Dodd brought up an idea that was talked about at the NAHU Symposium. A chapter sponsored a race car that is placed in a children's hospital (it has the logo on it). John suggests that the local chapters could use Co-Op money for this, \$2500 from the state and \$2500 from the local to sponsor the car. There is a presentation ceremony and media involved when they unveil the car. Jennifer from NW had concerns regarding the car as she is not sure that it will reach the people that we are trying to reach.

Membership

We have done the targeted membership drive to gather the names from agencies that are not members that came from John that included all the president's names. This mailing was sent out certified to about 190 people. John would like the other presidents to please get some names together and to send them to him. We are going to follow up that mailing with a secondary mailing that will look like an invitation to join membership.

Currently Retention for GCAHU is 87% - NE 85.64% - CAHU 86.55%- NW 90%- WRAHU 86%- OAHU 87% percent. The goal for the state from National is 85% so we are right on target.

ACTION ITEM: Presidents to send contact names to John for mailing

DAS

Tentatively hold April 2nd and 9th for DAS. John Dodd is trying to work with NAFIA this year to help with attendance numbers. NWOAHU is going to rent a bus to drive people to DAS. We would love to get to 150 people

Print Newsletter

Action Item: J&M to work with John Dodd on producing this

Legislative Update

State issues SB227 and state issue section 1332 waiver. Both of those add more to the employer reporting not less. Currently less than 1% of the people enrolled go through the navigator. State standpoint on SSB227 this is the bill that we have the best chance to get passed. Insurance companies will have to provide claims data to groups of 51 or more. There is a chart on what carriers are giving they want to make sure that the language supports whatever is being given today. Nothing will happen until the next administration. Short Term health plans- ODI is taking a back seat until the next admin gets in and then we will be on board to help with those decisions.

Treasurer Report

Tentative 2019 Budget- Please review the tentative budget and get back to Debbie Boop with any questions before we vote on it.

Risk 360

Gerry Stricker had been trying to write a quote for this for a client and that it is not very easy. The board agreed that it is a hard sell to clients.

Prometric

There is currently a new rep, so we are trying to get a relationship with them so that they can help with questions as needed.

Adjourned 2:42pm