

Helping Ohioans with
Healthcare Benefit
Choices



Board Meeting
January 19, 2017

In attendance:

Debbie Boop, Ingrid Martin
CAHU: Sarah Richardson
GC: Dave Kross
NE:
NW: Karen Irwin, Jason Bradford
WR: Bob Lackey, Julie Ginnis
Legislative: Tim Barhorst
CareWorks: Andre Bradley
Staff: Sheri Glaze and Jackie Symons

Debbie Boop called the meeting to order at 1:05 PM.

A motion to approve the November minutes was made by Jason Bradford and seconded by Karen Irwin.
Motion passed

CareWorks:

Just closed 2017 traditional group rating program, they are now working on the retro plan that will close at the end of January.

Andre Bradley from CareWorks reported to the board that BWC is looking at taking away group ratings again. They have started with changing the formula on the savings to the participants. They were originally looking at reducing the savings 20 to 30% (if a company would usually receive a discount of \$1000 they would now receive \$700 to \$800 in savings).

CareWorks requested documentation as to how BWC reached this conclusion and was not receiving any answers. Therefore, they hired their own actuary. Their actuary said their data doesn't show a reason to make these changes. After BWC was made aware of this they reduced the change to 7%. CareWorks and their actuary does not feel there should be any change so they are fighting it.

As you can imagine there is a cost for this and CareWorks is going to their clients requiring them to pay a percentage based on their participation in the group to continue the fight. Any funds that are not spend fighting this current fight will be held in escrow to use at a future date. Based on OAHU's participants the cost for us would be \$9944. The Ohio Chamber of Commerce is trying to collect 150,000 to help cover the fees for the research that has been done. They have so far raised around \$50,000, all the TPAs are kicking in a certain amount determined by the size of their groups. The Ohio Chamber of Commerce is going to hold the money.

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Andre mentioned that a letter will be received shortly stating the amount we owe and that they would like the payment by February 1 or we can have them take the amount from our check that we will receive in May.

After much discussion, a motion was made by Bob Lackey and seconded by Dave Kross to write the check to The Ohio Chamber of Commerce. A vote was taken, all were in favor, none opposed.

Policies & Procedures

There are three P&P's up for renewal they are:

Capitol Conference Reimbursement, Criteria for State Sponsorship and Expense Reimbursement. John Dodd could not be in attendance but sent an email to Debbie that he has reviewed the P&P's and recommends that they be renewed.

A motion to approve the Capitol Conference reimbursement policy was made by Robert Lackey seconded by Karen Irwin, Motion approved.

A motion to approve the Criteria for State Sponsorship policy with "under the procedure section change that to C" was made by Karen Irwin seconded by Robert Lackey, Motion approved.

A motion to approve the Expense Reimbursement policy with one change under "transportation item 3 cab fare – 4 ABC" was made by Ingrid Martin seconded by Tim Barhorst, Motion approved.

A proposed new P&P for a Chapter Co-op was discussed at the December board meeting and presented today. With the news, we received today Bob Lackey suggested that we reduce this figure to \$3000 per local instead of the \$4,000 per local that was budgeted; as it will pay for half of what we will be paying CareWorks. The earliest we would know what we will be receiving from CareWorks in May of this year is mid to late February. A motion to table this P&P until we know the amount of the 2017 check from CCI was made by Jason Bradford and seconded by Sarah Richardson, Motion passed.

Cap Conference

Debbie reported that we received six scholarship applications and from those the committee awarded three CAP scholarships. We have a record number of attendees attending CAP Conference this year. As of last week, we had 46 people registered from Ohio, Nancy Kuzenko is still a maybe as she has to get permission from Anthem. Amber Humes just registered yesterday.

Awards

Debbie reminded the locals that the state office files for all chapters, except CAHU. You may be receiving a call from Becky to help her complete the applications. Debbie also mentioned that all presidents should review the presidential Citation as it should be achievable for most. You need only to meet 10 of 25 criteria. All who meet the requirements are awarded the citation. Randy Klein, OAHU past president, will help any local.

Leg update

The leg committee will be holding a conference call on Tuesday, February 7. All who are attending CAP conference should plan to be on the call, especially first time attendees.

DAS is scheduled during budget time for legislators. Tim will like us to act together and solidify our plan and the committee will be working on being cognizant of what is going on. We would like to partner with both sides as we want to be part of whatever is out there as well as have an agent to be part of the referral inside of Medicaid. Tim feels that Barbara Sears is the only one who understand. Tim feels that that there is probably going to be some sort of state voucher system based on a percentage of who are insured and who are not. This would give states the flexibility- there is going to be more member engagement and smaller deductibles. There is already reference based pricing out there and that usually does not have as many rules but it is also usually very overpriced. Whatever new program that we go to it must be slowly introduced.

Financial report

Ingrid reported that we are in the black and there is not much going on.

Membership

November 2016 membership report is showing another loss for Ohio. We started the month at 608 members and ended at 595. That leaves us down 13. Karen sent the report to all Ohio membership chairs and Presidents showing lapsed members, new members and those with credit cards expiration dates.

Karen feels that we will see membership begin to climb because of the new president. She feels that the whole board needs to be part of membership or membership chairs will become burned out. We had four new members in November and 10 more in December. She is recommending that you give your membership chair five to ten minutes at each meeting. She also suggests recognizing members at each meeting.

Website

In your packet, today are web statistics for both the OAHU site as well as the healthbenefitsohio site. The number of users is very low. Debbie showed everyone her OAHU business card and mentioned anyone can purchase business cards on the OAHU website. They are great to use when talking to people and referring them to the website for information. We need to start doing consumer outreach so our site will be a resource to send people to.

Chapter reports

Columbus Association of Health Underwriters

Working on upcoming EXPO to be held March 7th at Bridge Water, entitled "Grow Big or Go Home". The event will be held at the Bridgewater Conference Center in Powell. The goal is to offer approximately 5 CEs. Sponsorships are coming in well thus far.

February 9th Leg Day with John McGough. We've also invited a local politician. The event will be at the Hollywood Casino beginning at 1:00p and a CE provided.

The board is working on submitting for several awards at the national conference this year and have identified several candidates for nomination to the board for 2017-18.

Greater Cincinnati

Gerry Stricker reported that their last board meeting was 1/5. Our financial position is relatively unchanged but we are going to dip into our reserves for some events this year (Janet Trautwein and sending multiple individuals to Capital Conference)

Our programs lineup is still a work in progress but here are the current thoughts:

2/9 - Linda Parker from DOL on ERISA plans

3/9 - Overview of Capital Conference from our attending members

Skipping April to try and draw attendance to DAS

5/9 - Janet Trautwein

6/13 - Flexbank or Kroger Pharmacy

July Ethics

8/8 - Flexbank or Kroger Pharmacy

No lapsed members on the last report with is a sigh of relief but little movement in new membership. Gerry was added to the Region 3 Chapter Chat emails and will be discussing some additional options for membership in the upcoming board meetings.

GC is sending quite the contingent to Capital Conference from GCAHU:

Heather Heart - no reimbursement

Seann Shallar - no reimbursement

David Kross - no reimbursement

Gerry Stricker - no reimbursement

Denny Bradford - OAHU Scholarship

John McConnaughey - GCAHU reimbursement

Wayde Lombardo - GCAHU reimbursement

Our golf outing has been rescheduled for 4/24 and a second event might also be planned at Top Golf if Gerry Stricker can squeeze a few more hours out of a day.

Northwest

Jason's report:

Programs:

February 21, 2017 - NAHUEF - Operation Engage

March 23, 2017 - Required Ethics CE's provided by Better Business Bureau

April 5, 2017 - Products Fair and NWOAHU Annual Meeting

June 15, 2017 - Legislative Update

July 25, 2017 - Member Meeting @ Toledo Mud Hens (1 CE)

Late Sept, 2017 - Mini-Products Fair likely partnering with Cornerstone (Senior Symposium)

Capitol Conference - 2017

With the help of OAHU, we will be sending 2 members from our Chapter, Barb Gerken as State Leg. Co-Chair and Sherri Rutter as NWOAHU Membership Chair and 1st Timer.

Ken Hall Scholarship will be sending our Board Trustee, Kim Kinnaird as a 1st Timer.

Our Board has decided to send 3 Board Members this year; Me as Current President, President Elect Ben Otley, Vicki Donovan-Lyle as HUPAC/OAHUPAC Chair and NWOAHU VP.

Closing:

Looking forward, I am excited to see the changes that we, as a Board, have laid out for 2017. I have some Committee Chairs that are VERY energized. They will be attending Capitol Conference. I am

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looking forward to what they plan to step out with when we return. All in All, I expect 2017 to be a very solid year for Northwest. We have a great team that is truly focused on the goals of the Association.

Western Reserve

Julie reported that with a lot of help from Bob Lackey all speakers are booked in 2017 and one is already booked in 2018 with extra programs planned "The Department of Labor/client member meetings as well as the NAHU certification course on self-funding. We have roughly 12 members interested in the Self-Funding Certification Class, Venue and Date TBD.

Our last meeting, we had a sponsorship and continue to work on gaining sponsorships. We have two yearlong sponsorships so far. And working on two more that look very promising.

WRAHU has 5 members attending the Capitol Conference and many members waiting for a recap when we return which will be held during our member appreciation and new member orientation short program in March. Date TBD.

Northeast

There were no representatives from NE in attendance but the OAHU Treasurer, Ingrid Martin, reported that they are in the process of coordinating their product fair and trying to engage new leaders within their chapter.

Misc.

Northwest held a one-hour CE last year based on Cap Conference and they will be submitting a CE again for this year and would love to share. All who went to CAP conference, either on a scholarship or on their own, are required to attend leg meeting. Ben Otley was sent two years ago on the NW scholarship, but he got the bug. It is very important to get our members to CAP conference.

On Sunday night there is a meeting for incoming leaders and Monday night is typically the leg dinner. Debbie is coming in on Saturday if anyone wants to join her.

Debbie told the board that our board meeting location will be moving back to the Westerville Library in March.

Meeting adjourned at 3:05 PM