

UAHU Board Meeting  
March 8, 2016

In Attendance: Craig Symes, Brett Neville, Doug Bronson, Martine Smith, Josh Schreiber, Lynn Strate, Craig Paulson, Bart Tapp, Rob Sautter, Dave Mortensen, Matt Spencer, Randy Allred, Beverly Holloway, (Kaelyn Spencer, Adriana Piziak by phone)

Excused: Rayna Simmons, Mike Sonntag

**Action Items:**

Craig Symes – President

Welcome and thank you for spending the time to be here.

Read the Antitrust Statement.

Minutes from the last Board Meeting reviewed and motioned to be approved by Bev and seconded by Craig Symes. Unanimously approved.

A Continuing Education Luncheon was held on February 9<sup>th</sup> with 123 attending. The speaker was Taylor Turner from Select Health and he helped provide updates on Employer Shared Responsibility.

Region VII call. Craig will forward all call minutes from emails to Bev. Had a review from Cap Conference. Craig attended the HUPAC evening meeting – money was donated to Mia Love’s campaign. Generated \$110,000 to National HUPAC from the 800 attendees. Please support the National HUPAC fund too – funds from National were given to a Utah Congress Woman. Roseanne Wolfe, our Region VII VP won the drawing – she donated her winnings to HUPAC. On a National level NAHU has 251 new members – what kind of an ROI are we getting from our campaign. 82% persistency in Utah. Parker Conrad resigned and there was quite a big lay-off of Zenefit employees. How does that affect awards?

Board Meeting in May meeting is changed to May 3<sup>rd</sup> due to Sales Congress the following week.

Cap Conference was successful. Martine updated the Facebook page after the Cap Conference. Visits with the 6 delegates went well. Saw Lee, Bishop, and Mia Love at the meetings and some of the staffers at the others.

Speaker – said Repeal and Replace will not happen. Senator Mike Lee felt strongly that a Republican Replace Plan will be moved forward. Kevin Conahan – CEO of the Exchange was on a panel as a speaker. He was still giving a rosey picture even with all the bankruptcies. Quite out of touch.

Matt had a suggestion for raising contributions, bring some Uncle Sam type hats to pass around a Dash for Cash for the National HUPAC fund. Have volunteers go around. The State PAC is down to a monthly contribution of \$500. Pass around the bank draft forms.

#### Lynn – Treasurer

Passed out Profit and Loss. Executive Committee met just prior to this meeting and approved a Budget.

#### Bev – Awards

Bev has sent emails out – so please respond timely.

Need some emails from Rob that show meetings with carriers took place. He will send them to Bev. Content from April 2015 lunch, Mike and Sen. Neiderhauser. Martine has bullet points from Dunnigan.

If we talk about the NAHU website at the meeting tomorrow that would give us a boost.

A one day blitz on membership would get us some extra points. Would sending emails to the Morton, Gallagher, GBS for membership count? Brett will get those to Bev. New Carrier – HSA healthplans. Chance Peterson was a new member and the company signed up as a Sales Congress sponsor from that blitz.

Meeting with the Commissioner – need a paper trail for setting up the meeting and thanking him afterward sent to Bev.

Put online the Award recipients from last year and it must be conducted every year. RaNell was a recipient and was in newsletter. Josh received an award – he will look it up and can get it posted on the website.

Any OpEds or Letters to the Editors? Bart can send out some examples to the Board and see if any will work.

National Conference attendees – three attended and all three were credentialed. Martine, Craig Symes and Dave Mortensen. Cap Conference attendees this year, were Tim Kendal from No. Chapter, Martine, Craig, Craig, Dave, Josh and Rob.

Local carriers are not paying commissions through the exchange when off anniversary. This is not going to be enforced by Fed.

#### Adriana – Professional Development

Martine has the CE certificate for tomorrow's luncheon. Ken Spencer is the speaker and will speak on ACA Compliance.

Tax Strategies meeting is in about a month. They have given Adriana an emailing notice we could use – or we could just do the email as usual for other meetings.

Mike and Senator Wiler are two of the CE speakers. We do need one more hour. Does anyone have any suggestions. Arizona Chapter is doing a mock trial of an E&O claim at their symposium. Someone from Compliance from SelectHealth did an hour at the broker meeting – might be a possibility. (Tyler) Adriana will ask Michael Covington if they have another presentation different from the October class. Dwight Christensen Dep. Director of the Fraud Division did a presentation that Matt attended. He was very interesting.

Parascope is a live video feed – it may be a possibility for showing the speaker who is doing the presentation. But how would the presentation show? SelectHealth already has this technology.

#### Matt – HUPAC

Need to approach the people who have declined cards. Most don't realize that the charge has stopped. Will have Matt take a few minutes to remind attendees that this is an election year and funds are really needed!

Each Board Member needs to take five names off the list and call!

Craig suggested looking into a bowling event to raise money – the example was National social event raised \$10,000. Could we add one hole at the golf tournament and have a donation to win something by making a donation. Ray Magnuson is the Regional HUPAC Chair. Matt could follow up with him for some ideas.

Martine asked Matt to please send a current list of donors to Martine and a list of those whose cards are no longer active so we can try to get a new form from them.

#### Randy – Josh – Legislation

Bill 261, just passed the Senate Committee. Non-compete clauses in employment.

Medicaid Expansion – Dunnigan's for Medically Frail only. Healthcare Ministry Bill – as an Association we are just watching it. Gene Davis had it tabled to review. Questions on oversight by the Insurance Department and required a Statement on the forms that this is not insurance and not a guarantee of payment.

#### Chapter Updates – Kaelyn, Southern, Doug Northern

The CE luncheon in Salt Lake will be streamed to the Southern Chapter tomorrow. There were only a few RSVPs.

### Brett – Membership

Did visits to Roosevelt and Vernal and visited with a number of agents about interest in setting up a local chapter. The agents there didn't feel there was enough interest to support an ongoing chapter.

### Bart – Media

World Health week is coming up in April. We could announce that we supporting it.

World Immunizations week – could do something local? Will do some research and report on it next week.

We can just advertise – or do we need to hold an event?