

VAHU Board Minutes

Humana Office, Richmond, Virginia

Friday, March 10 (10am-2pm)

In Attendance

Jill Age	Tim Hicks	Lindsey Waters	Matt Irvine
Cameron DeBord	Chris Rankar	Brenda Cutting (phone)	
Jessica Bagby	Anya Simpson	Amy Mutter (phone)	
Lori Carter	Heather Kochanowicz		

President's Report

Lindsey

10:22 am

Lindsey opens and welcomes everyone to the meeting.

Tim Hicks makes a motion to approve the minutes from November 18, 2016 Board Meeting. Jill Seconds. Any Discussion- No. All in Favor. No opposes, motions carries.

Two small items

Presidents of each chapter received an opt-ed and told the state presidents to let her know who it should go to (media), and has been set up to

Tasc – she has offered to speak at local chapters.

Secretary's Report

Heather

10:25 am

Jill Check and see if we can get double awards for Sec and Pres Elect for Leadership Day, since Heather is both and is going. - **Possibly**

Brenda P&L needs to be updated and on the website with 2016-2017 - **Done**

Heather New Jersey Sponsorship List – send out to everyone to see if anyone knows any of them. Also send to Conf Committee. - **Done**

Lindsey Jill needs a summary of all state activities from the year from April 2016 to March 2017. Post on a newsletter or online, make sure Lisa includes this. **Still need to do this.**

Amy Needs to put out a membership needs survey and Jill needs results. **Will do this week**

Jill Press Releases – Are they on the website and can we get them, check with Lisa. **Will still need to do**

ALL VirginiaAHU@gmail.com, Presidents notify your members about this. Please add to your social media. - **Done**

Treasurer's Report

Brenda

10:30 am

End of Month Feb 2017 totals

Checking Account \$55,999.30

Received \$24,955 income from conference so far

\$18,875 outstanding from

\$2702.83 have not cleared checking

Exec Board approved \$3,700 for Jaffe for April, which is added to the budget.

Conference Expenses projected at \$53,000, and profit is estimated at \$26,000

Conference/Food Beverage is \$67pp, \$136 pp, \$73 pp

Anya – Fiscal conservative when it comes down to it we are at \$356 pp for conference when you throw in the speaker's costs. We have budgeted only \$30K originally for conference so I'm concerned that we are at \$53,000 so we are well over what we originally budgeted.

I don't feel comfortable with the lack of transparency overall and not voting on conference budget increases. We have not seen a \$37,000 ROI from Jaffe in my opinion, and we are not seeing more revenue from the conference because of them.

Amy-if we are only at 100 attendees, then a lot of those attendees are sponsors.

Chapter President's Report

10:46 am

Central

Nick

Board meeting coming up this March 24, 2-5

We are also doing the April 11 Live from NAHU event as well, at the Hampton Inn Glenside down the road.

We have a few new members, but the most recent new members are on the carrier/vendor side, so we need to get more brokers/consultants.

Financially we are doing fine. We also need to figure out leadership for next year because that is up in the air. We did make some money on day on the hill

Eastern **Anya**
Board meeting on April 6. After board meeting we are meeting with Carrier directors to talk with them about industry things. Then we are going to have a fundraiser going, but trying to plan something. We are doing the Live from NAHU on April 11, which will be a CE. Jessica brought up doing a joint golf event with Central. We have also talked about bowling, but still deciding on something. Lindsey – How are we filing those CEs (asking Amy). Amy will submit it for everyone.

Northern **Heather**
April 6 Topgolf Charity event. It's a Thursday so we are doing 3-6 and still focusing on getting sponsors
June – Networking Corn Hole Tournament at Brewery

Piedmont **Lori**
Lori is going to Amy's Chapter and they are doing a joint meeting for the April 11 Live from NAHU.

Southwest **Amy**
Strategic Planning meeting that morning before April 11. And also, putting together a March of Dimes team for charity. And we have a golf tournament on May 25.

Membership **Lindsey** **11:01 am**
Josh sent an email to all membership chairs, which stated that we had 4 new members but we need 50 new members to meet our membership goal. Josh also sent a new flyer - Notes from VAHU that we are asking everyone to pass around. Also within that is a refer a friend. If you get 3 referrals you get entered into a drawing for \$100.
Reiterating that we need local chapter meetings in order to get new members and see a member value.

Media/Communications **Cameron/Jessica** **11:04 pm**
No new updates. If we need anything from communications for awards, Jill will go to Lisa. We need to sell advertising for the Newsletter, so Lindsey passed out the Advertising Costs flyers.

HUPAC **Tim** **11:10 pm**
February report came out and one of the things they are asking is that we have a lot of people that show \$0 that we need to reach out to. Not sure if they are due to one-time payments, or maybe credit card issues. Pass around the list and see if you know of anyone on the list and will take care of that next week.

Legislative **Chris** **11:12 am**
Day on the Hill was a huge success
34 people registered and additional 15 from IIAV

- Reviewed close to 100 Bills
- Followed 32 bills
- We were 100% successful with our actions on 3 bills.
- HB 1728 - Air Transportation service providers study by VDH – moving forward
- HB1749 - Agent Compensation – Tabled: We do expect this to be brought again
- HB 2233 - **Foreign** Insurance selling in VA – tabled and to be reviewed by Health Insurance Reform Commission (HIRC)

Capitol Conference
Another record turnout. 33 registered members.

Amy and I are pursuing possible legislation that would provide 6 Credit hours per biennium to ACTIVE Board members. Amy has reached out to Claudia Dodge to see if the CE Board could make this happen or if legislation would need to be pursued. With that being said, NAIFA has paid lobbyist employees and they too are very interested in this. We will keep board apprised of what is occurring on this front.

Awards **Jill** **11:20 am**
Submitted to Dimeko for our Gold Certification. Which also helps towards the landmark award.
I had a thought with Live from NAHU, can we send out a communication from the state about the event at all different locations. Looked thru the awards from last year and where we were lacking. Leg we have more than enough for this year, and we have a contract from San Anderson which will help. Membership – documentation of the calls that we are having, and when. Media was always lacking and this year we have a ton more of then normal. Feeling good because we have as much as did last year and probably even more than last year. If I need anything I will reach out. I will also check the website and see if anything is missing and reach out to Lisa if there is anything missing.

Conference **Heather** **11:30 pm**

Agenda – The agenda is all set and all the presenters, topics, bios are posted on the website and then we are also going to include them in some upcoming emails.

Sponsors – We are still actively pursuing sponsors, so if there is anyone that you on the board has a personal connection with please reach out or let us know.

Emails/Website – Attendee emails are going out weekly, but we ask that you and your local boards please forward those emails to your broker list and carrier list. Please also personally ask people to attendee. We will have 5 CEs, over 5 hours of networking with exhibitors and sponsors, Boat Cruise, Top Golf, excellent topics, etc.

Budget – we currently have \$49K in sponsorships, we are estimating anywhere from \$13,000-\$15,000 in attendee income, so right now we are at \$62,000 - \$64,000 in income. Our expenses are budgeted around \$53,000. Right now we are at an estimated 10K profit, but as I mentioned we have sponsors that have said they want to participate and we are waiting for their level and we are still trying to find more. With 2 and ½ months left we confident our income will be at a minimum of \$20,000.

Closing **Lindsey** **12:30 pm**

Jill makes a motion to adjourn the meeting. Chris seconds. All in favor, nobody opposes. Motion carries

ACTION ITEMS

Lindsey	Send Jill the Opt-ed that went out via state to the dispatch
Amy	Will file the April 11 CE Live from NAHU with Janet
Heather	Email about April 11 event to the entire state and the locations where they are going.
Josh	Send Jill a list of all the memberships calls dates and who attended.
Heather	Jill sending the P&L and will post to the website. Emailed Lisa 3/10 to add
Lindsey	Jill needs a summary of all state activities from the year from April 2016 to March 2017. Post on a newsletter or online, make sure Lisa includes this.
Jill	Press Releases – Are they on the website and can we get them, check with Lisa.