

# VAHU Board Meeting Minutes

Friday, July 14, 2017

9:45 am- 1:00 pm

Location - 12580 West Creek Parkway, Richmond VA (EBCA – Farm Bureau)

## In Attendance

Arty Accardo

Chris Renkar

Ashley Corr

Hannah Warren

Heather Kochanowicz

Lindsey Waters

Amy Mutter – *by phone*

## **Not in Attendance:**

*Lori Carter*

*Josh Viles*

*Brenda Cutting*

*Debbie Stocks*

*Mike Defosse*

## President's Report

Heather

10:22 am

Heather opens the meeting and thanks everyone for coming. We then go around the room to make introductions as well as announce the positions of those not in attendance.

## Mission/Vision

VAHU has had a standard Mission and Vision statement that we have used for many years:

VISION: To be Virginia's Premier Professional Health Insurance Association

MISSION: The Virginia Association of Health Underwriters mission is to educate, influence, and **inspire insurance professionals and legislators to lead the development of the future health insurance environment** for the citizens of the Commonwealth of Virginia.

I'm not looking to change our mission and vision, but what I would like to do during my term this year is to think of new ways to make our field exciting again, therefore inspiring more people to join us. We may have to step out of the box and try some new things this year to get people engaged, and get people excited about joining this association as well as the industry. That leads me to our strategic plan.

Strategic plan is crucial for our state chapter as well the local chapters. The Plan is a way for you to list your chapter goals and how you are going to meet them. They are a great guide for everything your chapter is going to do for the year. I think in past years there has not been enough emphasis on creating these, and then once done they are forgotten and nobody goes back thru them. It's generally just been a go through the motion type of thing, and I'd like to change that this year. So at this point I'd like to go around the room so everyone can tell us why they joined this organization, what they were hoping to gain by being a member, and what they would like to see us to or change! We are going to use all of that to create some new goals for 2017-18.

## **Ideas for Goals:**

Giving Back (Charity/Community Service)

Member Communication

Quality Programming/Education

Succession/Member Development

Chapter Development

## New Committees

This year we have some new committees that I'm excited about and we would love to have committee members from each chapter. This will help us in succession planning and member development as well. One that I'm really excited about is Charity/Community Service.

## Calendar for the Year

Everyone should have received the calendar of board meetings and state and national events. Please make sure to put these dates on your calendar and please make sure to do your best to come to these meetings. As far as the next NAHU events we have a Region II Rally coming up in 3 weeks. If you have not received the info on that please let me know. Encourage everyone to attend and for local chapters to possibly have scholarship opportunities for board members to attend.

## Agenda

Review agenda for the day and keep in mind that every Committee Chair and board position will be giving reports at all meetings going forward. I ask that you prepare your report ahead of the meeting and email a copy to me and the secretary prior to the meeting. Also attached any attachments.

## Voting

We do have two items that need to be voted on, and since we don't have enough board members for that vote we will be reviewing them today and then we will have an electronic vote next week. One is the passing of the budget and the second is Jaffe for chapter management, and we will discuss both items after lunch. For those new members, the VAHU Board Bylaws do state that the Board of Directors must have 2/3 vote to pass any proposals/motions. The Board of Directors consists of the following:

1. Immediate Past President
2. President
3. President Elect
4. Vice President
5. Secretary
6. Treasurer
7. 5 Chapter Presidents  
Northern, Eastern, Central, Piedmont, Southwest

## **Secretary's Report**

**Heather**

**10:25 am**

Secretary passes out notes from previous meeting March 10, 2017 and asked for all to review, and then reviews action items from the last meeting.

**Lindsey** Send Jill the Opt-ed that went out via state to the dispatch - DONE

**Amy** Will file the April 11 CE Live from NAHU with Janet - DONE

**Heather** Email about April 11 event to the entire state and the locations where they are going.- DONE

**Josh** Send Jill a list of all the memberships calls dates and who attended. - DONE

**Heather** Jill sending the P&L and will post to the website. Emailed Lisa 3/10 to add - 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. - DONE

**Jill** Press Releases – Are they on the website and can we get them, check with Lisa. -DONE

Arty Accardo makes a motion to accept the meeting notes from the March 10, 2017 VAHU Board Meeting. Ashley Corr seconds. All in favor. No Discussion. Motion passes

## **Legislative Report**

**Chris / Amy**

**10:30 am**

Announce Leg Positions for the State of Virginia

Passed around current chapter Chairs and State Chairs and then announce the following:

- **Gary Cox – Chairman on the National Employer Working group**
- **Susan Rash – Co-Chair National Employer Working group**
- **Ashleigh Shipe – Member National Individual Working group**
- **Carol Taylor – One of the individuals overseeing Compliance Corner**  
Compliance Corner has been taken out from underneath National Legislative Council, and it is standing on it's own so to speak.

All has been quiet this spring and summer as far as the State is concerned.

Amy and I are working with Bill Gray as to the cost of developing a skeleton of a potential contract our members could utilize if they choose to become a licensed Consultant. We feel this would be a great reason to become a member, bring value to being a VAHU member as well.

Region II calls will be occurring on the 4<sup>th</sup> Wednesday of every month at 11:00 AM. Nick Moriello from Delaware and Dave Mordo will be running these calls.

Virginia General Assembly convenes on Jan 10, 2018. Since it is an even numbered year, we have an extended session of 60 days. Please be mindful of the following tentative dates.

Jan 10 General Session opens up

- Tentatively we are thinking cross over will occur on or near the 1<sup>st</sup> or 2<sup>nd</sup> of February
- Tentatively we will hold Day on the Hill on February 8<sup>th</sup>.

Capitol Conference February 26 – 28.

What we would like to see happen from the Leg team and Presidents

- Each chapter is responsible for setting their appointments for that Tuesday afternoon and Wednesday afternoon.
- Amy and I will handle the appointment setting for the two Senators (Kane and Warner)
  - *Senate appointments are delegated based on level member involvement throughout the year*
- We're simply asking the 5 Legislative Chairs to set their appointments accordingly (11 House of Representatives).
  - Influencers we need to pay particular attention to:
    - Representative Robert Scott
      - Committee Member of Education and Workforce
    - Representative Tom Garrett
      - Committee Member of Education and Workforce

**Professional Development Chair Report**

**Lindsey**

**CE DAY**

|   |  |
|---|--|
| Monday Sept. 11 - Northern VA             | EBCA Training Room - 1410 Spring Hill Road Suite 150<br>McLean, VA 22102 |
| Tuesday, Sept. 12 - Beach                 | TBD  |
| Wednesday, Sept. 13 - Richmond            | Tentative - The Westin 6631 West Broad St. Richmond, VA<br>23230         |
| Thursday, Sept. 14th - Southwest/Piedmont | Hunting Hills Country Club 5220 Hunting Hills Dr.<br>Roanoke VA 24018    |

7:15 – 7:45 Registration/Breakfast (Bagels/Fruit/cereal Coffee/Tea Soda – or breakfast sandwiches if same costs)

8:00-12:00 CE DAY (4 Credits)

Cost \$45 Member \$60 Non-Member

AV Needed:

Screen, Podium, Mic (lavalier), Projector

**Chapter Development Chair (Membership) Report**

**Josh**

No report – ecommerce site has been down. Reports will come next week via email once site is back up

**Chapter Development Chair (Leadership) Report**

**Arty**

Arty urges Chapter Presidents to get in board rosters ASAP and explains the importance of these rosters. Speaks on importance of committees and how those committee lead to a board leadership succession plan. Committees begin with a “little ask”. Leadership qualities are developed and noticed by those who excel on their committee. Starting out on a committee provides future leaders with experience needed in order to continue to have a successful board.

Arty will be preparing a “Presidents Timeline”

**Chapter President’s Report**

**10:46 am**

**Central****Arty****Board Member Overview**

- Roster is just about complete
- New board members
- Old board members staying around as member at large
- Looking for committee members

**Calendar of Events**

- Location changes for board meetings and general meetings
- First board meeting today, July 14 after State Board Meeting
- CE Day – Sept. 13 – location will be nailed down at today's meeting
- First General Meeting -

**Chapter Needs**

- Committee members
- Speaker / topic suggestions

**Eastern****Amy for Brenda**

- Full board, all positions filled including some co-chair positions
- 4 new members
- Brenda will attend Region 2
- August 10 – Strategic Planning & Board Meeting

**Northern****Heather for Mike****Current Board Member Overview**

- Roster has been sent to NAHU & VAHU
- Currently have 6 people on the board, and hoping to get 2-3 more
- We have a brand new President, Mike Defosse from Sunlife, and I say brand new b/c he is new to the chapter and VAHU leadership position in general. He has a lot of experience in the industry. He has already spoke to a bunch of us and is very excited to get going. I'm sure he will be posting his board calendar shortly as soon as he fills the rest of his board and meets everyone!

**Calendar of Events**

- July 25 (Tuesday) – we are having a Fill the Board Networking Corn Hole Tournament in Chantilly, VA. We have 11 people registered and hoping to get at least to 15-20. Invites are going out weekly!
- CE Day will be September 11 – we are going to have it at EBCA in Tyson's Corner, so it should be a cheaper event for us this year.
- The rest of the member meetings will be decided as soon as board meets.

**Chapter Needs**

- We need help getting bodies into the seats, we have tried different locations, times of day, topics, etc, and it just seems we are not getting good turnout. I think we have a unique situation in Northern with traffic, schedules, etc., so we really need some out of the box thinking on what to do and what to try.
- Help with succession is also super important, but I think that has to come from board engagement

**Piedmont****NONE****Southwest****Amy**

Upcoming event – CE Day Sept. 14

General Meeting – Live from NAHU in Oct.

Board Roster – remains same as prior year and has been submitted to VAHU/NAHU

**VAHU Conference Chair Report****Heather/Lindsey**

Record # of Attendees – 192 total Guests  
 Record # of Sponsor Dollars - \$60K  
 All Feedback was positive from vendors and attendees  
 Frank Beamer – seemed to be a huge success and kept people there

**Next Year**

- Same location and time of year
- Some changes will be made with scheduling, change with registration cost and a la carte items
- Sponsorship opportunities to be updated and ready by CE day

**Association Management (Jaffe) Lindsey/Heather 12:00**

Pass out what was emailed out yesterday with an overview of the Jaffe proposal for 2017-18 as well as their costs and their thoughts on the website. – See attached handout.

**Treasurer’s Report Heather**

Pass out the proposed budget that was emailed out yesterday. – See attached VAHU budget 2017-2018

**General Open Discussion ALL**

**Next Agency Revenue Opportunity** – Developed by NAHU members, agency management software for brokers at very affordable price. [www.nextagency.com](http://www.nextagency.com) – since VAHU signed up any of our members who sign up we make 10%

**Newsletter Advertising Opportunities** – Need fundraising committee members and long term advertisers.

**Community Outreach** – Opioid addiction, recovery, and education. NAHU Education Foundation has program that works with local wellness clinics. Suggest collaborating with clinics to see how we can bring legislative education to our members and members of C&L committee.

**Closing Lindsey 12:30 pm**

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

**ACTION ITEMS**

|                           |   |
|---------------------------|---|
| <b>ALL</b>                | Heather asks all to help fill empty board positions and get more members involved at some level |
| <b>Heather</b>            | Add Strategic Plan to Google Docs   |
| <b>ALL</b>                | Chapter Board Rosters & Calendar of Events send to heather so we can post on website            |
| <b>Ashley &amp; Chris</b> | To research Community Outreach & Education with local wellness & opioid addiction               |
| <b>Heather</b>            | Gather information on the Education Foundation  |
| <b>Heather</b>            | Send conference call invite for next week to all  |