



OAHU Board Meeting
September 19, 2019
Conference Call

In Attendance:

Executive Committee: Ingrid Martin, Kelly Belote, John Dodd, Barb Gerken

CAHU: Matt Byrne, Mike Staebler

Northeast: Leslie James

NWOAHU: Sherri Rutter

WRAHU: Dee McFarland

GCAHU: Jennifer Kaufman

CareWorks: Andre Bradley

Ingrid thanked everyone for volunteering this year. She felt it was important to change the in-person meeting to a conference to be sure we had a quorum. She feels face to face meetings are very important, so she is hoping we won't have to do this again. She encouraged all to please block off your schedule now.

The meeting was called to order at 1:02 pm.

A motion to approve the May board minutes was made by Sherri Rutter, the motion was seconded by John Dodd. All were in favor, motion passed.

CareWorks

Ingrid reported that we have finally received the spreadsheet and will be able to get checks out shortly.

Andre Bradley reported that we have over 4000 participants in the plan and we are the healthiest plan, to date 30%. This is very typical for this time of the year. We should triple by the end of November. We are on pace for renewal. They have rejected about 4% (179 employers) for various reasons, mostly because of claims history. They will notify employers soon. The intent is to retain 60% of those rejected. They have 156 quotes for new prospects and will grow some. Their marketing team will follow up with companies. Program is healthy, nothing out of the norm.

CareWorks has been acquired by Sedgewick and they are starting the process of integration analysis and looking at how they can build the best program of both organizations.

Ingrid has had lots of chapters reaching out asking about the new acquisition. Andre mentioned there are no changes that have been communicated to him. He mentioned they have been through other acquisitions and he doesn't anticipate any changes. He is hoping to offer our members even more than we are offering more, FMLA and health programs to package more things.

Chapter Reports

Western Reserve:

Dee McFarland reported they don't have a lot to report at this time. They are going through the program year with a CE each month, January through September. The board will have one more meeting this fall to solidify meetings from January through March.

Northeast:

Leslie reported that "September is our kickoff and an extremely busy month. We are starting with our general membership meeting Wednesday, September 18th. Our topic: FSA, HRA, HSA - What is the Difference and Why We Should Care. The speaker: Dan Csaky from Basic NEO.

September 23rd at the Louis Stokes Cleveland VA Medical Center. This is an event where you will be able to meet with sponsors and be learning about topics that will help you in the Medicare arena. We will be having speakers from the VA, Social Security and CVS. No CE is being offered at this event.

September 27th is our Annual Golf Outing at Shale Creek Golf Course in Medina Ohio. This is our last fundraiser for the year. Attendance is down but we moved it to the late summer/fall to be away from our Benefits Forum. This was in hopes we would have a better chance of securing sponsorship. Securing sponsorship was a success but we have a low number of golfers. We are not even projecting to hit 50 when in years past we had 70-82 golfers.

I have a new committee chair handling our Professional Development – Frank Spinelli. He is working hard at obtaining speakers. He is also working with a change to how we hold our membership meetings. We are looking to moving away from all breakfast meetings and adding in some luncheon's and later afternoon into Happy Hours.

To finish up the year, we will be having a general membership meeting in October and November. December will be a social event.

I have established a Hospitality Team to great our members and non-members as they come into our meetings. This will be run by several of our FMO's to start for the 2019-2020 year.

March is our Benefits Forum and we are working on changing the location for something new and modern. Shelley Chornak and our business manager are currently working on securing a location for March 18, 2020."

Northwest

Sherri Rutter did not have much to report as their first board meeting is this afternoon.

GCAHU

Jennifer reported that they just had a nice social event in Montgomery and have a meeting on October 10, but unfortunately it will now conflict with a big Anthem meeting. They are going to have to reschedule. They are thinking of another social for December, possibly ax throwing or something similar. They are working on putting together a program for next year, possibly partner with CAHU or another chapter and do a larger scale set of seminars on professional organizations.

CAHU

Matt reported "CAHU will host a Medicare Summit on 09/05/2019. (2CE) Over 100 have registered. Janet Trautwein will present Medicare for All, Quality for None. Dr. Lawrence Blosser, COPC's Corporate Medical Director will present on how Medicare Impacts Patient Care. Janet will moderate a panel of Dr. Daniel Wendorff, President and Medical Director of Mount Carmel Health Systems, Dr. Jay Lawrence, OSU VP Quality Assurance & Improvement of Ohio State Health ACO, Dr. Bruce Vanderhoff, SVP & Chief Medical Officer of Ohio Health.

2. Instead of 10 moderately attended luncheons, we've moved 4 larger meetings. 1 Annual Expo and 3 Mini Expos. After the Medicare Summit we will host a Post AEP/OEP Celebration in January (2CE) including a Legislative Update and/or potentially Ethics. Expo will be March 3rd and in June we will host a Bentech Summit. To stay engaged with our members, we will also have 3-4 sponsored major socials ideas include top golf, sporting clays, charity event.

3. We've implemented an email and phone outreach to lapsing and past due members. We have also implemented a new member checklist that each new member is encouraged to complete 5 of 8 items within their 1st 120 days. Those who complete it are offered free Capitol Conference Registration. (checklist items include attend a board meeting, join HUPAC, participate in Operation South, have lunch with a board member, attend an event, refer a member, etc).

Presidents Report

Ingrid sent out two items and they are both in your board packets. One is the criteria for the Landmark award and a new affinity program from Bob Lackey. Ingrid can no longer participate in membership nationally, and her NAHU career could be coming to an end. She would like her presidency in OAHU to be her last hoorah and therefore would like to apply for the Landmark award. She is asking the board to chip in to help achieve this. She feels if we break down the items into groups is not as daunting as it appears. Preparing awards is not part of the J&M contract and there is currently no budget for this. In the event we decide to go forward with this J&M will help us and have proposed that in exchange they would like to join us at CAP Conference and NAHU Convention. When J&M attends these events, they track that those who are being reimbursed attend the sessions they are to attend, they save an area for us all to sit together during main sessions and more. Carol Conway and Ingrid felt this was a good trade. Cost would be registration (early bird), airfare and hotel. It would be approximately \$3000.

Barb mentioned that when they went through what would need to be done for the leg award the committee felt it would give value to the membership. Not necessary winning the award but that we would be doing things we haven't such as -- Operation Shouts, etc. If we follow those steps it would be a value to our membership and make us stronger. **ACTION ITEM:** It was suggested that we regroup and review all materials. Taking comments to heart and make sure we want to embark on this endeavor.

Strategic Plan

Tabled

Membership Meeting

Ingrid discussed a membership meeting on Single Payor. This came about because of the Landmark discussion as this would like a state meeting and count for 100 points. NAHU Single Payor Certification is ready to roll out and it looks like a fantastic opportunity to schedule an event. Doing the program in the Mansfield area where we don't have a chapter close enough to infringe on any chapter, bring in members in areas we don't have chapters to see what they are missing. Possibly sponsor, Janet to fly in for day. We discussed holding it at the end of January, – before CAP conference, after fall enrollment, before product fairs.

It was mentioned that Pat Griffey's husband put on the program and had 275 people in attendance - carriers and GA's. They had two tracks and repeated speakers in the afternoon (two CE's two speakers' same day).

A motion to move forward to plan a membership meeting at the end of January most likely in the Mansfield area was made by Jennifer and second by Leslie. Motion Approved.

Affinity Program

Ingrid reported that a commission would be payable on this product and it helps employers with deductible, payroll deducted payments, 5% override, on top of the commission. Please look at this and email either Bob Lackey or Ingrid. **ACTION ITEM:** Ingrid or Bob will contact the company to have someone make a presentation.

Membership

ACTION ITEM: J&M to send Jennifer the list of local membership chairs to her.

Leg update (complete leg update separate)

Barb had their meeting this morning, they are following a couple of state issues

- SB9 employee claims reporting bill. They ran into a snag end of last year.
- SB97 provider cost estimates, will probably go away
- SB148 – dental disclosures
- SB198 – will probably take precedence right now. It is a surprise billing language is very tilted toward the provider.
 - SB198 may want to do a state operation should was requested by barb
- Asking for paper directories to come back for out of network claims.

- NAHU is compiling a state affairs report and updated monthly SB9 and SB198 will be top of our list.

From PAC standpoint, John McGough is asking that in every meeting we start asking younger members to consider giving \$10 a month. From our current list most people have been giving over 10 years.

Financial

The treasurer report was attached there were no questions. As previously discussed, the CCI spreadsheet was just received we will be reviewing and getting checks out to the locals. Sherri Rutter made a motion to approve the financial report, Barb seconded. Motion approved

P&P's
Tabled

ACTION ITEM All chapter presidents are to send the dates of their board meetings, program meetings, and product expos, golf outings, etc. to Jackie. We will compile a list so we can plan the membership meeting in Mansfield.

Meeting ended at 2:48