



November 17, 2016  
Conference Call

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

**In attendance:**

Debbie Boop, John Dodd, Ingrid Martin, Lee Nathans, Carol Conway

CAHU: Bill Barrett

GC:

NE:

NW: Ben Otley, Karen Irwin, Jason Bradford

WR: Bob Lackey, Julie Ginnis

Legislative: Mark Ruzic, Tim Barhorst

CareWorks: Beverly Westover, Andre Bradley

Staff: Mary Ferretti and Becky McWilliam

A motion to approve the October minutes was made by Bob Lackey and seconded by Carol Conway.  
Motion passed

**CareWorks:**

Beverly reported that we are in the last days before the traditional group rating deadline which was extended until November 18. They have received 3924 total AC3 forms under OAHU. Of those, 3197 qualified traditional group. As of November 14 there were 297 new ones. These last two weeks are typically when the most come in. Renewal 2914 – 2502 paid (86%).

Andre reported that a positive closing rate is anything in the double digits and that the growth for OAHU has been good. OAHU is in the high quadrant when compared to their other partners. BWC is trying to water down group discounts and CareWorks has been meeting and hired a firm to analyze the data for this. So far they seem to be having success in stopping BWC. Reminder that the retro group deadline is in January so that will be discussed more at an upcoming meeting.

Reminder to the chapters that Beverly can offer a CE program for one of their local meetings. It is a one hour Workers Comp 101 and Unemployment Comp, if anyone is interested, contact Beverly to view a PDF of what is discussed. There is also a program that was held in NW that highlights the differences between group vs. group retro.

**Presidents Report**

Reminder that the applications for the CAP Conference scholarship are due in by December 2. Our Region 3VP awarded Ohio a comp registration for CAP so we may be able to award more than one winner for the scholarship. Once the deadline is reached, the EC will review all applications and make a decision on who will receive. This will be done before the early bird registration date ends.

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Debbie and Carol are working with Sarah Richardson at the state level to put together an educational product and meeting that can be offered at the local level. This would hopefully help gain new members. If anyone has any ideas, please share them with Sarah who is coordinating. Timing for chapters to hold the program would be around end of September 2017 so that the most current information is available.

Sixty-three members have submitted updates for the Health Benefits Ohio website. Chapter presidents should remind local members to do this since it is a free lead resource for them.

### **Leg update**

Mark reported that there will be reform with Individual Marketplace and that it is likely that everything from the last 3-4 years will change. The webinar that Janet Trautwein is presenting on December 1 would be good for everyone to participate in to learn what is going on. Mark is planning to go to Washington to hear what direction things are headed in.

Lee mentioned that Marcie Buckner gave an update for their chapter meeting last week. She is working close with the transition team and said there will be major changes occurring in the first 100 days as Trump is making healthcare a priority. Repeal and replace will occur at the same time. Waiting on information on the impact for grandmothering rules and there should be more clarity by December 1<sup>st</sup>. CAP Conference is more valuable to attend in 2017 than ever.

There will not be dramatic changes. The President wants to defund subsidies. The transition should take place over a calendar year.

John said it will be difficult to merge a meeting with NAIFA with all of this going on and that is not something to pursue for 2017.

Later in the meeting, Tim mentioned that Barbara Sears recently accepted a position as Chief of the Department of Medicaid. Bob Hackett has a seat in the Senate.

Right now leg updates at both the state and national levels are key.

AARP discount for hotel during CAP Conference is cheaper than the NAHU rate.

### **Treasurer**

Ingrid reported that the budget is balanced. Carol questioned the large increase in item 4052 for Annual Associate Dues and after discussion it was determined that was due to the CareWorks income.

Reminder that item 5030 is now official for the Outreach Co-op Match. Each chapter will be matched up to \$4000 for community outreach projects. The P&P for this should be ready by next month.

Carol made a motion to approve the budget. Jason seconded. Budget approved.

### **Membership**

Karen reported that the membership is down again. She emailed the local membership chairs to encourage them to use the December 1 webinar and the upcoming industry changes and NAHU updates to recruit new members and get old ones back.

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Please take the time to fill out the NAHU survey that Karen sent out. The feedback is very important. Ingrid mentioned that NE cut it into strips and left it on the tables at their last meeting. She said that the information will be used in new NAHU materials as well.

### **Revenue Stream**

Bob reported that Identity Guard should have a product available for us by the end of the 1<sup>st</sup> quarter of 2017 and they will get back to us once that is ready.

### **New Business**

Web Statistics are located in the board packet. Make sure your info is current on Health Benefits Ohio. Debbie mentioned that we shouldn't make too many updates to that site right now due to the upcoming changes but that going over the site will be a priority in 2017.

**ACTION ITEM:** J&M will add notes to both the OAHU and Health Benefits Ohio sites:

OAHU: "With all of the changes occurring in the industry, the value of membership has increased"

HealthBenefits: "With all of the changes occurring in the healthcare industry, you need a broker now more than ever"

Some people have been having trouble accessing the OAHU website. J&M can move the site to a new platform, billed hourly. The estimate time it would take is 80 hours. John said that if that is to be done that a detailed proposal is needed. There is no urgency to do this and any money spent should net results. Mark is one of the people whose Antivirus was kicking out the site, but he and Joanie have fixed that now. The antivirus they are using is ESET.

**ACTION ITEM:** Local presidents should ask their members at the next meeting if they are having any issues. If so, ask them for more details about the issue and to email a screen shot to the OAHU office.

Debbie reminded everyone that a mileage reimbursement form is available on the website.

### **PR Update**

John Dodd was on a panel on a digital platform for Channel 6 discussing open enrollment. He felt it was well represented and went well.

WTOL reached out to Dave Spiess in NW about an interview. Dave was unavailable so Jason Bradford did it. It was on air a few times and may have been in the newspaper as well. They focused more on his specific agency than OAHU.

Karen Irwin reached out to someone on a local Facebook group and did an interview with them.

If anyone else gets a media opportunity, coordinate that with Lee.

### **Chapter reports**

#### **CAHU**

Kevin Counihan cancelled for CAHU's November meeting. His deputy director was supposed to replace him but she also cancelled on election night. Marcie Buckner was able to do the meeting last minute via Skype.

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Their holiday party will be December 13 and in January they will celebrate members/benefits.

#### **GCAHU**

No one from the chapter was on the call, but Carol Conway reported that she was on their last chapter conference call. Gerry will be sending out a year end memo since they are not having any other meetings this year. Carol plans to go down for their next meeting to help keep the momentum going.

#### **Northeast**

NE reported that they are still losing members. They are having a holiday party on December 16. Their golf outing will be May 19 and their expo will be March 22 and sponsor information has already gone out. They have five board members registered for CAP. They are updating their bylaws to present in January.

#### **Northwest**

NW decided to have one more meeting for the year which is the December 1 webinar, sponsored by Medical Mutual. So far not many have registered, but they always seem to register closer to the deadline. Karen and Shelley are working with the local Hondros contact to get the ball rolling for that.

#### **Western Reserve**

Their Holiday party is scheduled and they are working on a sponsorship program based off of what CAHU did.

Carol gave a quick update that she is working to get a Hondros contact for each local and then one to counter back with from Hondros. She is waiting on a response from them.

With everything going on Debbie feels we need to hold a meeting in December to receive a legislative update, so we will have a conference call on December 16 at 9:00am. **ACTION ITEM:** J&M will send out notice for this and schedule the call.

Adjourned at 2:24 pm