

MAHU Board Meeting Minutes | October 19, 2023

- 1) Call to Order 9:06 AM official start time
 - a. Quorum 6 members in attendance
 - Present
 - Mike Anderson
 - Holton Sailer
 - Chad Levis
 - Sarah Olmanson
 - Corey Anderson
 - Absent
 - Geneieve Frazier
 - Lisa Talcott
 - Audrey Villeneuve
 - b. Antitrust Statement Motion approved agenda
 - c. Approve Today's Agenda | (Agenda 10.19.23) Approved Chad motioned to approve
 - d. Approve Minutes September 21, 2023 | (Minutes 9.21.23) Approved. Corey moved to approve
- 2) President's Report | Mike Anderson

Comments

Bylaws – Approved bylaws back from National Action: Post and link to membership for approval
Approve updated bylaws. Job of the treasurer. Treasure to receive all funds. Dues are collected by national not local (MAHU. Dues sent to MAHU. This is out nationals' definition. How do we change to reflect how the language to make it correct. National collects money and sends it to state/ local chapter.

Removing the sentence that has the language

Changing language to Treasurer should monitor all funds for the association.

Language is seen below

Treasurer – The Treasurer shall be responsible for reconciling and monitoring all funds and dues paid to this Association. Dues shall be forwarded to the National Association of Benefits and Insurance Professionals, where they will be deposited and the local portion remitted back to this Association on a monthly basis. The Treasurer shall monitor all other funds in this Association's official depository(ies) and shall disburse such funds upon the order of the Board of Directors. The accounts and books of the Treasurer and this Association shall be open at all times for inspection by the President, the Board of Directors, and any authorized auditors. The Treasurer shall be responsible for the completion and submission of forms required by laws governing the administration and/or tax status of this Association.

This language is back dated to July first

Corey put a motion to approve.

Sarah second with discussion.

Motion approved

Discussion

When posted to the website Sandy will send out a note for the membership to approve. With notification of the updated bylaws the strategic plan will also be posted on the website for member review. Mike will update the Strategic plan to Sandy for posting along with the new bylaws.

An updated budget will be posted as well.

Succession planning

Mike recommended that board members make recommendations for the board.

3) Treasurer's Report | Lisa Talcott (Lisa not present)

a. Review Monthly Financials (September)

Overview in Lisa notes. Highlights

- Recategorizing accounts
- September member meeting was a loss.

- Year of year MAHU is up overview.
- Change in cost for Member Clicks.
 - Short notice
 - Cost of doing business.
 - Can we negotiate?
 - We have changes to MABIP
 - What is the cost
 - \$6700 to \$8145 annual fee starting January 2024.
 - This is where the website is hosted.
 - Member meetings
 - Sign up for meetings.
 - Sponsorship
 - Not an opportunity to find a few vendors.
- Corey made a motion to empower Sandy to handle Member Clicks contract.
- Sarah second with discussion
 - When is the last time the annual fees changed?
 - What was the
 - What is the cost for the logo and color changed?
- Corey made a friendly amendment to his motion to include Sarah and Sandy.
- Chad made a motion to second the motion.
- Motion passed.

b. Outstanding Invoices (Outstanding Invoices)

10 outstanding A/R invoices \$3604 of A/R.

A few sponsorship and monthly meetings

Removed

Chris LeClair (no showed Medicare event)

Andrew Saks (No showed Medicare event)

Lisa will update Sandy on collections.

c. Budget discussion

Budget will be posted online.

4) Awards/LPRT | Sarah Olmanson

a. Update\Taks

Updated criteria updated with NABIP for awards posted. Membership holding campaigns and member out researches. Sarah thinks MAHU can qualify for some awards.

5) HUPAC | Corey Anderson

a. Update

b.

Reminder about two packs. Brian Szczech contributed to HUPAC last month.

Make sure to contribute to the pack to support. Recommendation was to highlight members that support and contribute to HUPAC at the monthly meeting..

6) Legislative Report | Tom Wright

a. Update

Hosting a regular virtual Legislative Update Meeting each quarter

Tim and Tim have been meeting with all the carriers. Trying to get the carrier stakeholders to get involved in the next legislation session. A big push is on the Medicare level access to guarantee issue Medicare plan. Higher Medicare increases are coming to the Medicare members.

Reinsurance back on the table. Bill through 2027. The State of Minnesota borrowed money for the program.

Big opportunity to build collation between carriers, providers, and brokers.

Single payer issue.

Meeting set up October for the Legislative Committee for feedback. Tom focused on getting the agenda for 2024.

Strong outreach with providers, and carriers.

Mike recommended the idea of getting a virtual meeting on the books for the Legislative update.

Tom responded with the reason for the October 31st meeting.

Tom noted that operation shouts have worked very well for MAHU members. The operations shout have worked better than the Chamber of Commerce Outreaches

7) PDC Committee | Holton Sailer & Genevieve Frazier

a. Debrief | September 21, 2023 (Expense/Revenue Summary)

Holton looking for February sponsor. Meeting tomorrow for annual meeting. Member meetings are breaking events.

b. Update | October 19, 2023

Social events. Holton is looking at Top Golf this winter.

Social and shot groseed \$500. Evyeron had a great time

9) Medicare Summit 2024 | Chad Levis

a. Update | August x, 2024 Medicare Summit

A few updates. Not much has been done on the Medicare summit for 2024. A few meetings.

b. RFPs - Compare locations (Venue spreadsheet)

Mike looking at the Delta hotel. Looking at dates for the employee conference as well.

10) Membership | Audrey Villeneuve & Brian Szczech

a. Current Membership List Review (Current MAHU Membership List)

b. Dues change update

Grew new membership by about 10 members over the last two months.

33 members signed up for October meeting.

Out reach in January for February events.

New dues will go into effect January 1st 2024 by \$11 in total nationally. Minnesota will get \$157 of annual dues. (Noted in Mikes President message to members).

We voted to increase by 2% of fees and national will go up \$8 annually.

11) Sponsorship Report | Mike Anderson

a. Renewals (Annual Sponsorship Summary)

Outreach to prospective sponsors

c. Gem Donations – How to increase member donations?

NFP outstanding for next year. Mike reaching out to NFP.

Excelsior will become an annual sponsor in 2024.

12) Social Media | Mike Anderson & Holton Sailer

a. Plan Media calendar 2023-2024 & monthly analytics report for board meeting

b. Need chair to create and post to LinkedIn – Non-Board Member?

Mikes president report and a few new pictures from social and shoot.

13) New Business (No new business)

14) Next Board Key Dates and Meetings: Thursday, November 16, 2023 | Monthly Board Meeting |

9:00 AM – 11:00 AM | Zoom Mike will provide the meeting links and calendar invites and include the meeting packet in the calendar invite each month.

15) Adjourn Chad motion to adjourn. Sailor seconded the motion and the official end time was 10:10AM.