



Monthly Board Meeting Agenda

Minutes – Taken by Sarah Olmanson

Date: Thursday, November 16, 2023
 Time: 9:00 AM – 11:00 AM
 Location: Zoom

Antitrust Statement: MAHU has adopted an antitrust policy which prohibits the Board and committees from engaging in discussion that could result in any anticompetitive activities.

1) **Call to Order: 9:03 Start**

a. Quorum

Present: Mike Anderson, Holton Sailer, Brian Szczech, Tom Wright, Chad Levis, Audrey Villeneuve, Sarah Olmanson, Corey Anderson

Absent: Lisa Talcott, Genevieve Frazier

b. Antitrust Statement

c. Approve Today’s Agenda | (Agenda 11.16.23) Corey 1st: Sarah 2nd Approved

d. Approve Minutes October 19, 2023 | (Minutes 10.19.23) Sarah 1st; Brian 2nd—after updates to attendance—Tom and Brian missing from attendance.

MAHU Membership Tracking	
Membership as of July 31:	
2019	203
2020	188
2021	181
2022	171
Current as of 5/14/23	182
Current as of 6/13/23	179
Current as of 7/17/23	176
Current as of 8/15/23	174
Current as of 9/19/23	179
Current as of 10/16/23	177
Current as of 11/10/23	178

2) **President’s Report | Mike Anderson**

a. Comments Adoption date to coincide with fiscal year July. Have VP as a position-but not required to have that role, but gives us the flexibility to have in the future. Matches NABIP. No objections by attendee’s.

b. Bylaws

- ✓ Approved bylaws back from National
- ✓ Post to website
- ✓ Email membership for approval
- Review results from membership vote

–Results not available yet to discuss.

c. Succession Planning | Board 2024- 2025:

Potential Candidates: Cathy Oliver, Ron Linneman, Andrea Smith, Krista W, Bob Dehncke, Cory Wiest

3) **Treasurer’s Report | Lisa Talcott**

a. Review Monthly Financials (October)

- JM Knoll discussion: Cost increasing by \$100 a month. 1st increase since 2018: Corey brought up another alternative—Sherry Gunelson (works with NAIFA) She is a book keeper. Potential RFP in the future. Verify with Lisa what the time frame is for the contract. Corey 1st: -Made a motion to approve the contract for 1 year—Effective 5/1/2024, will conduct RFP for potential new vendor effective 1/1/2025. Brian 2nd: No Discussion. Motion Approved.

b. Outstanding Invoices (Outstanding Invoices) Sandy to call Tom Devine to assist with NABIP membership—Set up with auto renew. Talk about PAC contribution. 2nd option would be at next member meeting--Sarah

c. Budget discussion:

4) **Awards/LPRT | Sarah Olmanson**

a. Update\Tasks: No updates—will be reaching out to Tom W for legislative due in January. Others due in April but do not want to wait. Sarah will be reaching to individual committee leads with what is needed.

5) **HUPAC | Corey Anderson**

a. Update No updates—Corey will be conducting outreach soon.

6) **Legislative Report | Tom Wright**

a. Update: MMA good advocate: had meetings with Medica and BC with legal affairs. Medicare supplement legislation—potential to change enrollment 1x per year without UW. MN only state with one cost for Medicare regardless of age. Single Payor will be up—LTC as well. Strategy: Build a stronger coalition. Working with both sides of the isle with targeting in on key swing legislators to help influence. Pushed committee meeting out to Dec 1, 2023. Tom will summarize and send notes to be included in board packet.

7) **PDC Committee | Holton Sailer & Genevieve Frazier**

a. Debrief | October 19, 2023 (Expense/Revenue & Evaluation Summaries)

b. Update | January 18, 2024 – Speaker: Jeff Utoft, Berkley A& H Topic: Stop Loss Grp Captives Sarah sent Speaker needed items. Also discussed with Speaker about not promoting own company during presentation. Discussed for Meeting sponsors, remind only have 5 minutes. No longer offer PPT to sponsors—will only have their logo on a single slide up while they are giving their pitch.

c. Update | Annual Conference April 2024 | Decision on venue – Exec committee decided against Delta for 2024 Conference. If all things the same as last year (attendance and sponsroships)—will eat up profits. Many other costs are increasing (JM Knoll, Member Clicks, Sandy, Tim Wilkin) and concerned with budget when membership is not increasing. Focus on membership with target to have 2025 conference at Delta or similar venue. Coincide with name change and rebranding!

d. Update | 2024 calendar

The Minnesota Association of Health Underwriters (MAHU) is a collaborative association of insurance professionals, focused on securing long-term private sector health and benefits solutions through legislation, professional development, and consumer advocacy.

8) **Social Events | Holton Sailer**

- a. Update | Plans for 2024 **No additional updates**

9) **Medicare Summit 2024 | Chad Levis**

- a. Update | August x, 2024 Medicare Summit
 - Decision on venue—**No for 2024, Possibly look at Delta again for 2025 along with Benefit Conference. Committee is meeting regularly and modelling after Benefit conference with sponsorships, etc.**

10) **Membership | Audrey Villeneuve & Brian Szczech**

- a. Current Membership List Review **(Current MAHU Membership List)** Randy Nelson had idea—put in newsletter about NABIP/MAHU—why join. Sarah will send NABIP flyer to Brian. Brian sent out welcome email to new members.

11) **Sponsorship Report | Mike Anderson**

- a. Renewals **(Annual Sponsorship Summary)**—**No updates.**
- b. Outreach to prospective sponsors
- c. Gem Donations

12) **Social Media | Mike Anderson & Holton Sailer**

- a. Plan Media calendar 2024 & monthly analytics report for board meeting
- b. Need chair to create and post to LinkedIn – Non-Board Member?

Megan from NABIP reached out to Holton about social media. Holton having conversation this week.

13) **New Business: none.**

14) **Next Board Key Dates and Meetings:**

- Thursday, December 21, 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 and Audrey dropped early. **Holton 1st, Brian 2nd—10:10 adjourn.**