

MAHU Annual Retreat Meeting Minutes | June 2, 2022

Provided by: Sarah Olmanson

Roles and Expectations:

- Verify contact information: Added cell phones and emails to Master Board Member excel file. Emailed to board members & Sandy. Contact info tab 6/7/2022
- Current and past numbers: 2021: 11 board members; 2022: 9 board members. Future potential recruits included on Maser Board Member excel file. 2022-2023 tab.
- Schedule: Rest of 2022 agreed to the following:
 - June: Board meeting: Virtual; Monthly meeting: hybrid
 - July & August board meeting: Virtual
 - August Summit: In person only
 - Sept/October: Board meeting: In person at Braemar with Zoom if needed; Monthly meeting: Hybrid---Holton to run tech equipment camera and get screen, computer set up
 - November & December: Board meetings only virtually. Likely shortened length as well.
 - Board meetings times:
 - For now, keep at 9:00 start but may move to 9:30 if all agree at later date. Depends on location as well if in person. Likely revisiting for 2023.
 - Sandy will send President (Sarah) the board packet each month and Sarah will add to meeting invite. This will then eliminate an additional email to board members for meeting and all information will be in the same place each month. Committee members still send your information to Sandy to prepare packet. 6/7/2022
 - Monthly meeting charge
 - Discussed change in amounts. where we landed?
 - No to bring back Convenience Pass
- Committee Assignments: Assigned and submitted to NAHU. 6/8/2022 Included on Master Board Member excel file. 2022-2023 tab
- NAHU Training Expectations: Everyone should complete specific committee training via NAHU website by July board meeting. NAHU Tracks and eligible for points for Landmark Award. Send email to Lisa Talcott when completed so she is aware for Award tracking.
- MAHU email Boxes, Banking, PO Box:
 - Sandy will provide emails and access to appropriate roles 7/1/2022 or after.
 - Sarah has PO Box key. To do: change access to be notified when mail is there. Determine who should have key. And if change of location makes sense. TBD
 - TBD: meet at bank to get Lisa Access.
- By Laws and Policies/Procedures
 - All 2022 Board members should read both by July board meeting. Will sign off in July that has been completed.
 - Discussed with Sandy 6/7/2022 about possibly adding master calendar/timelines as an Appendix to Policies and Procedures. Also add Calendar reminder for Lobbyist contract

review every 5 years so future board members do not need to remember when that is required. Sandys contract is every 3 years but currently do it annually.

Review of Committee's

- **HUPAC**
 - Corey to give presentation during member meeting during 2022-2023 season that also include elevator pitch slide that board members can use to promote contributions by members and use at monthly meetings.
 - Goals:
 - Every Board member contribute at some level.
 - 10 new members to contribute and/or 10% increase from current.
- **Membership**
 - Goals
 - Currently at approx. 185. Goal is to get to **220** new members.
 - Process Improvements
 - Sandy will include Registration Roster to Membership chair + PDC for monthly meetings.
 - Membership committee to create email template to send to prospects.
 - Outreach to prospects with phone call and/or email.
 - All board members make effort to make prospects and new members welcome.
 - Bring back name tags to better identify members vs non-members
 - Discussed ongoing recognition ideas for new and renewing members—committee to finalize and provide information to Sandy to update rolling powerpoint for example. Call out during business portion of monthly meetings another idea.
- **Legislative**
 - Corey taking lead on getting formal RFP's for Lobbyist contract
 - Shawnee reiterated importance of committee not letting committee members going rogue. 6/2/2022—Sarah discussed with Sandy about only Committee Chairs communicating with Sandy that requires actionable items. Not members. Ex: Tom Devine. Reduces confusion on if a To Do is required.
- **Social Events**
 - Social and Shoot—confirmed for Sept 2022—Holton working with Tony Stolp on details.
 - Brew Crew being brought back—non-MAHU sponsored but casual social event—Jim Kohout in.
 - Holton will research Big Stone Mini Golf—Sarah sent email to Holton with website info. Email sent 6/8/2022.
 - Table other ideas for now until see how COVID impacts remainder of 2022/2023
 - Trying to find events that do not require pre-paying.
- **Calendar**
 - 2022—continue with Braemar. 2023: Sandy is getting RFP from Midland Hills.
 - Look into Wisconsin CE filing

- Tech contract expires June 2022. Sandy has been notified not to continue at this point. Holton to take over—Andy confirming cost for equipment to purchase. Previously approved by board in the past.
- **Professional Development**
 - Worked on calendar for topics/speakers
 - Sept, October, and January likely have speakers—finalizing availability.
 - IntelligentRx- Thomas Kosgei
 - DOL: Christyona Pham—Mental health Parity
 - HealthEquity
 - Ethics Add on—Feb 2023 an option—To do: Discuss with Richard Lett on offer still available and schedule/availability
 - TBD: Feb, March, Conference, May and June.
 - Discussed Speaker Gift cards if free speaker—Amount discussed to be brought forward for vote \$50. This is for conference speakers, not monthly speakers. Employer benefit conference, not Medicare Summit Conference.
- **Sponsorship**
 - Reviewed current sponsorships and amounts.
 - Andy updating info and will bring to next board meeting.
- **Communication**
 - Discussed Photos---Lisa offered to take pictures, work with Holton to post them. Team up on it.
 - Discussed need for disclaimer/opt out for on registrations for meetings and events for use of photos. Sandy working on it.
 - Newsletter:
 - Importance of getting content to Sandy.
 - Suggested getting in different format. Discussed with Sandy. Member clicks is limited in options for a new template or file.
 - Sandy and Sarah discussed 6/7/2022 about possibly moving to quarterly newsletter vs monthly. Increase open rate if reduce frequency and more likely to get valuable content by committee members. Can send one off's if needed. Thoughts?

MAHU Board Meeting Minutes

July 21, 2022

Start Time: 9:10am

Who is in Attendance: Sarah Olmanson, Chad Levis, Mike Anderson, Shawnee Christenson, Corey Anderson (left at 9:17am), Genevieve Frazier

Who is Missing: Holton Sailer, Tom Wright, Lisa Talcott

1. Call to Order

- Approve Agenda: Chad 1st, Shawnee 2nd – approved
- Approve Minutes (June 2nd) Corey 1st, Shawnee 2nd - approved
- Approve Minutes (June 16th) Chad 1st, Corey 2nd - approved

2. Installation of Board – will be sending form via email

3. Presidents Report

- Everyone read the policies and procedures – request this be done in August
- Will discuss at August board meeting
- Proposed Admin Contract
 - Recommendation from the board to do official RFP - investigate resources available with NAHU
- Lobbyist Contract
 - Information will be provided by the next meeting, been advised that contact is competitive, and we will move forward but additional information will be provided and voted on in August
- Recap NAHU Conference – last week of June heading up to 4th of July in New Orleans
- Review Board Reporting Form – Committee Reporting Form – any updates specific to committees that I'm involved in – Sandy will send and can include this in the board packet – this is to be done before the board meeting each month

4. Treasurer's Report

- Lisa is absent – Sarah will give the update

- Sarah, Mike, Lisa and Genevieve need to meet at the bank to make this transition of banking info. Bank does require all updated signatures
- In 2012 there was a tax form that needs to be resolved – Shawnee has sent this to Mike for signature

5. PDC Committee – Genevieve Frazier

- Review June Meeting Summaries – we lost money at this meeting
- Outstanding Meeting Fees – we do not have the tech purchases in the budget
 - Two still owe for attendance – who will follow up on this? (Lisa?)
- Monthly Meeting Dates
 - Upcoming Medicare Summit
- Sept/Oct – Meeting Planning
 - Update from Genevieve regarding speakers
- April 2023 Conference – start this as soon as we get RFP’s back
- WI – we do want to continue with WI

6. Social Events – Holton Sailer

- Holton is absent – connect when he returns to see where Holton is at
- Sponsorship and get people registered
- Mini Golf Event – Holton please include this in the next set of meeting information – this may be too much to get in this year – consider this for next year

7. Medicare Summit – Chad Levis

- Update – get update later today on who is registered – all 7 insures are in and 12 table commitments – most have already paid
- August 24 & 25th – Midland Hills
- 29 registered and target is 100
- Sponsorship – be sure it is worth it to our sponsors

8. Membership Report – Chad Levis

- Sample questions we could send to new members

9. Sponsorship Report – Mike Anderson
 - Mike will take the lead and make adjustments

10. Social Medica – Mike and Holton

11. Awards / LPRT – Lisa
 - Took pictures and Holton will upload
 - This will be tabled until next month

12. HUPAC – Corey is absent

13. Legislative Report – Tom
 - Review report

14. Communications
 - Move this to quarterly

15. New Business
 - Nothing to add

16. Next Board Meeting – Thursday August 18th Zoom

17. Adjourn
 - 1st Chad / 2nd Mike

Adjourn time 10:32am

Mahu Board Meeting Notes (08/18/2022)

Start Time: 9:04am

Attendees: Chad Levis, Mike Anderson, Tom Wright, Sarah Olmanson, Shawnee Christenson, Genevieve Frazier

Absent: Holton Sailer, Lisa Talcott, Corey Anderson

Agenda Approved: Chad – 2nd Mike-Motion approved to approve Agenda

Minutes Approved for July: Shawnee 1st – 2nd Mike – motion approved to approve minutes

2. Improvised installation of the board: Chad Levis, Mike Anderson, Tom Wright, Sarah Olmanson, Genevieve Frazier, Shawnee Christenson– all said I Will and has been approved – the outstanding three will respond at the next board meeting

3. Presidents Report

- Review Policies and Procedures – asking everyone to review, most have
- Review Proposed Admin Contract – Motion to let exec committee to work with Sandy on revised proposal, there will be a separate call for this, bring back to exec committee for final vote – Tom Wright made the motion – 2nd by Shawnee
- Review Proposed Lobbyist Contract – motion to approve the contract as presented – Shawnee made this motion – 2nd by Mike:
- Treasurer's Report – June and July Financials – the admin company has not completed July Financials – received a statement from IRS outstanding tax liability, this form has been returned and we have heard nothing, assumed resolved unless we hear otherwise (sent to Sue Hannon on July 21st and cc'd Shawnee and Sandy on this email)
- Outstanding Invoices – Sarah checked the PO box yesterday and this is still correct – Sandy has reached out to these people regarding these outstanding amounts

4. PDC Committee

- Speakers and Meeting Sponsors
- 2017 Records Clean up: Motion made by Genevieve, 2nd by Chad
- Hybrid A/V plan: Sept and October meetings will be, Genevieve will reach out to Holton regarding coordinating AV for the meeting

5. Social Events

- Social & Shoot – Holton not available so no real updates

6. Medicare Summit

- We need volunteers

7. Sponsorship Report

- Mike will check with Sandy to see if she is sending updates to sponsors
- Sarah will discuss Blue Cross Renewal

8. Social Media

- Holton Sailer is not at the meeting – no updates available

9. Awards/LPRT

- Lisa Talcott is not at the meeting – no updates available

10. HUPAC

- Corey Anderson is missing from the meeting

11. Legislative Report

- Update given by Tom – relationship between PAC and MAHU – working towards shoring up with the MAHU boards responsibility is within the PAC

12. Communications Report

- None

13. New Business

- None

14. Next Board Meeting

- Sarah will send meeting invite

15. Adjourn

- 1st Chad
- 2nd Tom

10:56 end time

Minutes MAHU Board Meeting September 15, 2022

1.) Call to Order:

Present: Genevieve Frazier, Shawnee Christenson, Holton Sailer, Mike Anderson, Chad Levis, Lisa Talcott, Thomas, Sarah Olmanson

Missing: Corey

Start Time: 9:04

We have Quorum

Review Anti Trust Statement

Approve the Minutes: Chad 1st, Shawnee 2nd

Approve the Agenda: Chad 1st, Shawnee 2nd

2.) Installation of the Board – Everyone has completed their board commitment Form – Holton and Lisa did their board commitment

3.) Presidents Report

- Board Packet Expectations – Reminder to support updates to include as apart of the official board meeting packet, reminder to send these to Sandy prior to the board meeting.
- Status of Proposed Admin Contract – Update to board on admin contract, Sandy will look at our changes and let us know – we approved the \$3k annual increase for total of \$21k / year – capped at 650 hours – board approval with hours that exceed this amount – if agreed by Sandy this has been approved by the board
- 1st Motion to Approve the increase to the budget for Sandy
- 2nd Motion to Approve Mike
- Review Proposed Lobbyist Contact - 5 years policies and procedures, 2 year contract 5 years RFP , Accept and sign the 2 year contract for Tim Wilkin as the lobbyist for 2 years at \$45k, increase of \$3k and we do not need to go out for an official RFP for 2027 (this was discussed verbally by Thomas)
1st motion Chad 2nd motion Mike
- Succession Plan – think about next year and if you are coming off the board and replacing the board members that are leaving
- NAHU Name Change – when do we want to migrate the name? Sub committee to coordinate the name change (one person from executive committee needs to be on

this), we reviewed what the website should look like from the example given by NAHU, The subcommittee with be Chad, Sarah and Shawnee

- 1st Sarah 2nd Mike

4.) Treasure's Report

- Outstanding Invoices: Asked to include BS/IS, Medicare Summit, LeClair committed, BCBS increased, Crosstown has been paid, Rogers Benefit Group, TASC, these are meeting sponsors but may not pay until we get closer to the meeting they are sponsoring
 - o AHA older invoice \$1000 Medicare Summit table
- Budget Preparation 2022 – 2023: This should be officially voted on next month, Motion to review and update the proposed budget and vote it on the next board meeting in October
- 1st Motion Sarah, 2nd Motion Lisa

5.) Professional Development Committee

- Meeting update: 33 registered, 20 in person
- Hybrid A/V plan for Monthly Meetings: Holton will be working on this
- Day on the Hill: Table this for next month
- Conference 2023: Turnberry Room – fit 300 people in the room, Midland Hills, 1st Choice April 20th and 2nd Choice 19th – 3rd Choice 26th
1st Genevieve, 2nd Lisa

6.) Social Events

- Social and Shoot: 40 people were here
- Golf Event: no updates here this will be done next year

7.) Medicare Summit Wrap Up

- Wrap Update: Successful event 82 people that came, 1 day event next year

8.) Membership

- New Member Highlight: look at doing this
- Membership List Review: 167 is the total, is this accurate?

9.) Sponsorship Report

- Renewal Update: auto renew has been proposed, everyone has renew at this point

10.) Social Media

- Posted Event from Social & Shoot on LinkedIn and tagged sponsors

11.) Awards / LPRT

- Will discuss at next meeting

12.) HUPAC – Corey is not here to provide update

13.) Legislate – Tom is not here to provide update

14.) Communications – we will put this together and get this out shortly

15.) New Business – none at this time

16.) Next Board Meeting – next month it is on everyone’s calendar

Adjourn 10:20am 1st Sarah, 2nd Mike

MAHU Board Meeting Minutes 10/20/2022

- Meeting Started 9:02am
- Attendees: All – Corey Anderson, Holton Sailor, Chad Levis, Mike Anderson, Sarah Olmanson, Lisa Talcott, Shawnee Christenson, Genevieve Frazier, Pat Wright
- Motion to Approve Meeting Minutes: 1st Sarah 2nd Holton
- Approve Mins from last month 1st Holton 2nd Chad

Presidents Report – Sarah Olmanson

- Reminder to Update Board Packet two days prior to meeting
- Status of Proposed Admin Contract – approved
- Succession Plan – think about finding your replacement for your role
- NAHU Name Change – create a task force, look at doing this in the next month or so

Treasurer's Report – Lisa Talcott

- Outstanding Invoices – the outstanding invoices have been followed up on, Missing IFC, Humana has paid, Ucare will be sending funds shortly, few from monthly meetings are missing funds
 - Ideas Moving Forward: removing the A/V company helps, perhaps charge for the Medicare Summit next year
- Budget Preparation – this has not been approved yet, we will discuss at the next board meeting and approve it then
- Finalize Taxes -

PDC Committee – Genevieve Frazier

- Meeting Update – Speakers are set through April, waiting on update for March
- Hybrid A/V plan for monthly meetings – Sarah is bringing in items to use and Holton is doing the virtual meetings
- Day on the Hill – March 22nd, 2023 – logo and note that you are sponsor, board should plan to attend this
- Conference 2023 – April 26th – meeting monthly to discuss, four speakers and over the lunch hour fifth presentation non-ce panel of past presidents
 - Midland waiting on room options
 - In Person Only for the Conference
 - Social Events – Holton Sailer
- Update (2023 Social Ideas) – several ideas shared for upcoming events
 - Board Members liked: Curling, Top Golf
 - Appeal to new membership

Medicare Summit – Chad Levis

- 2023 Date – Chad is working on a committee
- Establish Medicare Summit Committee – Looking for board members to join the committee
 - National President – having him as a guest speaker
 - Move this to one day vs two days

Membership – Chad Levis

- New member highlight – perhaps do this early next year, do this with launch of rebranding
- Membership List Review – none to report
- Plan for Membership Grown/Goal – look at doing this when we do the name change

Sponsorship Report – Mike Anderson

- Update Current Sponsor List – waiting on IFC to pay the bill
 - CyberFin is working on a relationship with NAHU, because they are working on this other item with NAHU
- Plan for Sponsorship Growth/Goal/Targets – look at sponsors that have fallen off

Social Media – Mike Anderson & Holton Sailer

- No updates here

Awards/LPRT – Lisa Talcott

- Reference Email from Lisa on 10/11/22
- Today at member meeting – Mike is an LRPT recipient address membership about what this is, this is due in the Spring, thinking about what I would have to do to apply for this award
- Ledge awards are due by the end of the year, can Lisa work with Tom

HUPAC – Corey Anderson

- Corey has left the meeting

Legislative Report – Tom Wright

- On the 26th there was a committee meeting with the broader board, what was going on with NAHU. Discuss initiatives at the state level during this time.
- Contributed to 29 candidates during this time
- There was a request from the Coalition on Affordable Health Care benefits, they would like our organization to become members of this Coalition – Tom provided us with a brief overview of this organization and what they are doing. There is some hesitation to sign on with this organization unless we have NAHU's blessing

Communications Report – Newsletter

- Will be published when content is received
- This will be done Quarterly and is a project Sarah is working on

New Business

- Nothing Mentioned here

Next Board Meeting

- Thursday, November 17th, 2022

- Sarah will provide the meeting links and calendar invites, and include the meeting packet in the calendar invite each month
- We will keep this at 1 hour and 15 mins

Adjourn

Motion to adjourn – Chad 1st, Mike 2nd

End Time: 10:15am

Date: Thursday, November 17, 2022
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.

MAHU Meeting Minutes

1) Call to Order

- a. Quorum: **Yes**
- b. Antitrust Statement: Sarah Olmanson
- c. Approve Today's Agenda **Holt, 2nd Lisa**
- d. Approve Minutes October 20, 2022 | **Corey, 2nd Shawnee**

2) President's Report | Sarah Olmanson

- Succession Plan 2023-2024 – Audrey at IFC for committee participation / groom for board. Mike to figure out who should be president elect. Move up election time period / retreat in June-ish.
- NAHU Name change – Update on Task Force: Use NAHU's template to process name change. To update current bylaws with name only, no vote is needed. To adopt updated bylaws, we need a membership vote. Shawnee suggests moving the board transition to April vs July (transition may take place in 2024).
Name change is a great reason to connect with lawmakers.
- NAHU Capitol Conference | February 26 – March 1, 2023: Registration is open – Shawnee, Tom is planning to go. Chad and Holt are interested in going. Corey – DOL attempting to make agents / brokers W2 from carriers.
Scholarships for Capcon and Annual Conference are available. Send nominations to Shawnee!
- NAHU Leadership Zoom | Comments: Other chapters are sharing ideas and best practices. Meetings are once per month.

3) Treasurer's Report | Lisa Talcott – (September Financials) Balance Oct 31 – \$24,680.10

- Outstanding Invoices (Outstanding Invoices) -Reached out to JM Knoll for bill pay assistance. Agency dues model is increasing in traction. There may be a correction for the agency dues model. Current arrangements allow for an overpayment from NAHU and memberships were paid to MAHU annually. Beginning January, memberships will be paid to MAHU monthly.
- Budget update 2022-2023 – Budget was approved
- Update on taxes – Taxes finalized, signed by Shawnee.
- JM Knoll – continuous issues with consistency / lack of performance.

4) PDC Committee| Genevieve Frazier

- January 19, 2023
- February 16, 2023

Conference 2023 – April 26

5) **Social Events | Holton Sailer**

St Paul curling club – hard to get ice time. Corey suggested Chaska.

6) **Medicare Summit 2023 | Chad Levis**

Move to a 1 day event. 8/17 (thurs) or 8/23 (Wed). National carriers will not allow for certification. Most local carriers will allow for certification. If we move to a 45 min time slot, we need confirmation for certification.

7) **Membership | Chad Levis**

Membership List Review 173, lost a couple of members

Plan for Membership Growth/Goal

Sponsorship:

Medica, HealthPartners,

Social Media: n/a

HUPAC: n/a

Legislative: MN has some challenges coming up. Call to action in order to refocus on priorities. MNCare and paid family leave may have more traction with Dems in 3 branches. Education is critical moving forward as there are so many new lawmakers in congress. Rally for MN Day on the hill.

Communications: n/a

New Business: n/a

Next meeting

Close: Chad, 2nd Hold

Closed 10:18 AM

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.

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End Time: 10:15am

Minnesota Association of Health Underwriters dba

MAHU

Check Detail

September 2022

DATE	TRANSACTION TYPE	NUM	NAME	MEMO/DESCRIPTION	CLR	AMOUNT
2283345631	MAHU Checking					
09/02/2022	Bill Payment (Check)	6	Sandra Beeson	Inv #N/A	R	-1,500.00 -1,500.00
09/02/2022	Expenditure		Authnet Gateway	AUTHNET GATEWAY BILLING 124493955 MN ASSOCIATION OF HEAL	R	-45.50 45.50
09/06/2022	Bill Payment (Check)	5	Capitol Strategies, Inc.	Inv #395	R	-3,750.00 -3,750.00
09/06/2022	Expenditure		Associated Bank	ASSOC BANK MERCH INTERCHNG 846216683884 MN ASSN HEALTH UNDRW	R	-18.31 18.31
09/06/2022	Expenditure		MemberClicks, Inc.	BILL.COM LLC BILLING 01B4WZSPMPEEA43 Minnesota Associati	R	-0.98 0.98
09/06/2022	Expenditure		Associated Bank	ASSOC BANK MERCH FEE 846216683884 MN ASSN HEALTH UNDRWRT	R	-21.25 21.25
09/06/2022	Expenditure		Associated Bank	ASSOC BANK MERCH DISCOUNT 846216683884 MN ASSN HEALTH UNDRWR	R	-231.99 231.99
09/13/2022	Expenditure		Walgreens	DDA PUR WALGREENS INVER GROVE MN 225500448877	R	-169.80 169.80
09/14/2022	Expenditure		Minnesota Horse & Hunt Club	Social Event Costs Social Event Costs	R	-2,837.21 2,837.21
09/15/2022	Expenditure		Associated Bank	ASSOCIATED BANK SRVC FEE 08/2022	R	-12.00 12.00
09/16/2022	Expenditure		Adobe	DDA PUR ADOBE INC 8008336687 CA 225800390227	R	-16.12 16.12
09/19/2022	Expenditure		Lancer Catering	DDA PUR LANCER FOO 7044241071 MS 225901334474	R	-813.21 813.21
09/19/2022	Expenditure		MemberClicks, Inc.	MEMBERCLICKSLLC PURCHASE CHAD LEVIS CHAD LEVIS	R	-538.70 538.70
09/22/2022	Expenditure		Intuit	DDA PUR INTUIT *QB CL.INTUIT.CO CA 226500463709	R	-55.00 55.00
09/23/2022	Bill Payment (Check)	1	Midland Hills Country Club		R	-7,537.66 -7,537.66
09/28/2022	Expenditure		Anne Andreasen	ASSOC BANK MERCH DEPOSIT 846216683884 MN ASSN HEALTH UNDRWRT	R	-50.00 -50.00
09/29/2022	Bill Payment (Check)	2	Sandra Beeson	Inv #N/A	R	-1,750.00 -1,750.00

Minnesota Association of Health Underwriters dba

MAHU

Statement of Activity YTD Comparison

September 2022

	TOTAL	
	SEP 2022	JUL - SEP, 2022 (YTD)
Revenue		
3000 Membership Dues	1,963.35	5,697.54
3100 Registrations		
3100.1 Professional Development		
3120 Member Meetings	1,200.00	1,695.00
Total 3100.1 Professional Development	1,200.00	1,695.00
3100.2 Social Events	500.00	2,100.00
3100.3 Conference / Expo	600.00	600.00
3231 Conference Registration		2,000.00
3350 Exhibitor - Conference		500.00
Total 3100.3 Conference / Expo	600.00	3,100.00
Total 3100 Registrations	2,300.00	6,895.00
3200 Sponsorships		
3200.10 Conference Sponsor	1,300.00	10,700.00
3200.11 Individual Gem Sponsorship's	4,000.00	4,000.00
3200.3 Large Agency Sponsor	2,500.00	2,500.00
3200.8 Member Meeting Sponsor		1,500.00
3200.9 Social Sponsor	590.00	1,134.00
Total 3200 Sponsorships	8,390.00	19,834.00
Total Revenue	\$12,653.35	\$32,426.54
GROSS PROFIT	\$12,653.35	\$32,426.54
Expenditures		
4000 Facility Fees	7,537.66	7,537.66
4100 Catering	3,650.42	3,650.42
5000 Contract Admin	3,250.00	4,750.00
5010 Legislative Services	3,750.00	7,500.00
5100 Office Supplies	240.92	383.16
5120 Printing & Copying		128.26
5300 Meeting Expense		141.80
5400 Bank Fees		24.00
Dues & Subscriptions	539.68	1,624.60
Merchant Discount	231.99	306.98
Merchant Fee	97.06	250.27
Total Expenditures	\$19,297.73	\$26,297.15
NET OPERATING REVENUE	\$ -6,644.38	\$6,129.39
NET REVENUE	\$ -6,644.38	\$6,129.39

Minnesota Association of Health Underwriters dba

MAHU

Statement of Financial Position

As of September 30, 2022

	TOTAL	
	AS OF SEP 30, 2022	AS OF SEP 30, 2021 (PY)
ASSETS		
Current Assets		
Bank Accounts		
1075 Associated Bank Checking #5631	0.00	12,192.68
2283345631 MAHU Checking	12,349.01	
Total Bank Accounts	\$12,349.01	\$12,192.68
Total Current Assets	\$12,349.01	\$12,192.68
TOTAL ASSETS	\$12,349.01	\$12,192.68
LIABILITIES AND EQUITY		
Liabilities		
Total Liabilities		
Equity		
30000 Opening Balance Equity	1,073.00	1,073.00
31300 Perm. Restricted Net Assets	-50.00	-50.00
32000 Unrestricted Net Assets	5,196.62	17,815.58
Net Revenue	6,129.39	-6,645.90
Total Equity	\$12,349.01	\$12,192.68
TOTAL LIABILITIES AND EQUITY	\$12,349.01	\$12,192.68

MAHU Board Report 11.17.22 | Outstanding Invoices

Invoice#	Type	First Name	Last Name	Organization	Status	Total Amount	Amount Due	Due Date
<input type="checkbox"/> 3583	Forms	Thomas	Devine	Devine Consortium LLC	● Open	\$79.00	\$79.00	11/19/2022
<input type="checkbox"/> 3581	Ad Hoc	Thomas	Devine	Devine Consortium LLC	● Open	\$40.00	\$40.00	10/31/2022
<input type="checkbox"/> 3580	Ad Hoc	Bob	Stein	Armbruster Executive & Employee Benefits	● Open	\$40.00	\$40.00	10/31/2022
<input type="checkbox"/> 3553	Ad Hoc	Chad	Levis	CAL Financial	● Open	\$50.00	\$50.00	9/30/2022
<input type="checkbox"/> 3526	Ad Hoc	Daniel	Arland	LeClair Group	● Open	\$4,000.00	\$4,000.00	9/15/2022
<input type="checkbox"/> 3522	Ad Hoc	Aaron	Niedorf	IFC National Marketing	● Open	\$5,500.00	\$5,500.00	10/8/2022
<input type="checkbox"/> 3474	Ad Hoc	Nikki	Stainiger	Rogers Benefit Group	● Open	\$500.00	\$500.00	9/15/2022
<input type="checkbox"/> 3065	Forms	Chad	Levis	CAL Financial	● Open	\$40.00	\$40.00	3/18/2022

MAHU Board Report 11.17.22 | Sponsorship Update

Sponsorship Level	Current Package Cost	Package 2022/2023	2022/2023 Sponsors	Company	Payment recorded on category Tab	Term
Partner	\$ 5,500.00	1.Partner	Paid Invoice #3537 9/30/22	Humana	Current	8/1/22 - 7/31/23
Partner	\$ 5,500.00	1.Partner	OWES - Invoiced #3522 9/8/22	IFC National Marketing, Inc.	IP	8/1/22 - 7/31/23
Partner	\$ 5,500.00	1.Partner	Needs Confirmation of Renewal 2/2023	Goldencare USA	Current	2/23/22 - 2/22/23
Partner	\$ 5,500.00	1.Partner	Paid Invoice #3438 Check 7/19/22	UHC	Current	8/1/22 - 7/31/23
Partner	\$ 5,500.00	1.Partner	Paid Invoice #3477 10/14/22	Blue Cross Blue Shield	Current	9/1/22 - 8/31/23
Advocate	\$ 4,000.00	2.Advocate	Paid Invoice #3526 10/14/22	LeClair Group	Current	9/1/22 - 8/31/23
Advocate	\$ 4,000.00	2.Advocate	Paid Invoice #3473 Check #1464 9/8/22	Direct Benefits	Current	9/1/22 - 8/31/23
Advocate	\$ 4,000.00	2.Advocate	Needs Confirmation of Renewal 12/2022	Beam Dental	Current	1/1/2022 - 12/31/2022
Large Agency	\$ 2,500.00	3.Large Agency	Paid Invoice #3502 CC 9/2/22	NFP	Current	9/1/22 - 8/31/23
Agency Bundle	\$ 1,250.00	4.Agency Bundle	Paid Invoice #3521 Check#4326 9/8/22	AFLAC Michael McGuire	Current	9/1/22 - 8/31/23
Agency Bundle	\$ 1,250.00	4.Agency Bundle	Paid Invoice #3436 10/14/22	Crosstown Insurance	Current	9/1/22 - 8/31/23
Agency Bundle	\$ 1,250.00	4.Agency Bundle	Needs Confirmation of Renewal 1/2023	Breitenfeldt Group	Current	2/1/22-1/31/23
Individual - Diamond	\$ 500.00	5-Diamond	Paid Online CC 5/2/2022	Anne Andreasen	Current	7/1/22 - 6/30/23
Individual - Emerald	\$ 50.00	5-Emerald	Paid Check #4326 9/8/22	Michael McGuire	Current	7/1/22 - 6/30/23

MAHU – Monthly Board Meeting

Thursday, December 15th 9am

Official Start Time: 9:04am

Absent: Tom, Chad

Attended: Sarah, Mike, Genevieve, Lisa, Holton, Shawnee, Corey

1. Call to Order
 - Quorum
 - Antitrust Statement
 - Approve Today's Agenda - Mike 1st, Shawne 2nd
 - Approve Minutes November 17th, 2022 - Shawne 1st, Corey 2nd

2. Presidents Report – Sarah Olmanson
 - Succession Plan 2023 – 2024 (Terms, Details, Timeline)
 - Shawne – come off the board
 - Mike, Sarah, Genevieve, Corey, Holton, Tom– remain on the board
 - 9 Current Board Positions, Historically we have had 12
 - Suggested Replacements: Chris LeClair (left) – Sarah will call him, Suzy R (USI now) check her membership, Corey West, Ron Linneman, Brian Sczech, Audrey V (IFC), Jim S (?), Crista (takes Shawnee's spot)
 - NAHU Name Change – Update on Task Force
 - Committee will begin meeting in Early January
 - Voting can begin at the board meeting in January
 - Discussion on what would be best to send this out – we will start to see logo on NAHU stuff (per Shawne)
 - NAHU Capitol Conference – February 26 – March 1, 2023
 - Discussion around who is attending
 - Location – Washington, DC
 - Scholarships – President (Sarah) brings to RVP (Shawnee)
 - Need to identify who is interested in scholarship
 - NAHU Leadership Zoom – Comments
 - Nothing to mention here
 - Budget Item – Review Panel add-on to member clicks
 - Allows you to upload documents and images on a form taker – sponsorship, speakers, elections – used to facilitate / streamline everything on the collection of documents
 - Unsure if this is worth the cost with the other changes

- This will be tabled and we would like to clarify how many hours this would save to go to review panel platform and what is entailed for all changes

3. Treasurer's Report – Lisa Talcott

- Review – November Financials
 - July – November: Total Revenue \$52,191, Prior Year \$48,974 – we are up year over year
 - Expenses (same time frame) Total \$43,839 vs. Prior Year \$47,459 – expenses are down
 - Net Revenue: \$8352 vs \$1335
 - Report will be included in the meeting packet and on file
- Outstanding Invoices (Outstanding Invoices)
 - Mahu 12/15/22 – short list – RBG, Cal Financial (RBG sponsorship for membership meeting), Cal Financial (Chad) – social and shoot and member event
- Budget Update 2022 – 2023
 - Updated 12/14 – report that we received from JMK – actual vs. budget – they put it together
 - Explanation on how we receive funds
 - Membership and Outreach for renewing memberships is key vs. just reporting the numbers
 - Social Events - \$2100 vs. \$2000
 - Sponsorships at a medium ½ way point
 - Expenses we are within budget
- Update on Taxes
 - These have been submitted
- Vote to Approve the financials – Corey 1st – Shawne 2nd

4. PDC Committee – Genevieve Frazier

- Review (PDC Report Summary)
 - We did not discuss
- 2023 Conference Theme Words Review (Suggested Words)
 - This has been tabled
- Conference Speaker List Review – Speaker Confirmation Goal 1/27/23
 - Update that David Reed is confirmed
 - Paylocity reached out to Sarah to have a call before the holidays
 - Update provided next month

10am – Who Left: Shawne, Corey, Mike, Holton

10am – Remained: Lisa, Sarah, Genevieve

5. Social Events – Holton Sailer – Holton absent
6. Region IV Meeting in Twin Cities – include in next months meeting
7. Medicare Summit 2023 – include in next months meeting
8. Membership – Sarah and Chad had a call plan is to be more aggressive starting in January
9. Sponsorship Report – include in next months meeting
10. Social Media – include in next months meeting
11. Awards – Lisa will be sending criteria and reporting forms for specifically membership, PDC, Legislative
12. HUPAC – include in next months meeting
13. Legislative Report – Tom included but did not discuss
14. Communications Report – include in next months meeting
15. New Business – Idea for event – Legacy Community Outreach Event?
 - Ronald McDonald House came in – went around the room and donated, BCBS matched that contribution or donation – with Al’s passing, we could community service around Arbor day and get members to do something in the community – somehow incorporate a community event thing in his name
16. Next Board Meeting – Thursday, January 19th – Zoom
17. Adjourn

Motion to Adjourn - Lisa 1st – Genevieve 2nd – official time 10:15am

MAHU Board Meeting, January 19th, 2023

Start Time: 9:02am

1. Call To Order

- Quorum: Sarah Olmanson, Mike Anderson, Chad Levis, Shawnee Christenson, Lisa Talcott, Genevieve Frazier, Tom Wright
- Absent: Cory Anderson
- Late: Holton Sailer
- Anti Trust Statement
- Approve Today's Agenda: Mike 1st, Chad 2nd
- Guest Speaker: Steve Lear – Discussion on Introduction to Personal Finance Class in High School, make it a requirement to graduate from high school
 - Motion to amend agenda: 1st Tom 2nd Mike
 - Motion to Offer Support: 1st Lisa 2nd Genevieve
- Approve Minutes December 15th, 2022
 - Motion to Approve: 1st Genevieve 2nd Lisa

2. Presidents Report – Sarah Olmanson

- Succession Plan 2023 – 2024 (Teams, Details, Timeline)
 - Nomination form now live on website Nomination & Election menu – all need to re-nominate themselves if they are on the board
 - Board Members with term ending 2023 will need to be re-nominated and stand for election
 - Shorten Time Frame – Sarah will check policies and procedures and bring this back to the board – will be discussed at executive committee meetings (Sarah)
- Nahu name change – update on task force
 - This will take some time to roll out
- Nahu Capitol Conference – 2/25-3/1
 - Scholarships: Lisa and Holton
 - Registered from MN: Shawnee, Richard, Chad, Alycia
- Nabip Leadership Academy –
- Membership Dues 2023 & 2024 –
 - Nabip Member Dues Increase 2023 – increase membership dues, the portion that we get (MN chapter) – we should have been increasing this by 2% to the nearest dollar (voted back in 2019), this has not happened since 2019 so we need to get back on track – check by-laws and policies and procedures (Sarah)
 - Nabip Agency Dues 2023 –
 - Membership Dues 2023 and 2024

3. Treasurer's Report – Lisa Talcott

- Review (December Financials)
 - Cash flow is similar as last year
- Outstanding Invoices (Outstanding Invoices)
 - Two Renewal

- RBG – this is changing since they are switching to speaker at annual conference.
- Budget update 2022 – 2023
 - No adjustments to Budget

4. PDC Committee – Genevieve Frazier

- Update
- February 16th, 2023 – Discuss hybrid attendance.
- Conference Update:
 - i. Speakers: Trish (D&I), Paylocity (Tech), David Reed (ease), RBG (switch from May to Conference speaker LF)
 - ii. Pricing increased by \$25
 - iii. Speakers Confirmed by the End of January
 - iv. Annual Sponsors get space here

5. Social Events - Holton Sailer

- Holton asking for help in planning a large social event
- Suggestions that Holton reach out to previous social event coordinator
- Or look into a social event

6. Region IV Meeting in Twin Cities – Shawnee Christenson & Mike Anderson

- Confirm dates, location, registration and expense responsibility.
- Explanation on how Region Meeting works and responsibilities associated with this
- Normally happens – August – 35-40 people and host – hotel – activity – Mike suggested his office and Lisa suggested hers
- TF – towards the end of the week so people could stay – two ½ days of meetings

7. Medicare Summit 2023 – Chad Levis

- Move this to one day
- Nabip from Iowa will be speaking
- Committee similar to conference planning committee

8. Membership – Chad Levis

- Chad will meet with Sandy and do an update on this

9. Sponsorship Report – Mike Anderson

- Agency Sponsorship and Agency Dues are different
- Flat Dollar amount to be a member of Nabip – if you have 8 people in your office the Agency Dues model makes the most sense
- Outreach for Conference – Mike will start tomorrow – Mike will give update next week on executive call

10. Social Media – Mike Anderson & Holton Sailer

- Updating for Conference and save the date – Mike posts things as it is coming up
- Mike will ask Sandy to have a piece for speakers for conference

11. HUPAC – Corey Anderson

- Corey is not in attendance

12. Awards / LPRT – Lisa Talcott

- Push this into the next executive call
- Lisa has submitted reported
- Lisa is asking board to help gather information
- Lisa will talk first at next months board meeting

13. Legislative Report – Tom Wright

- Tom is not in attendance

14. New Business – Sarah Olmanson

- CyberFin – hoping to give CE to members St Loui Park and Alexendria

15. New Board Meeting – Thursday February 16th 2023

- Zoom

16. Adjourn

Motion to Adjourn 1st Chad; 2nd Mike

10:37 official time

Thursday, February 16th

Attendance: Sarah Olmanson, Mike Anderson, Tom Wright, Chad Levis, Lisa Talcot, Holton Sailer, Corey Anderson, Shawnee Christenson

State Time: 9:01am

Call to Order

- a. Quorum – yes
- b. Antitrust Statement – read
- c. Approve Today's Agenda – Motion To Approve: Lisa 1st, Chad 2nd
- d. Approve Minutes January 19, 2023 – Motion To Approve: 1st Shawnee 2nd Lisa

1) President's Report | Sarah Olmanson

- a. Succession Plan 2023-2024
 - Nomination form now live on website at "About/Nominations & Elections" menu item. Board members with term ending 2023 will need to be re-nominated and stand for election.
 - Need call to members to nominate.
 - Others will think about if there is anyone that can join
- b. NABIP Capitol Conference | February 26 – March 1, 2023
<https://nabip.org/events/list/recurring-events/2023-capitol-conference>
 - Currently registered to attend: Daniel Arland, Brittany Bradley, Shawnee Christenson, Joshua Haberman, Richard Lett, Chad Levis, Sarah Olmanson, Alycia Riedl, Lisa Talcott
 - Discussion around this

2) Treasurer's Report | Lisa Talcott –

- a. Review – Lisa is waiting to receive these
 - a. Call to Action: when received we will email to the board since we were not able to discuss for today
- b. Outstanding Invoices – Tom Devine continues to register, but is not a member, Corey will reach out to him to get him signed up as a member.

3) Awards/LPRT | Lisa Talcott

- a. Update, review, discussion, Committee tasks
 - Lisa reminding group to send her the information by the end of February.
 - Discussion surrounding Media presence, some in Star Trib
 - Where to get this information – Lisa went through this, and others gave suggestions on where to find.

- Board added a few notes on who is doing what and where Lisa can get the information.
- Help Lisa Identify where these pieces are that she needs and can plug it in to the appropriate order
- Item for Mike - Board Retreat Item – new chairs know exactly what is needed for the documentation
- Item for Mike – Board Retreat item – no cost or dollars to offset for board members to attend CapCon.

4) HUPAC | Corey Anderson

- Asking for the board to donate
- Corey will send out link to donate
- We take in more money than we donate

5) Legislative Report | Tom Wright

- a. Day on the Hill – Update on contribution increase
 - Tom will go over at the meeting today what his report includes
 - Discussion on Name Change

6) PDC Committee | Genevieve Frazier

- a. Update
 - Review of upcoming meetings
- b. Dedicated presentation laptop & accessories for meetings – assign Holton to research proposed laptop package. Board needs give a budget range. Decide on deadline. (Suggest chat with Aaron at today's meeting.)
 - Note from Shawnee: The projector is MAHU's projector. However, MAHU was using my pointer/clicker and many of my cords. I recommend that MAHU also purchase a USB-C lighting connection cord (4th series), an HDMI to HDMI, and an Apple to HDMI Converter. If MAHU would like to consider buying the computer from Crosstown....that is possible and I will just buy a new one. I bought the computer in 2021 for \$1000. I just picked up a computer yesterday that cost me \$1800. I think you can buy the one that I purchased from Microcenter for about \$700 right now.
 - Asking about Proposed Cost of computer.
 - Do we want to do a mailing?
- c. Triple Point Media A/V Support Proposal (TPM Proposal A/V seven meetings)
 - Sarah's notes on creating an A/V-Tech Sponsorship Package:
I think we would have better luck getting sponsorships for it if we have unlimited available and make it a lower cost sponsorship versus just have one

at say \$5000. Since they would likely be agency sponsors –maybe carrier sponsor too---we could price it between the Large Agency Sponsor and Agency Bundle Sponsor. Say \$1700 or \$2000. They would receive unlimited virtual passes, maybe 1 in person pass and 1 ticket to annual conference. 1 ticket to each social event. \$280 for each person + \$175 for conference + \$50 or so for Shoot and Social. So about a \$500 value for one person + \$280 for each additional member of that entity. So an agency with even just 5 people, might be worth it! Make it affordable and convenient.

- o Revised Proposal to see what the cost would be to just add the computer each month vs. us buying one.
- o Creating a new Sponsorship package to support the cost of this, unlimited virtual member meetings and one in person for each monthly meeting – one ticket to a social event and one conference ticket – back and forth on what makes sense here. Tabled until more info

d. April 26 Conference

- Speakers
- Sponsorships

7) **Social Events | Holton Sailer**

- a. Update on plan for 2023
 - Working getting a Saints game scheduled for June
 - Thinking of Volunteer events

8) **Medicare Summit 2023 | Chad Levis**

- a. Update
 - Committee has been formed, but need more members

9) **Membership | Chad Levis**

- a. Current Membership List Review (Current-Graced-Lapsed Member List)
- b. New Members January 2023 (New Member List)
- c. Plan and actions for Membership Growth/Goal
- d. New members will be highlighted in monthly meeting promotional PowerPoint
- e. Suggestion: June Annual meeting – recognize longtime members 25-30-40 years with a certificate
- f. Gem Donations – How to promote – target donations will help with special Chapter projects such as hosting virtual meetings to build outstate MN attendance

10) **Region IV Meeting in Twin Cities | Shawnee Christenson & Mike Anderson**

- a. Update

11) **Sponsorship Report | Mike Anderson**

- a. Renewals (Sponsorship Summary Annual)

- b. Outreach to prospective sponsors
- c. Create new Tech Sponsorship level to cover cost of TPM AV support at monthly meetings
 - Almost sold out

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

13) **New Business**

- a. Website Resources page – <https://www.emahu.org/resources-links> | Task to review and provide Sandy with updates
- b. Honor Al DeRuyter's passion for volunteerism, with an annual social or annual MAHU volunteer day/event.

14) **Next Board Meeting:** Thursday, March 16, 2023 | Zoom

Sarah will provide the meeting links and calendar invites, and include the meeting packet in the calendar invite each month.

15) **Adjourn**

1st Chad

2nd Lisa

Adjourn Time 10:33

March 16, 2023 | MAHU Board Meeting Minutes

Start Time: 9:05 AM

Attendees: Sarah Olmanson, Holton Sailer, Tom Wright, Mike Anderson, Lisa Talcott, Chad Levis, Corey Anderson.

Absent: Shawnee Christenson, Genevieve Frazier

Motion to approve today's agenda: 1st Motion-Tom Wright. 2nd: Mike Anderson. No discussion, Motion approved.

Motion to approve Feb 2023 board meeting minutes: 1st motion-Lisa Talcott. 2nd -Chad Levis. No discussion. Motion approved.

Board Nominations: Potential future board members. Ron Linnemann—Sarah will reach out to have conversation for 2024 possibility. Committee involvement for 2023.

Motion to approve Election Timeline 2023 as follows: 1st motion- Corey Anderson. 2nd -Mike Anderson. No discussion. Motion approved.

- March 16, 2023 Nominations reviewed at board meeting
- April 5 – April 12, 2023 members vote by email
- April 20, 2023 Board reviews vote and certifies election. Nomination committee notifies newly elected board members and asks them to attend the June 14 Annual meeting and installation ceremony.
- April 30, 2023 Officers for 2023/2024 due to NABIP (President-elect files this form)
- June 14, 2023 Installation ceremony for 2023/2024 Board.

Legislative, Future Day on hill open with non- partisan topic. IE the financial literacy class in high school

Recommend/Remind to Include Day on hill Budget increase for 2023-24 year. Current contribution for 2023 was \$2500. But minimum has increased. Tom will provide updated numbers for budget planning in future board meeting or one day planning retreat.

Motion to Adjourn at 10:06. 1st—Chad Levis, 2nd -Mike Anderson no discussion. Meeting adjourned.

Monthly MAHU Board Meeting Minutes

Date: Thursday, April 20th 2023

Start Time: 9:03am

Meeting Attendees: Sarah Olmanson, Chad Levis, Holton Sailer, Mike Anderson, Shawnee Christensen, Genevieve Frazier, Lisa Talcott, Corey Anderson, Tom Wright

Quorum – All In Attendance

1. Call To Order:

- Motion to Approve Agenda: 1st Chad Levis, 2nd Holton Sailer – approved
- Meeting Minutes to Approve from last month: 1st Lisa Talcott, 2nd Chad Levis – approve

2. Presidents Report – Sarah Olmanson

- Review Board Voting Results: Voting is done, board is set for next year, we are adding Brian and Audrey new to the board. There were no issues with Mike as incoming President.
- Annual NABIP Conference in New Orleans: Yes: Sarah, Chad, Shawnee Maybe: Lisa, Sarah No: Mike, Geneveive, Corey and Tom
- Membership Event (Cyber Fin and Smart Agent) 4/18/23: MAHU was pitching membership and the conference – this was a nice event and well attended, Sandy will review this list and we will market the conference and membership to those folks that are not currently members.
- Potential New Social Event: women’s event, we think this should wait until we have more members attending regularly

3. Treasurer’s Report – Lisa Talcott

- Review March Financials and Budget Report: we do not have this yet from, we have \$28,000 in the bank account. There was a question on large expenditures, we are looking ok based on financial questions.
 - Conference Revenue: \$22,725
 - Expenses: \$9025
 - Profit: \$13,700
 - What is the expense for food / beverage: \$5,600 A/V \$400, Taxes \$1700, CE \$80, Printing \$659
- Outstanding Invoices: Britney (March Meeting), Tom Devine, AHA
- D & O Coverage (update): We do have this coverage, we have documentation that this has been paid, bill is due in May. Shawnee will resend current D/O renewal
- Recommending that a proposal be submitted for Day on the Hill Budgeting and Conference Budget for board members to attend.
- Tom Devine – Corey Anderson will reach out to him directly and see if he will pay his outstanding \$80 invoice

4. Awards/LPRT – Lisa Talcott

- Update: This has been submitted
- We received less than ½ of the total possible points that you can earn for this award.
- We have a lot of things organized so moving forward we can work to get this award, we have clarity around things that we can work on moving forward to ensure we can earn this award in the future.

5. HUPAC – Corey Anderson

- Be sure you are a member of HUPAC
- Corey will speak at the conference and encourage members to include
- Corey mentioned that they have hired Sandy and not sure if that was a conflict of interest

6. Legislative Report – Tom Wright

- Efforts will be better served during the committee process
- Operation shouts that will come in the upcoming weeks
- Paid Family Medical Leave – this is rolling really fast, Corey testified – cannot collect on Paid Family Medical Leave and work another job at the same time – hopefully something more will come when they sit down and talk together, Corey did ask about hiring out a state employee so they don't have to be covered under this, if this passes

7. PDC Committee – Genevieve Fraizer

- Updated – PDC Report
- Triple Point Media – we can table for this month – there have only been 1 or 2 people showing up virtually – keep an eye on this and be sure it still makes sense
- May 31st meeting we can discuss the hybrid option
- Making note that with the meetings we are losing money, but it does not include sponsorship dollars
 - We will add sponsorship dollars to each meeting moving forward
- June will be a bigger monthly member meeting – be sure everyone attends this as we are installing the new board members

8. Social Events – Holton Sailer

- Holton is working with the Saints multiple options for an event, he will order 50 tickets, sell for \$25 to make a little money off of the tickets
- Motion to Approve the Date August 9th and Financial Investment \$400: Mike 1st, Shawnee is 2nd – motion approved
 - We are purchasing 25 and if we can more and timeline

9. Medicare Summit 2023 – Chad Levis

- Update: 8 or 9 of the tables are already spoken for (18 total)
- Get few people from the Medicare event in Vegas

10. Membership – Chad Levis

- 175 Members

11. Region IV Meeting in Twin Cities – Shawnee Christensen & Mike Anderson

- August 3rd and 4th – is what we had talked about for meeting time
- Works for Mike, Sarah, Shawnee & Genevieve – send out a calendar invite to hold this date?

12. Sponsorship Report – Mike Anderson

- Reviewed
- Outreach to perspective sponsors
- Table Triple Point Media

13. Social Media – Mike Anderson & Holton Sailer

- Who has login access and who should be posting
- If posting on your own site, be sure to tag MAHU
- At events take pictures

14. New Business

- No Action Needed here
- Co-branded Cyber Finn – we should be able to ask for a contact list for attendees for their event
- Who to task with review and provide Sandy with updates?
- Honor Al DeRuyter's passion for volunteerism with an annual social or annual MAHU volunteer day/event

15. Next Board Meeting – Thursday, May 18th 2023

16. Adjourn – Time: 10:20am 1st Mike, 2nd Holton

MAHU Board Meeting Minutes: Thursday, May 18th 2023

Start Time: 9:04am

1) **Call to Order**

- a. Quorum: we have Quorum, In Attendance: Sarah Olmanson, Corey Anderson, Holton Sailer, Lisa Talcott, Mike Anderson, Shawnee Christenson, Thomas, Genevieve Frazier, Chad Levis
- b. Antitrust Statement
- c. Approve Today's Agenda | (Agenda 5.18.23)
Chad 1st
Holton 2nd
Motion Approved
- d. Approve Minutes April 20, 2023 | (Minutes 4.20.23)
Lisa 1st
Corey 2nd
- e. Copy of Motion approved by email- Saints ticket
This was approved by email

2) **President's Report | Sarah Olmanson**

- These were extended to yesterday, committee will meet to finalize the winner

3) **Treasurer's Report | Lisa Talcott –**

- a. Review (April Financials and Budget review)
 - a. Budget has been reviewed
 - b. Bank Statement ending March 31st - \$26,162 balance
- b. Outstanding Invoices (Outstanding Invoices)
 - a. We need to be sure that people are registered and paid
 - b. We do not want to be bill collectors
 - c. Discussion around how to handle this
 - d. Effective with any event, they are not allowed to attend until they pay
 - e. Motion Approved
 - i. 1st Mike Anderson
 - ii. 2nd Corey

c. Lisa to pay D&O insurance premium.

4) **Awards/LPRT | Lisa Talcott**

a. Nominations LeClair & Symanitz – voting closed 5/17/23

b.

5) **HUPAC | Corey Anderson**

Need more PAC Contributions

Corey to get a QR code for contributions for State and MN PAC

Genevieve – what is the PAC? Where does the money go?

Can MAHU contribute to the PAC (or admin fund)?

Financial reporting from the PAC (and Tim)

6) **Legislative Report | Tom Wright (Legislative Report)**

Legislative session is winding down. Tim to provide a summary of the past session with final committees and bills. Shore up communication with the region to MN and vice versa.

Increase communication to membership.

Sarah to reach out to Tom Devine for membership.

7) **PDC Committee | Genevieve Frazier**

a. Update (PDC Report) -

b. April 26 Conference (Registration-Expense-Revenue Summary)

Gross	\$ 26,425.00
Expenses	\$ 10,433.78
Net Rev	\$ 15,991.22

c.

d. May 17 CE Lunch

e. June 14 CE lunch and Annual Meeting

f. Meeting Schedule 2023-2024 – Need to confirm location 2024 (Schedule & Midland Room Details)

g. Conference 2024 | Available date at Intercontinental St Paul Hotel: Tuesday, April 23, 2024

8) **Social Events | Holton Sailer**

a. Update Saints Game & Social & Shoot

b. Saint's tickets booked / paid for 25 tickets – do we charge for tickets? What will we provide for Saint's bucks (Cost of tickets are \$20)

- c. Mike and Holt to connect on Saint's game for sponsorship. (Insperity, kavira, Cyberfin, SmartAgent)

9) **Medicare Summit 2023 | Chad Levis**

- a. Update – 3 tables left to sell

10) **Membership | Chad Levis**

- a. Current Membership List Review (Current Member List) Steady, slightly Growing
- b. New Members Mar-Apr 2023 (New Member List)
- c. New members are being highlighted in monthly meeting promotional PowerPoint
- d. Suggestion: June Annual meeting – recognize longtime members 25-30-40 years with a certificate
- e. Gem Donations – How to recognize and appreciate member donations – target donations will help with special Chapter projects such as hosting virtual meetings to build outstate MN attendance

11) **Region IV Meeting in Twin Cities | Shawnee Christenson & Mike Anderson**

- a. Update Aug 3rd and 4th

12) **Sponsorship Report | Mike Anderson**

- a. Renewals (Annual Sponsorship Summary)
- b. Outreach to prospective sponsors (HP and Delta Dental)
- c. Gem Donations – How to increase member donations – promote donations to help with special Chapter projects such as hosting virtual meetings to build outstate MN attendance
- d. Ideas for new sponsorship levels, e.g., A/V support at monthly meetings to build outstate attendance

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

- a. Media calendar 2023-2024 & monthly analytics report for board meeting
- b. Need a plan / social calendar – should we have software to schedule posts?
Committee – Andrea Smith?

14) **New Business**

- a. **Can we reimburse up to \$300 per person to attend conference? With Lisa's approval, a \$2500 line item split equally among board members who submit receipts by the end of July for conference. Shawnee 1st, 2nd Corey.**

Treasurer Lisa Talcott emailed President Sarah Olmanson on 5/26/23 at 3:03 PM confirming budget reserves of \$2500 to allocate for board member reimbursement

for travel to the National Convention June 24-27, 2023 in New Orleans. (Email approval from Lisa on file.)

b. Can association contribute to the national pac?

15) Next Board Key Dates and Meetings:

- Wednesday, May 31, 2023 | Board Retreat | 9:00 AM – 3:00 PM | AP office
- Wednesday, June 14, 2023 | CE Lunch & Annual Meeting with Board thanks you and Installation & Award Presentation | 11:30 AM – 1:30 PM | Midland Hills
- Thursday, 15, 2023 | Monthly Board Meeting | 9:00 AM – 11:00 AM | Zoom
Sarah will provide the meeting links and calendar invites and include the meeting packet in the calendar invite each month.

16) Adjourn