

MAHU Monthly Board Meeting | MINUTES September 21, 2023

Attendance: Mike Anderson, Sarah Olmanson, Chad Levis, Corey Anderson, Holton Sailer, Tom Wright, Brian Szczech

Absent: Audrey Villeneuve and

Start Time: 9:04am

1. Call To Order
 - a. Quorum: yes - Attendance: Mike Anderson, Sarah Olmanson, Chad Levis, Corey Anderson, Holton Sailer, Tom Wright, Brian Szczech
 - b. Antitrust Statement
 - c. Approve Today's Agenda: Corey 1st and Brian 2nd
 - d. Approve Mins: 1st Holton and 2nd Tom
2. Presidents Report – Mike Anderson
 - a. Comments:
 - b. Bylaws: Next step is board to approve bi-laws and then sent out to membership, we need to vote on this today – Sarah makes the motion to have the board approve the revised bi-laws contingent on getting feed back from Josh and Marie (2nd by Corey) Mike will send the bi-laws to Josh and Marie for review (Motion passes via board vote)
3. Treasurer's Report – Lisa Talcott
 - a. Review Monthly Financials August: Working with JM Knoll, challenges with using bill pay and connectivity, reviewing report and asking what bills/revenue, revenue is made up of membership dues, specific events, did a meeting to have clarity around this and have accounting be current. Preparing Taxes for 2022 they are streamlining account for 2022.
 - b. Outstanding Invoices: mentioned above
 - c. Budget Discussion: review last year to this year
4. Awards / LPRT – Sarah Olmanson
 - a. To do list forthcoming from Sarah – Sarah is working on this and will give us information on what each committee and role will need to do
 - b. Expectations – please do what you are being asked to do
 - i. Landmark award is in the mail but not yet received
 - ii. We will announce this at the meeting today
 - c. Can set up 1:1 on meetings as needed or wanted
 - d. Progress reports expected each month prior to board meeting
 - e. Sarah will report where we are at with point monthly starting Sept / Oct
 - f. Lisa is adding that we have photos from the award and where to send them
 - g. Mike has a question for Sarah: will Sarah comment on LPRT and Awards at the member meeting – Chad will talk about this at the meeting – when do you get acknowledged? April meeting, a few of the board members have won in the past
5. HUPAC – Corey Anderson
 - a. Update – Corey is not sure what to do, state/board, Lisa Talcott is the one person on the board that has contributed to the state pack this year, 4 people that are giving monthly at the state level, national level Sarah contributes this year, Mike Anderson, Lisa Talcott

- and Corey contribute monthly to the national board – frustration that no one is contributing, there was a minimum contribution level to even be a board member
- b. What is the money used for – the money puts us in front of the right legislatures and getting the right people elected, need at the state level and national level
 - c. There are two separate pacs – Minnesota and National – monthly reoccurring automatic
6. Legislative Report – Tom Wright
- a. Will do a meeting update today, they put together the beginnings of the agenda for next session, one new thing that has popped up on the radar, MN is one of 10 states that is moving to a guarantee issue Medicare supp each year – agenda has clients who are potentially in higher risk situations it can be seen as positive, the challenge is it tends to put pressure on the rate. They are reaching out to the health council, ins companies individually, medical association and doctors’ groups and see where interest may be, these are the key elements.
 - b. Minnesota is looking at ways they can mitigate their losses with LTC through the Medicaid program – integrated into the process, channel for private market solutions.
 - c. LTC: increasing the deductible, life stages legislation and was implemented – this may get thrown into limbo depending on what happens.
 - d. Question to Tom on if he has reached out to Lisa from BCBS, Tom will reach out to her again. Tom asking if anyone has interest in any legislation type things to please let him know
7. PDC Committee – Holton Sailer & Genevieve Frazier
- a. Holton had a conversation with Berkley Health, sponsor in October and speak in January, UHC is working on getting a course approved for CE, they want to present at MAHU – UHC Topic – How not to blow up your client, January topic Captives with Berkley Health
 - i. Berkley Health does not need to have a course that is CE approved, we will file it for them and get approval.
 - ii. Mike recommending - Good idea to have some one from MNSure come out and speak to the exchange and speak with our group
 - iii. Corey adding that as long as they are teaching us about something they will generally approve this
 - iv. Corey asking if we can have someone from DHS – someone to speak about Paid Family Medical Leave
 - b. October 19th, 2023
 - c. April 24th 2024 Annual Conference:
 - i. Location Confirmed – Midland Hills
 - ii. Committee confirmed – larger committee this year than last year
 - iii. First tasks with goal to complete by 10/31/23: theme, sponsor packages, speakers – Lisa had great ideas on speakers
 1. Bring back Presidents dinner
8. Social Events – Holton Sailer
- a. Top Golf event coming up
 - b. Mike asking if someone would be interested in a book club – Corey suggesting Govden book – fun way to encourage professional development
 - c. Social and Shoot Event for next year: 9/9/24

- d. Sarah asking about volunteering our time – give back to the community – Corey suggesting feed my starving children – monthly meeting here and tie in volunteerism with it – Brian suggesting something in the community vs nationally
9. Medicare Summit 2023 – Chad Levis
- a. \$7312 Profit – this was the best summit yet
 - b. Excellent engagement
 - c. 30 non-members – great potential – Sarah asking if someone will pass this along to the membership committee
 - d. RFP for a different location for next year – people want everyone in one room which would require a bigger space
10. Membership – Audrey Villeneuve and Brian Szczech
- a. Is there a way to change registration for vendors to not be listed as potential member
 - b. Some annual sponsor may not have people that are actually members and take advantage of free attendees based on their sponsorship
 - c. We added 6 members in August, 2 in July – Shawnee, Chad and Josh for adding members
 - d. Please keep asking so we can increase this
 - e. Sarah said - EyeMed made the comment to get younger people in – we agree with this
 - f. Lisa is asking Brian who is reaching out to the new attendees – new members that joined – Anthony and Roberto – new members and will be there today
 - g. Mike asking when we have new members have they been reaching out to say hi – Brian has reached out to members but not the August members – Mike recommending we ask members what they would like to get out of their membership, then we can point them in the right direction to be sure they get what they are looking for
 - h. Lisa offering to send Brian the information on membership and what to do with new members form the NABIP website – new member orientation hot sheet
11. Sponsorship Report – Mike Anderson
- a. NFP is behind they were supposed to have renewed 9/1
 - b. We are always looking for new asks for sponsorship – we’ve done well with our one off event people, we are getting participation here, better if we can get people to do annual sponsorship
 - c. Gem Donations – individual sponsorships – thought that money should go to the PAC
12. Social Media – Mike Anderson and Holton Sailer
- a. Nothing has been done with this
 - b. Does anyone else want to get involved in this – thought that maybe someone else could take over here
13. New Business
14. Next Board Meeting – October 19th 9am – 11am
15. Adjourn End Time - 10:14am
- a. Sarah 1st, Brian 2nd

Notes Taken By: Genevieve Frazier – Secretary