

# VAHU Board Minutes

## The Boulders, Richmond, Virginia

### Board Meeting

Friday, July 14 (10:30am-12pm)

#### In Attendance

Jill Age	Erika Hain	Amy Mutter	Susan Taylor
Jessica Bagby	Tim Hicks	Chris Rankar	Lindsey Waters
Grayce Carter	Heather Kochanowicz	Barbara Rogers	Josh Viles
Brenda Cutting	Matt Irvine	Anya Simpson	
Cameron DeBord	Sue Johnson		

#### Board Meeting Call to Order

**Lindsey**

**10:24 am**

Introduction of all people at the meeting. Excited about the new faces and where this all goes.

#### Jaffe Intro

**Lindsey**

**10:29 am**

We have taken on an executive director, Jaffe Communications. Happy to have them on the board, and they are already making great strides. We are well ahead of where we were last year at this time because of them. They have helped us already get the board and committees together with great suggestions. They are on top of the media already, and have already sent out some press releases about our awards, and new board members.

Committees will be meeting more frequently so we can stay on top of things and be in constant contact.

We have signed a contract with them for the first 4 months starting in July, and they actually already started in June. We can hopefully keep them on for the year but they are expensive. We would like to make enough money on CE day to be able to pay them for another month and therefore be able to keep them longer.

If you are on a committee and work with Lisa @ Jaffe feel free to go directly to Lisa, because she will pass everything on to Lindsey or the chair.

Erika shares insight on how they have changed new jersey, an things they have done to make the conference great.

#### Dues

**Lindsey**

**10:43 am**

All chapters have agreed to the state dues increase with the exception of Piedmont. However based on the by-laws we only need 75% of the chapters to agree which we have, so we can proceed with the dues increase.

#### Upcoming Events

**Lindsey**

**10:50 am**

##### CE Day

All the chapters have the venue and contracts completed. We also need to get the CEs in place, which is still be finalized. So far we have 2 hours knocked out with State police doing insurance fraud and legislative committee doing a CE. CIGNA is doing 1 hour possible 2 hours. Also looking for a wellness and balance or wine and wellness so Anya is looking for suggestions and presenters. Possible increase the legislative to 2 hours to keep it even and with 4 presenters.

**Sponsorship for CE Day** is new this year, and Jaffe put together a sponsorship package starting from \$300 to \$1000. Right now we have CIGNA Individual and Family for \$1000, PlanSource \$300, FNBC \$300 confirmed. Paylocity may do \$1000 and Chris and Lindsey will confirm that. Look at nontraditional sponsors like printers and office supplies so we can get the printing for free and sponsors. Matt has a bunch of ideas on companies and will send them to Lindsey.

Anya thought that Jaffe would help us get sponsors and not just to the letter. Until they know us a little better they are just going to provide us with the sponsorship ideas/package, and direction. They will help with sponsorships down the line.

##### Day on the Hill

Generally session starts January 11 and is only open for 30 days.

Looking to do VAHU Day on the Hill possibly during the cross over week on January 31 (Tuesday) but want suggestions on this date. Also may move the board meeting to afternoon on this date around 2pm.

#### Closing Board Meeting

**Lindsey**

**11:35 am**

#### ACTION ITEMS

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<b>Lindsey</b>	Membership committee will discuss the issues with retention, bank drafts, and communication of updating the cards.
<b>Lindsey</b>	Dues – find out if the state can just update the rates or if each chapter has to send it in themselves
<b>Lindsey</b>	Talk to Jaffe about the sponsor coordination amongst all the chapters and who would be responsible for putting that together.
<b>Anya</b>	Set up a CE Day Committee call for next week. Advise committee members to review the sponsorship opportunities and secure sponsors by the end of the month

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