

## **VAHU Board Minutes- August 14, 2015 – The Crossings, Glen Allen VA.**

10:20 am Roll Call: Lori Carter, Lindsey Waters, Jill Age, Chris Renkar, Debbie Stocks, John Scott, , Jessica Bagby, Anya Simpson

***ACTION ITEM*** Review of Prior Strategic Planning Board Meeting minutes and Leadership Training was not voted on due to not having required quorum. No voting was done during this meeting. See below minutes regarding follow up conference call to vote on minutes and other items.

Attending board members reviewed upcoming board meeting schedule

### **Treasurer Report- Brenda Cutting**

Not available at this time. Lori stated she was aware checkbook currently holds roughly \$58,000

### **Central Chapter- Chris Renkar**

Report Not Available

### **NOVA Chapter – Heather Kochanowicz**

Report Not Available

### **Eastern Chapter- Jill Age/Amy Mutter**

Report Not Available

### **PVAHU & SWVAHU- Lori Carter and Amy Mutter**

Report Not available

### **Membership Report – Lori Carter per email notes from Arty Accardo**

NAHU has put together bi-monthly national membership webinars to begin 8/19/15. Arty has asked that each chapter president send him your chapters membership chair contact information.

June Report –

Total Members – 349

- 105 Central
- 85 Eastern
- 73 Northern
- 26 Piedmont
- 60 South West

New Members – 5

- 2 Eastern
- 3 Southwest

Lapsed – 12

- 6 Central
- 1 Northern
- 2 Piedmont
- 3 Southwest

### **Legislative Report- Chris Renkar**

Chris Renkar asked for attending board member to be thinking about accepting new 3 year lobbyist proposal from Sands Anderson, rate increased less than 3% and noted that annual filing is now done twice a year as opposed to previous 1 time a year

- Anya made motion to renew contract with Sands Anderson, no discussion, motion carried, John Scott 2<sup>nd</sup> motion – **ACTION ITEM**

Chris discussed a few conversations he recently had with Bill Gray, Gary Cox and Steven Cosby regarding possibly getting behind a bill to streamline the process & timeliness of employers having access to Group Certificate of Coverage in regards to completing ERISA required SPDs/Wrap Doc. Due to push back from carriers and not getting much traction in broker community the decision was made to table that for the time being. Chris asked attending board members for any issues or concerns that they had and would like to see movement on. No one had comments at that time, Chris left the request open for follow up directly with him.

Chapter Reports: - *skipped due to limited board attendance*

### **State Conference Update – Lori & Lindsey**

Location – Virginia Crossings – Glen Allen, VA  
May 19<sup>th</sup> – 20<sup>th</sup>, 2016

### **HUPAC Report – John Scott**

John confirmed we have 100% HUPAC contribution from all current executive board members. John requested having HUPAC contributors listed in newsletter based on contribution category (i.e. 365, Capitol Club, Gold, Diamond..ect)

**See attached-** John handed out breakdown of contribution amounts across the country based on region. His main goal this year is to get all chapters a HUPAC chair in order to help meet the 58% baseline. Last year our region contributed \$49k, currently we are at \$27k. John looks forward to holding additional HUPAC fundraisers throughout the year and having all chapters as regular contributors.

### **Education Report- Anya Simpson**

CE day is scheduled and invites have gone out.

8/31 – Roanoke – 37 as of 8/17

9/1 – Richmond – 45 as of 8/17

9/2 – VA Beach – 26 as of 8/17

9/3 – Northern - 11 as of 8/17

Some of the speakers backed out however Anya was able to secure Rodger Bayne stepping up to provide 6 hours on multiple courses. Anya still asks that you continue to send her CE instruction names for future need.

After discussion Anya kept the early bird end date hard set for Friday 8/14 which then fast tracked Amy to send out another eblast to members, Jill asked IIAV and EBCA to do the same as well TFA and FNBC sent email blast all out Friday 8/14 for one last push for early bird sign ups. The above numbers are reflected due to this last minute push.

**ACTION ITEM** – Anya will be reaching out to each chapter to determine a contact person for each venue. She is hopeful that each chapter program chair will step up to act as the “monitor” and each chapter president will step up to facilitate the day and follow all compliance rules. This conference call will be mandatory. Call date, Thursday 8/20 at 9am.

### Awards Report- Jill Age

Jill announced that VAHU did not achieve any awards for 2014-2015, noting the functionality of our website was the biggest factor. Going forward Jill would like to see everything clearly posted and easy to locate online. Jill asked that any NAHU conference calls that chair holders attend please provide Jill with the minutes from those calls so that can be documented in once place for award points.

### Award Items for upcoming CE Day –

Jill asked that each Chapter have the NAHU website visible during the beginning of each event as well as during lunch and/or breaks. She asked that each President take a few minutes in the beginning of the CE day to mention the website and for a picture to be taken and sent to her.

**ACTION ITEM** – Jill will send out a timeline and list of responsibilities for obtaining award points to each board member

### Communication – Jessica Bagby

**ACTION ITEM** – Jessica will provide timeline to each board member of what is needed and when for the newsletter. This will be a hard time line and each board members responsibility to stick to it and get Jess the info within the allotted time. If report is not provided Jess will simply add “no report” to that section of the newsletter.

### Media Relations – Lori Carter per notes from Amy Mutter

- There seemed to be an issue with PayPal when members were enrolling for CE day, however that should be fixed by now and had nothing to do with the website transition
- New website up and running and training will come soon.
- Wild Apricot requires us to lock-in by August 31<sup>st</sup> in order to keep \$100 rate. We can keep 1 or 2 years when we pay in advance. They actually give us a rate of \$90/month when we lock-in. Amy recommends 1 year to split the difference then after that rate is \$130.
  - **ACTION ITEM** – vote 1 or 2 year contract, note 2 year contract will allow for deeper discount and keeping the same set up will assist in getting award points for easy to find information and familiarity by judges.

Anya Simpson makes a motion to close the meeting.

John Scott seconds the motion.

All in Favor – the motion carried.

## Continuation of Board Meeting from August 14, 2015

### Phone Conference Friday, August 21 @ 9am

#### In Attendance

Arty Accardo	Brenda Cutting	John Scott
Jill Age	Heather Kochanowicz	Lindsey Waters
Jessica Bagby	Amy Mutter	
Lori Carter	Chris Rankar	

#### Call to Order & Attendance

Lori

9:05am

Review of minutes from Strategic Planning and Leadership Day at State Conference, May 28, 2015.

Jill Age makes a motion to approve minutes from Strategic Planning 2015. Jessica seconds. All in favor. Nobody opposes. Motion carries.

Jill Age makes a motion to approve minutes from Leadership Day 2015. Chris seconds. All in favor, Nobody opposes. Motion carries.

Due to the limited board at the August 14 meeting this phone conference was established to review and vote on topics from that meeting.

Jill makes suggestion to not vote to approve the notes from August 14, and just have this call be a continuation, and then vote on these minutes at the sept meeting. Lori agrees to that

#### **CE Day**

**Lori**

Anya had a call yesterday and sent out an email overview. She left off a that we need to pull up the NAHU site during the CE day, and make a reference to it.

We need to take a picture of that when it happens. There is also a video that we can have playing during lunch, so Amy is going to forward that around to each chapter.

Also suggestion to give candy during the afternoon hours to perk everyone up.

Amy sent out reminder emails to existing registrants and whether or not they had an existing balance yesterday.

Another invite email going out to entire database today and then another time before the 31st.

#### **Website**

**Amy**

**9:35**

Wild apricot has offered us the pricing to lock in for 1 year at \$100 and if you pay the whole thing up front you can save 10% making it \$90 per month. If we don't lock in then we move to \$130 per month, and it's based on contracts. Includes 2000 contracts. Next level down is 500 contracts and move to \$70 per month. Amy suggests keeping it at 2000 level.

Raising rate to \$130 by 9/1 if we don't lock in. We have to choose between 1 and 2 years when you lock in to have that rate. Amy's opinion is to lock in for 1 year, taking us to the end of August 2016.

Questions – Jill – I don't see how we can make a change and make it better in time for awards. So we need to be aware of our awards timeline.

Brenda – We have budgeted \$100 for the website for the past few years. We will save approx. \$600 locking in for two years.

Motion- Brenda makes a motion to lock into Wild Apricot for 2 years for \$2160. John seconds motion. All in favor. Nobody opposes. Motion carries

#### **Newsletter**

**Jessica**

Outline from Jill which goes over everything that needs to be in the newsletter for awards. Jess will send us all the dates for the year in the next few weeks.

#### **Sans Anderson Contract**

**Lori/Chris**

Discussed at the last board meeting, but we need to talk about now with the full group, to prepare for a vote in September after we see the budget.

Chris – New contract will be for 3 years, the rate has gone up 1%, no increase in year 2 and 1% increase in 3rd year. Approx 2-3% increase over the 3 years.

Amy mentioned separating the cost to the chapters as well, because it was done in the past this way.

Chris is going to be keeping track of everything that he is doing with Sans Anderson behind the scenes so everyone is aware of what is going on and our use of them.

Jill (BC NC small group expansion) received a letter and wondering how we can do that for VAHU. Chris was with Janet yesterday and is going to draft a letter that will go out to the membership. VAHU Operation Shout – we need your help!  
Can

Brenda – Overview statement – What we are going to be voting on in sept is whether we accept or decline their new agreement. And the contract lays out a 3 year commitment. In December of 15 and Dec 16 we would need to pay, and they they are asking us for \$9650 this year and \$9650 2016 and \$9850 in Dec 17. Very slight increases. In 2010 we were at \$8000 so not tremendous

We do reserve the right to cancel within 30 days, so that is a good thing. Just wanted to point out that where our dollars stand at this point, it will bring us to \$48,000-\$50,000 after paying them. Just wanted to point it out.

Easy way to offset the cost is to make the other chapters pay a portion of this.  
We are fine talking about this at next meeting.

September 18th is the next board meeting

## **Conclusion**

Motion to adjourn the meeting made by Amy

Second the motion – Arty

All in Favor

Motion carries

Conference Call ends at 9:55 am