

**TEXAS ASSOCIATION OF HEALTH UNDERWRITERS
FULL BOARD MEETING MINUTES**

October 19, 2012

Blue Cross Blue Shield Offices, Richardson, Texas

I. CALL TO ORDER.

President Kelly Fristoe called the meeting to order at 10:10am.

A. Roll Call.

Executive committee members present: Kelly Fristoe, President; Joanna Antongiovanni, Immediate Past President; Mark Bellman, President-Elect; Joe Phifer, Second Vice President; Cheryl Clark, Treasurer; Mike Avery, Secretary

Executive committee members absent: Jacqueline St. Hilaire, First Vice President.

Staff Present: Laura Firestone, Executive Director; Lee Manross, Lobbyist.

Voting committee chairs, local chapter presidents and trustees present: Alicia Bowers, Ron Buffum, Alison Burkholder, Shayla Davenport, Elsie Gaertner, Tiffany Kaiser, D'Ann Miller, Rusty Rice, Nicole Scott, Craig Splawn, Louanne Trebing, Doris Waller and Krista Zimpel.

Guests Present: Lisa McCaig, Heart of Texas Past President.

Committee chairs, local chapter presidents and trustees absent: Lynn Alexander, Linda Behrens, Linda Bogan, Jimmy Cobb, Tom Cottar, Brenda Davis, Briscoe Dunn, Floyd Petitt, Richard Walton, Luann Yarberry.

Staff Absent: Shirley Hutzler, Governmental Affairs Consultant.

II. PRESIDENT'S OPENING REMARKS.

Kelly Fristoe welcomed everyone to the meeting and led the invocation.

III. APPROVE MINUTES JULY MEETING AND SUBSEQUENT TELECONFERENCES.

Motion by Cheryl Clark to accept the July board meeting minutes as presented. Second by Rusty Rice. Motion passes. Motion by Elsie Gaertner to accept the August teleconference minutes. Second by Ron Buffum. Motion passes. Motion by Rusty Rice to accept the September teleconference minutes. Second by Ron Buffum. Motion passes.

IV. REVIEW ACTION ITEM LIST AND TIMELINE.

The action list was reviewed and all items were completed except for the development of the SGS promotional material, P&P on chapter share of

convention revenue and Ron Buffum will take that on. The timeline was reviewed and all is on track except the website material – Schip, matrix, etc., change of PAC treasurer to TEC/FEC, notices to previous GRIP contributors, application of silver seal recertification and convention information to potential exhibitors/sponsors and update on website.

V. CHAPTER PRESIDENTS REPORTS.

- A. Austin, Jimmy Cobb, was absent and Ron Buffum reported on his behalf.
 - B. Coastal Bend, Elsie Gaertner.
 - C. Dallas, Doris Waller.
 - D. East Texas, Brenda Davis, was absent.
 - E. El Paso, Vacant.
 - F. Fort Worth, Tiffany Kaiser.
 - G. Heart of Texas, Shayla Davenport.
 - H. Houston, Craig Splawn.
 - I. Lubbock, Lynn Alexander, was absent.
 - J. Panhandle, Richard Walton, was absent.
 - K. San Angelo, Floyd Petitt, was absent.
 - L. San Antonio, Linda Behrens, was absent.
 - M. Texoma, Krista Zimpel.
 - N. West Texas, Linda Bogan, was absent.
- Full reports are attached in the minute book.

VI. PRESIDENT'S REPORT.

- A. Arlene Wohlgenuth, Executive Director for the Texas Public Policy Foundation, presented the initiatives for the Center for Health Care Policy.
- B. Kelly Fristoe reported that he participated on a panel at the Fort Worth Chamber of Commerce Healthcare Summit on October 17. There were about 175 people in attendance who were mainly employers and their human resources representatives. Topics included healthcare exchanges, healthcare coverage, etc. He will be in Hamilton next week to participate in another panel discussion at their healthcare event.
- C. Kelly reported on Care Chair, Mary Lou Hudman's activities during the last quarter. She sent out many sympathy, get well and congrats cards this past quarter.
- D. Nicole Scott, Convention Chair, provided preliminary information on the 2013 Convention scheduled for May 2-3 at the Hilton Hotel in downtown Fort Worth. It is TAHU's 25th annual convention and the theme is "Celebrating Silver and Going for the Gold. The committee is working on getting in keynote speakers and one will be Jason Young with Southwest Airlines. Another keynote speaker being considered is Dave Anderson. The committee is also looking at a carrier rep from New York to discuss community rating issues for agents.
- E. Briscoe Dunn, Hollis Roberson Liaison, was absent.

VII. TREASURER REPORT.

Cheryl Clark reviewed the financial report as of September 30, 2012. Motion by Nicole Scott to approve the financial report as of 09/30/12. Second by Alison Burkholder. Motion passes.

Cheryl Clark has been looking into CPA firms which can audit the books of TAHU in accordance with the bylaws. She received one audit proposal from a firm in the Dallas area for about \$13000 in addition to Laura Firestone's fees for assisting with gathering records and interview. She would like to have more time to look at other firms and get proposals for review services as well as auditing services and be prepared to discuss in January. A review will most likely cost less than an audit.

- A. Awards Chair, Alison Burkholder, reported that she sent out a reminder to all the chapters regarding the award submissions. Several people got together and decided that the Hutzler Legislative award will be awarded at the TAHU Convention.
- B. Cheryl Clark reported that Marketing Chair, Tanya Haught, had resigned from the board but Cheryl plans to talk to her about continuing on after the first of the year. The promotion of the SGS material needs to be done. Work has been done on developing an SGS certificate and Kelly is waiting to get quotes from the company that NAHU uses for the LPRT certificates.

VIII. PRESIDENT-ELECT'S REPORT.

- A. Tom Cottar, Director of Legislative Affairs, was absent. Mark Bellman reported that Patrick Skinner is no longer on the lege council and has been replaced by Gary Waldron. Mark discussed long term goals to include setting up work groups regarding access to care through using telemedicine and nurse practitioners.
- B. Lee Manross, Lobbyist, reported on Carolyn Goodwin's fundraising report which includes a list of board members across the state who are not contributing to the PAC. The PAC balance has been diminished greatly with candidate expenditures earlier in October. Lee traveled to Amarillo for a joint legislative meeting between the local chapter and the local NAIFA chapter. Lee delivered a check to Rep Smithee and had a good meeting with him. There were about 90 attendees which included the Mayor of Amarillo. The global positions were presented to the board. Motion by Mark Bellman to approve the global positions as presented. Second by Joanna Antongiovanni. Motion passes. A full report is attached in the minute book.
- C. Ron Buffum, TAHUPAC Chair, reported on the activity over the last quarter. Many checks have been issued to various campaigns and delivered. He would like a report from people who deliver checks about their meetings with the legislator. The deadline for candidate expenditures is December 6.

IX. FIRST VICE PRESIDENT'S REPORT.

- A. Jacqueline St. Hilaire was absent. Kelly Fristoe reported that Sandy Johnson has been working to minimize the spam that has been hitting the board email boxes.
- B. D'Ann Miller, Professional Development Chair, included a summary report of the CE presented at each of the chapters. She reported that the professional development committee is made up of the local chapter chairs. Kelly Fristoe is working on the development of the SGS certificate. The promotional activities on the SGS have been on hold due to the change in marketing position status. A full report is in the minute book.

X. SECOND VICE PRESIDENT'S REPORT.

- A. Luann Yarberry, Media/PR Chair, was absent.
- B. The Newsletter Chair position is still vacant and Joe Phifer is handling the next issue, which will be focused on legislation. He will email the board with deadlines for article and picture submissions.
- C. Joe reported that Becky Allaire, ENews Chair, was very appreciative of the new format developed for chapters to send in their monthly meeting information.
- D. Joe reported that Chad Burnett, Technology Chair, is looking at several bids regarding updating the website and making it more user friendly.

XI. SECRETARY'S REPORT.

- A. Alicia Bowers, Membership Chair, reported that membership is at 1732 as of September 30. There are more members lapsing this month than new members signing on. There is a contest in October. In November, she is giving a challenge to the chapter presidents to help with membership. She is going to reach out to other chapter memberships to help with developing a state membership packet. She thanked everyone for their help with membership.
- B. Mike Avery reported on Chapter Support initiatives. Tonya Booth has been reaching out to the smaller chapters to find out their needs. El Paso is in need of leadership and getting their chapter back on track. Rusty Rice agreed to assist by teaching a CE.

XII. IMMEDIATE PAST PRESIDENT'S REPORT.

- A. Ron Buffum, Trustee, had no report.
- B. Louanne Trebing, Trustee, will be working on re-applying for the silver seal certification at the state and local levels.
- C. Rusty Rice, Trustee and TAHU Honorees President, had no report.

XIII. OLD BUSINESS.

- A. Tim Bravarro, Bravarro Communication, came in to discuss the opportunity of providing legislative outreach services to TAHU in addition to the media services. Motion by Cheryl Clark to contract with Bravarro to provide legislative outreach services for \$20,000 per year and amend the current legislative budget to include this prorata. Second by Craig Splawn. Rusty expressed concern about not knowing their record and contracting to spend the additional money in addition to the current media services contract. Other board members thought it'd be a good value and complement the work Lee is currently doing and get the key contact program working the way it should. All board members voted yes except for Rusty Rice and Ron Buffum. Motion passes.
- B. Lee Manross discussed the proposal of sharing legal fee expense with NAIFA to have an attorney prepare a legal brief on the concept of agents accepting fees for services with commissions simultaneously. The expense would be approximately \$1500. Motion by Mark Bellman to hire the attorney and spend up to \$1500 for this service. Second by Ron Buffum. The opinion would be a legal opinion to distribute to the membership. Motion passes.
- C. P&P #23 on Convention Chapter Share needs to be reviewed and consider whether to change the chapter share in light of the bad economic outcomes of the convention in recent years. One recommendation may be to make the P&P more general and leave it up to the discretion of the board each year to determine if a chapter share should be distributed. Another recommendation is to continue to share with the local chapter city where the convention is held. Ron Buffum will take this on and prepare a draft of a revised policy and present at the next board meeting.
- D. Ron Buffum will be working further on the anti-bullying P&P and include more policy to focus on how to deal with such issues should they occur and lean towards a grievance and mediation policy.
- E. Laura Firestone distributed a summary of the 2014 convention locations that sent in bids for the event. There was discussion of each of the cities presented. Shayla Davenport pitched Waco as a location and said they could draw some first timers from the larger agencies in town. There is the Dr. Pepper Museum and the Texas Rangers Museum as well as several bars and pubs within walking distance. Dallas and San Antonio withdrew from consideration. Sugar Land was not an option because of its location away from the airports. The options were narrowed down to the Houston and Waco areas and all options will be discussed further on the November conference call.

XIV. NEW BUSINESS.

- A. Kelly Fristoe asked the board to consider contributing to the TPPF Center for Health Care Policy. Motion by Ron Buffum to approve a \$5000 contribution from the legislative fund to TPPF and amend the current legislative budget. Money will need to be transferred from the operating fund to legislative funds to cover this contribution. Second by Joanna Antongiovanni. Motion passes.

- B. 2013 Capitol Conference attendees will be Kelly Fristoe, Mark Bellman and Tom Cottar. Gary Waldron cannot attend and the EC will need to approve an appointment to be made by the President.
- C. There will be no nominations to the NAHU Board of Trustees for this year.

XV. NAHU REGION VI VICE PRESIDENT'S REPORT.

Rusty Rice distributed a list of the Regional members and give away \$ at Cap Conf for top recruiter and chapter entered into a drawing as part of the Save A Member Campaign.

XVI. 2012-13 STRATEGIC PLANNING GOALS.

Kelly Fristoe asked everyone to go through their section on the strategic plan and get caught up for the strategic planning meeting in January.

XVII. NEXT MEETING DATES.

November 15, 2012 – Board Teleconference, 9am
December 20, 2012 – Board Teleconference, 9am
January 21, 2013 – Executive Committee, 1:00pm, Sheraton Austin
January 22, 2013 – Day at the Capitol in Conjunction with NAIFA, Sheraton Austin (8am-1pm)
January 22, 2013 – Strategic Planning, 2pm-5pm, Sheraton Austin
January 23, 2013 - Chapter Presidents (9am) and Full Board (10am), Sheraton Austin
February 25-27, 2013 – NAHU Capitol Conference, Hyatt Regency, DC
February 28, 2013 – Board Teleconference, 9am
March 28, 2013 - Board Teleconference, 9am
April 25, 2013 - Board Teleconference, 9am
May 1-3, 2013 – TAHU Board Meetings and Convention, Hilton Downtown, Fort Worth, TX
June 20, 2013 - Board Teleconference, 9am
June 23-26, 2013 – NAHU Convention, Hyatt Regency, Atlanta, GA

XVIII. ADJOURNMENT.

Meeting was adjourned at 4:00 pm.

ACTIONS TAKEN OUTSIDE THE EC AND BOARD MEETINGS IN JULY.

None.