

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

October 19, 2017

Offices of United Healthcare

Houston, Texas

I. CALL TO ORDER.

President Mike Avery called the meeting to order at 9:06am.

A. Roll Call.

Executive committee members present: Mike Avery, President; Nicole Scott, President-Elect; Tonya Booth, First Vice-President; Toby Meason, Second Vice-President; Audra Sullivan, Treasurer; Nedra Clingan, Secretary; Cheryl Clark, Immediate Past President

Staff Present: Kellie Merritt, Executive Director

Voting committee chairs, local chapter presidents and trustees present: Carla Adams, Locke Avery, Linda Behrens, Mark Bellman, Ernest Berry, Mary Ann Blair, Dirk Blankenship, Alicia Bowers, Allison Butler, Stacy Cochran, Laura Firestone, Carlos Gonzalez, Jay Huminsky, Todd Morrow, Ed Oleksiak, Krista Palmer, Melissa Perryman, Joe Phifer, Jennifer Pleasants, Rusty Rice, Jacqueline St. Hilaire, Jessica Watts

Non-Voting Committee Chairs and other Members Present: Isha Brooks, Kevin Jaques

Voting committee chairs, local chapter presidents and trustees absent: Sergio Acuna, Cherrie Bradberry, Patricia Daniels, Kevin Opgenorth, Mindy Seahorn, Clifton Stubbs, Angela Theesfeld

Guests Present: Marty Budinsky, Houston AHU member; Dennis Clark, Parliamentarian

II. PRESIDENT'S OPENING REMARKS.

Kellie Merritt read the NAHU Antitrust Statement.

Mike Avery welcomed everyone to the meeting and introduced Dennis Clark, Registered Parliamentarian.

Mike Avery extended an apology for not updating the board with the committee findings on the RFP for the Lobbyist position. Rusty Rice asked why the committee decided to go out for bid and Mike Avery stated, that per P&P #36, RFP's for all TAHU independent contractors will go out every two years to coincide with the expiration of each contract.

Mike stated that three Lobbyist candidates will make presentations at today's meeting. Board members will be allowed to ask questions at the end of each presentation. Once the presentations are complete, voting will take place by secret ballot.

Two chapter presidents were unable to attend and sent a representative on their behalf: Kevin Jaques representing Austin? and Isha Brooks representing Texoma. Laura Firestone requested a point of order stating that Article X of the association bylaws does not allow for proxy voting and that each elected chapter representative who took office on July 1 to represent the TAHU Board of Directors must be present to cast a vote. Discussion took place about the definition of proxy voting and how in the past chapters have been able to send a local board member to represent the chapter and vote. The Parliamentarian verified that the Bylaws are the ruling authority and therefore proxy voting is not allowed. The chapter representatives from Austin and Texoma were not allowed to vote.

Jessica Watts challenged the process of the Interim Search Committee and presented a detailed report outlining violations of P&P #36. Discussion took place and a point of order was stated by the Parliamentarian that P&P's are guidelines.

III. APPROVE MINUTES OF JULY MEETING AND SUBSEQUENT TELECONFERENCES.

Motion by Cheryl Clark to accept the July 20, 2017 board meeting minutes. Second by Toby Meason. Rusty Rice stated the motion to approve the budget was not included in the same motion as the dues increase; Laura Firestone stated the motion did include the approval of the budget. Rusty accepted the motion as written. Motion passes.

Motion by Rusty Rice to strike the actions taken outside the EC and Board Meeting in July and Conference Calls in August and September from the minutes. Second by Jessica Watts. Motion passes.

Motion by Tonya Booth to accept the August 15, 2017 teleconference minutes as presented. Second by Nedra Clingan. Motion passes.

Motion by Krista Palmer to approve the September 19, 2017 teleconference minutes as presented. Second by Cheryl Clark. Motion passes.

The Parliamentarian stated it is not necessary to approve meeting minutes, they are provided for reporting purposes.

IV. REVIEW ACTION ITEM LIST AND TIMELINE.

The timeline was reviewed and everything is on track except the following: mailing of grip contribution notices to previous contributors; initial email of convention information to vendors; update website with convention information; update website with Day at the Capitol information.

V. NEW BUSINESS.

A. Affinity Partner Next Agency – Tonya Booth asked Jacqueline St. Hilaire to step out of the room before the discussion began. Rusty Rice and Ed Oleksiak also left the room. Tonya Booth stated P&P #37 Membership Affinity Programs was approved on the June 20th conference call. Shortly thereafter Jacqueline St. Hilaire contacted Tonya and indicated she may have a conflict since she invested a small amount of money in Next Agency. Tonya indicated she was not aware of the potential conflict with Rusty Rice or Ed Oleksiak. Discussion took place and the Parliamentarian recommended this issue be tabled as further research is needed to determine if there is in fact a conflict. Tonya Booth will research this and present her findings to the board.

B.P&P #2 TAHU Officer Nomination Criteria – Cheryl Clark stated the Executive Committee would like to withdraw the previously proposed changes to P&P #2 and renew as currently written. Motion by Nedra Clingan to renew P&P#2 as written. Second by Tonya Booth. Motion passes.

C. Presentations by Lobbyist candidates:

Mike Avery introduced Marty Budinsky and asked him to provide an overview of the process conducted by the lobbyist search committee. The process of accepting resumes began in May, over 300 resumes were received. The committee reviewed the resumes and narrowed the list down to twenty. Each committee member reviewed the twenty resumes and the list was then narrowed to seven. The committee conducted six face-to-face interviews and one telephone interview. After the interviews were conducted, the committee selected three candidates they felt would best represent TAHU's vision and mission statement. Each of the three candidates were asked to present a proposal outlining their services and financial requirements. This information was distributed to the TAHU board for review. The three candidates making presentations at today's meeting are: Carrie Simmons, Texas Lobby Group; Mike and Shannon Meroney, Meroney Public Affairs; Lee Manross, TAHU's current lobbyist.

After the presentations were completed, paper ballots were distributed to the 28 voting members in attendance. The ballots were collected by Kellie Merritt, Executive Director. The Executive Director and Parliamentarian tabulated and certified the votes. The vote counts were: 15 for Meroney Public Affairs; 10 for Lee Manross; 3 for Carrie Simmons, Texas Lobby Group.

After a lengthy discussion regarding the start date for Meroney Public Affairs and the possibility of offering an extension to Lee Manross to assist with the transition, the following motion was presented. Motion by Nicole Scott to contract with Meroney Public Affairs November 1, 2017. Second by Alicia Bowers. A friendly amendment was offered by Joe Phifer to pay Lee Manross through December 31, 2017. The

amendment was accepted by Nicole Scott and Alicia Bowers. Discussion continued and Joe Phifer withdrew his amendment. Jay Huminsky made a motion to closed the discussion. Second by Dirk Blankenship. Motion passed.

Motion by Jay Huminsky to contract with Meroney Public Affairs effective November 1, 2017 and end the contract with Lee Manross effective October 31, 2017. Second by Nicole Scott. Motion passes. Jessica Watts, Ed Oleksiak, Rusty Rice, Jacqueline St. Hilaire voted No.

Mike Avery will notify Meroney Public Affairs of the decision and work with them on getting a contract for the boards review and approval.

VI. TREASURER'S REPORT.

Motion by Tonya Booth to approve the financial report as of September 30, 2017. Second by Ernest Berry. Motion passes. The Parliamentarian stated it is not necessary to approve financials as they are provided for reporting purposes.

- A. Carla Adams, Professional Development – SGS PowerPoint presentation is in the process of being updated; audit of SGS designation holders and renewal dates is in process. A complaint was received regarding CE presenters promoting their companies which will be addressed on the next conference call.
- B. SYSOP, Sandy Johnson – Tonya reminded everyone if you have any email address updates to please send to Sandy.

VII. PRESIDENT-ELECT'S REPORT.

- A. Convention 2018, Laura Firestone – the 30th annual convention will be held May 2 – 4 in San Antonio at the Omni Hotel at the Colonnade; working on restructuring the agenda; information has been added to the TAHU website; more information will be going out soon.
- B. Hollis Roberson Liaison, Rusty Rice – Nicole Scott asked Rusty to discuss the option of offering one entrée with the committee.
- C. Director of Legislative Affairs, Jessica Watts – Monthly Legislative calls were held on 7/25, 8/22, 8/26; upcoming calls are scheduled for 10/24, 11/28; the Legislative Council conference calls were held on 8/2, 9/12. The Live from NAHU webinar was approved by TDI and several chapters will be hosting the event on October 12th. Legislative initiatives for 2019 are currently being discussed.
- D. Director of Federal Affairs, Ed Oleksiak – NAHU recently sent out an Operation Shout on the Cadillac Tax, encouraging members to act on these requests; President Trump's Executive Order signed on October 12th has three parts: allows small business more leeway to group together when purchasing insurance, increase the availability and duration of short term health insurance plans and widen the use of HRA's. Senators Alexander and Murray have offered a proposal that will help with cost sharing reductions and help to

- streamline the 1332 Waiver process.
- E. Directors of Legislative Fundraising, Todd Morrow – Chapter Challenge goals have been established and were distributed to Chapter Presidents; working to create a link between tahupac.org and the tahu.org website; Clifton Stubbs created a TAHUPAC Facebook page and will continue to add more content. Todd stressed the importance of talking about the importance of contributing to the TAHUPAC at monthly chapter meetings. Rusty Rice reported contributions to HUPAC are up at the national level but down for Region VI. The Dallas Chapter presented a check for \$855 to the TAHU Legislative Fund.
 - F. Legislative Activities, Kevin Jaques – Legislative Day 2018 is scheduled for January 24th and the Austin chapter will host a Happy Hour and include fundraising efforts for the PAC. She encouraged chapter presidents to start promoting the event at their monthly meetings.
 - G. Lobbyist, Lee Manross - a written report was provided and is attached to the minutes. Items to note: he visited 9 TAHU chapters last quarter and delivered PAC checks to Rep. Burrows in Lubbock and Rep. Price in Amarillo. Drafted and worked with Sen. Perry and staff on request for Attorney General's opinion relating to conflict between federal QSEHRA and prohibitions on employer funding of individual health benefit plans; drafted and delivered letter to TDI encouraging the use of SB 2087 authority to conduct outreach and education program for individual health plans; drafted two press releases; issued interim legislative update with information on benefit requirements in HB 214 which the Legislature passed in its special session.

VIII. FIRST VICE PRESIDENT'S REPORT.

- A. Membership Growth, Alicia Bowers – membership count as of 9/30/17 is 1509.
- B. Membership Retention, Linda Behrens – current retention is 80.07% and continues to be a problem for all chapters.
- C. Chapter Support, Denise Villagran – working with chapters to provide assistance where needed.
- D. Industry Relations, Becky Parker – Tonya Booth reported Becky distributed a press release to industry partners titled “Agents Group Says TDI Should Run Education Campaign about Changes”. A flyer promoting Marketplace Open Enrollment Period was also distributed to industry partners.

IX. SECOND VICE PRESIDENT'S REPORT.

- A. Media/PR, Melissa Perryman – Press release was issued in August titled “Agents Group Seeking Answer to Employer Premium Question”. September press release “Agents Group Says TDI Should Run Education Campaign about Changes”.
- B. TAHU News, Ron Byrd – Toby Meason stated the Summer issue was mailed in September; the Fall issue will be out the end of October; articles for the winter issue are due now, projected to go out by December 15th.

- C. TAHU eNews, Greg White – Toby Meason stated this communication is distributed on a quarterly basis. Please send updated information for chapter meetings to enews@tahu.org.
- D. Technology, Chris Perez – Toby stated the website continues to be updated.

X. SECRETARY'S REPORT:

- A. Awards, Krista Palmer – Deadline to submit award applications for the 2017-2018 TAHU Awards is February 20, 2018 and judging will take place March 6th & 7th. Will work on getting the applications on the TAHU website.
- B. Care Chair – Nedra Clingan reminded everyone to notify Louanne Trebing for special events such as adoptions or marriages in addition to sympathy notifications.
- C. Marketing, Melissa Lopez – Nedra Clingan reported Melissa secured The Compliance Office as the sponsor for today's meeting and is working to Secure a sponsor for the January 2018 meeting. Melissa will also be working with the convention committee to help secure sponsorships.

XI. IMMEDIATE PAST PRESIDENT'S REPORT.

- A. Trustee reports – none.
- B. Nominations/Elections – Cheryl Clark reported the date to submit nominations for the 2018 – 2019 Officers will be earlier than in prior years and to be on the lookout for more information.
- C. Honorees Corporation – Cheryl Clark stated the financials are included in the board packet. Approximately \$32,000 has been donated to the Disaster Relief Fund for Hurricane Relief Efforts. The board of the Honorees Corporation will be meeting via conference call to devise a plan to distribute the funds.
- D. Bylaws/P&P's – Cheryl Clark reminded chapter presidents that if they're planning to update their bylaws to please send the information to Cheryl by November 30th. NAHU reviews bylaw changes once a quarter.
- E. LPRT/Blue Ribbon – Cheryl Clark is working with chapters to assist with renewal of their Blue Ribbon status.

XII. CHAPTER PRESIDENTS REPORTS.

- A. Austin – Kevin Ogenorth, N/A.
- B. Coastal Bend – Jennifer Pleasants, a report was included in the board packet. Sales Symposium was held October 13; bylaws have been updated and will be sent to NAHU for approval; continuing to push for 100% board participation in HUPAC.
- C. Dallas – Jay Huminsky – a report was included in the board packet. Monthly meetings were held on 8/16, 9/20, 10/18. A donation of \$2,000 was made to the Honorees Corporation for the Hurricane Harvey Relief Efforts.
- D. East Texas – Mary Ann Blair – a report was included in the board packet. Monthly meetings were held on 8/18, 9/15, 10/20. A donation of \$278 was donated to the Honorees Corporation for the Hurricane Harvey Relief Efforts.
- E. El Paso – Sergio Acuna – N/A
- F. Fort Worth – Stacy Cochran – a report was included in the board packet. Monthly meetings were held on 8/17, 9/14, 10/12.

- G.** Heart of Texas – N/A.
- H.** Houston – Dirk Blankenship – a report was included in the board packet. Working to obtain information from members who were affected by Hurricane Harvey. Annual Symposium/Health Insurance Day is scheduled for January 30, 2018. Annual golf tournament is scheduled for April 19, 2018.
- I.** Lubbock – Ernest Berry – a report was included in the board packet. Monthly meetings were held on 9/14 and 10/11. Annual Toys for Tots drive will be held in December.
- J.** Panhandle – Allison Butler – a report was included in the board packet. Monthly meetings are scheduled for November and December.
- K.** San Angelo – N/A.
- L.** San Antonio – Angela Theesfeld – N/A.
- M.** South Texas – Carlos Gonzales – a report was provided at the meeting. A membership recruiting mixer was held on 8/31; Sales Symposium was held 9/22. March Madness Medicare Summit tentatively set for March, 2018.
- N.** Texoma – Isha Brooks, a report was included in the board packet. Monthly meetings were held on 8/1, 9/5, 10/3; hosted the Live from NAHU webinar on 10/12.
- O.** West Texas – Locke Avery – the August meeting featured Dan Meylan, he presented a CE on Reference Based Pricing. The TAHU dues increase was approved at the September meeting.

XIII. NEXT MEETING DATES.

November 14, 2017 – Board Conference Call – 9am

December 19, 2017 – Board Conference Call – 9am

January 24, 2018 – 24th Annual Legislative Day, Austin, Texas

January 25, 2018 – Board Meeting/Mid-Year Strategic Planning

XIV. ADJOURNMENT.

Meeting was adjourned at 3:45pm.