



NAHU Board of Trustees Meeting Agenda

Monday, August 19, 2019, 4:00 pm – 5:30 pm

Zoom

Meeting called to order at 4:02 P.M. (ET) by Pat Griffey

Reading of Antitrust Statement

Eugene Starks read the antitrust statement.

Roll Call *(Eric Kohlsdorf)*

Attendees:

President Pat Griffey
President-elect Dane Rianhard
Vice President Eugene Starks
Treasurer Kelly Fristoe
Secretary Eric Kohlsdorf
Immediate Past President Rusty Rice
NAHU Executive VP & CEO Janet Trautwein
Region I Vice President Michael Grinnell
Region II Vice President Erica Hain

Region III Vice President Mike Deagle
Region IV Vice President Alycia Riedl
Region V Vice President Paige Phillips
Region VI Vice President Ed Oleksiak
Region VII Vice President Ray Magnuson
Region VIII Vice President Pat Burns
Legislative Council Chair Jessica Watts
Membership Council Chair Kevin Trokey
Professional Development Chair Jill Pedersen

Staff:

Marcy Buckner

Jennifer Murphy

Brooke Willson

Guests:

Legislative Council Vice Chair Scott Wham
Membership Council Vice Chair David Smith
Mark Fox

Karen Kirkpatrick
Lou Reginelli

Adoption of Agenda *(Pat Griffey)*

MOTION: Rusty Rice made the motion to adopt the posted agenda.

MOTION: Motion passed unanimously

Consent Agenda A *(Pat Griffey)*

- BoT Meeting Minutes – July 29, 2019

MOTION: Kelly Fristoe made a motion to approve Consent Agenda A.

MOTION: Motion passed unanimously

Consent Agenda B *(Pat Griffey)*

- National Committee Reports
 - Awards
 - Chapter Leadership and Development
 - Governance
 - Legislative

- LPRT
- Media Relations
- Membership
- Nominations
- Professional Development
- Vanguard
- 2019-2020 Personnel Committee

Personnel Committee report pulled out.

MOTION: Ed Oleksiak made a motion to approve Consent Agenda B.

MOTION: Motion passed unanimously

Financial Reports (*Kelly Fristoe*)

- Finance Committee Meeting Minutes - August 2019
- Financial Statements - June 2019
- Financial Trends - June 2019

The Finance Committee met last week. Statement and Trends report are available. SOA at the end of June was-\$316,902 in Net Assets Year. to Date

MOTION: Kelly Fristoe made a motion to accept the June Financial Report.

Discussion: July statements should include Annual Convention numbers.

MOTION: Motion passed unanimously

RVP Report (*Mike Grinnell*)

Working to create an agenda for the 2020 joint Regional Leadership Conference A task force has been formed to look into creating a draft agenda. The incoming RVPs should be included on this task force, so they are up to speed when they take over.

There is a push to get the local and state chapter boards to submit their rosters.

Current Membership Numbers (*Kevin Trokey*)

- July 14,698 (down from June 14,828 / 78% retention)
- Good feedback on Agency Management. 130 new members
- All of the council attended the last call. Looking for 5 seats – Region 1,2 & 4
- Retention Chairs will be changing to Member Experience Chair.

Federal Legislative Update (*Jessica Watts & Marcy Buckner*)

Legislation

- Just before recess joined Coalition Against Surprise Medical Billing
 - Podcast with leader of CASMB this week
- Employer reporting bill introduced
 - Employer Reporting – 5,100 messages to hill, 1,600 took action
 - Employer Reporting (employers) – 200 messages, 67 took action
- August recess
 - Focus on surprise billing, Cadillac tax repeal in the Senate, and medicare for all talking points for town-halls
 - Staff working with Senate HELP committee on broker transparency language in Lower Health Care Cost Act

- Staff collecting feedback from August recess appointments
- Awaiting President Trump's "phenomenal new health plan" to be released in September

Regulatory/Agencies

- Submitted comments on Section 1557 discrimination, different than 105h
- HHS and FDA proposed "Safe Importation Action Plan"
 - Would allow two pathways for safe importation of certain drugs intended for foreign markets
 - Awaiting proposed rule or guidance from the administration and will work with NAHU task force to lower Rx drug costs to prepare a response
- Trump administration released first rule in response to Transparency EO that would require hospitals and insurers to publicly disclose their negotiated prices with insurance companies, which are often not publicly released.
 - We are working with the cost containment, employer sponsored working groups, and the task force to lower Rx drug costs to prepare a response
- CMS released a number of new resources ahead of this year's open enrollment, these are available on the CCIIO website and from NAHU
- NAHU's new HRA working group will hold it's first meeting this week to determine what resources should be developed to assist members in discussing the new HRAs with clients.

CEO Report (*Janet Trautwein*)

Slides are done for the Single Payor Course and are awaiting final approval of CECs from states. End of Sept rollout.

Old Business

Future Design Team met and is working hard.

New Business

- Expectations for Volunteer Leadership and NAHU Staff (*Pat Griffey*)

Protocols with Staff and Committees regarding getting the trainings done.

Codification of the P&Ps will be done by the end of the month. The Gov. Committee is working on this right now. This will also sync the P&Ps that are expiring, so it will be easier to handle changes or updates.

Motion for Adjournment

Paige Phillips made a motion to adjourn the meeting.

President Griffey adjourned the meeting at 4:40 pm (ET)

Respectfully submitted,

Eric Kohlsdorf

NAHU Secretary



NAHU Board of Trustees Meeting Agenda

Monday, August 19, 2019, 4:00 pm – 5:30 pm
Zoom

Call to Order (*Pat Griffey*)

Reading of Antitrust Statement* (*Eugene Starks*)

Roll Call (*Eric Kohlsdorf*)

Approve Agenda (*Pat Griffey*)

Consent Agenda A (*Pat Griffey*)

- BoT Meeting Minutes – July 29, 2019

Consent Agenda B (*Pat Griffey*)

- National Committee Reports
 - Awards
 - Chapter Leadership and Development
 - Governance
 - Legislative
 - LPRT
 - Media Relations
 - Membership
 - Nominations
 - Professional Development
 - Vanguard
- 2019-2020 Personnel Committee

Financial Reports (*Kelly Fristoe*)

- Finance Committee Meeting Minutes - August 2019
- Financial Statements - June 2019
- Financial Trends - June 2019

RVP Report (*Mike Grinnell*)

Current Membership Numbers (*Kevin Trokey*)

Federal Legislative Update (*Jessica Watts & Marcy Buckner*)

CEO Report (*Janet Trautwein*)

New Business

- Expectations for Volunteer Leadership and NAHU Staff (*Pat Griffey*)

Motion for Adjournment

*NAHU's Anti-trust Statement: Associations are subject to strict scrutiny under antitrust laws because an association is, by its nature, a group of competitors joined together for a common business purpose. The antitrust laws require companies to make certain decisions by themselves, not in conjunction with competitors. Therefore, associations and their members must proceed with extreme caution in certain areas of activity to insure against violation of the antitrust laws. Discussions of current or future prices or commissions and refusing to deal with or boycotting any insurance carrier are among a number of areas specifically prohibited by the anti-trust laws and will not be permitted in today's meeting.



NAHU Board of Trustees Meeting
Monday, July 28, 2019

Meeting called to order at 4:00 P.M. (ET) by Pat Griffey

Reading of Antitrust Statement

Eugene Starks read the antitrust statement.

Roll Call (*Eric Kohlsdorf*)

Attendees:

President Pat Griffey	Region III Vice President Mike Deagle
President-elect Dane Rianhard (absent)	Region IV Vice President Alycia Riedl
Vice President Eugene Starks	Region V Vice President Paige Phillips
Treasurer Kelly Fristoe	Region VI Vice President Ed Oleksiak (absent)
Secretary Eric Kohlsdorf	Region VII Vice President Ray Magnuson
Immediate Past President Rusty Rice	Region VIII Vice President Pat Burns
NAHU Executive VP & CEO Janet Trautwein	Legislative Council Chair Jessica Watts
Region I Vice President Michael Grinnell	Membership Council Chair Kevin Trokey (absent)
Region II Vice President Erica Hain	Professional Development Chair Jill Pedersen

Staff:

John Greene	Jennifer Murphy	Brooke Willson
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Guests:

Legislative Council Vice Chair Scott Wham
Membership Council Vice Chair David Smith
Professional Development Vice-Chair Susan Rider
Governance Committee Chair Jim Stenger
Karen Kirkpatrick

Adoption of Agenda (*Pat Griffey*)

MOTION: Kelly Fristoe made the motion to adopt the posted agenda.

MOTION: Motion passed unanimously

Consent Agenda A (*Pat Griffey*)

- BoT Meeting Minutes – June 28, 2019

MOTION: Kelly Fristoe made a motion to approve Consent Agenda A.

MOTION: Motion passed unanimously

Consent Agenda B (*Pat Griffey*)

Approve Committee members

- Awards
- Chapter Leadership and Development
- Governance
- Legislative
- LPRT
- Media Relations
- Membership
- Nominations
- Professional Development
- Vanguard

Approve Futures Task Force to become Futures Working Group

MOTION: Ray Magnuson made a motion to approve Consent Agenda B.

MOTION: Motion passed unanimously

Finance Report (*Kelly Fristoe*)

- Finance Committee Meeting Minutes - July 2019
- Financial Statements - May 2019
- Financial Trends - May 2019

MOTION: Eugene Starks made a motion to accept the May Financial Report.

DISCUSSION:

The Finance report was presented by Kelly and Jennifer. Through May our budget deficit is \$114,988 with the current month's deficit at \$69,661.55.

Budget planning timeline:

- 8/5 - Budgets are due to Jennifer. Include any new projects/programs that may impact income and/or expenses
- 8/12 - Teleconference with Treasurer/VP/CEO/CFO
- 8/12 - Finance Committee Teleconference
- 8/19 - Draft of Budget sent to Finance Committee
- 8/26 - Finance Committee Teleconference
- 9/3 - Final Draft of Budget sent to BOT
- 9/9 - Monthly Finance Committee Teleconference
- 9/13&14 - Budget meeting in D.C. with entire BOT

MOTION: Motion passed unanimously

RVP Report *No monthly report from RVPs*

Current Membership Numbers (*Kevin Trokey*)

David Smith, on behalf of Kevin Trokey, reported that the implementation of the new system is coming along and Ashley Kapostins, Membership Manager, is heavily involved with the rollout.

Janet gave an update on the Agency Membership roll out. There are 104 new members in the invoices for 240 total members. Additionally the database system is being updated but will not hit the previously stated deadline.

Ray Magnuson asked how the Agency Membership worked for various renewal dates. Janet responded that they will always renew on a 1st of the month effective date for entire AM members. Existing members moving into the AM will be prorated for dues paid already.

Federal Legislative Update (*Jessica Watts and John Green*)

John Greene updated the Board on key federal activity.

CEO Report (*Janet Trautwein*)

No additional comments, the report is posted online.

Old Business

- Platinum Advisors Update (*Mike Deagle*)

Mike reported that there was a meeting during the Annual Convention in San Diego. There is interest from other members that had attended previous PAS. Mike is in the process of organizing another call after RVPs are done with the RLCs.

New Business

- Antitrust (*Janet Trautwein*)

Janet informed the Board about how important it is to the association that the antitrust laws be followed. It is very important for all BOT members to read the antitrust documents in the “Information Central” of the BOT portal. Areas where associations fall into trouble with antitrust are:

Commissions: They should never be discuss at board meetings (or any formal Association business) whether its at a local or state or national level.

Code of Ethics (and Antitrust): It is very difficult to prove an ethics violation and typically costs a lot of money.

Collusion: CANNOT show a favoritism or attack against a carrier or provider of care. This goes beyond simply the insurance industry. These situations should be referred immediately to Janet. Discussion ensued regarding taking issues to a regulator – which goes beyond collusion but more to legality.

When NAHU says nothing regarding a situation does not mean we are for or against the situation. Everyone can have an opinion, but in an official capacity the board (including locals and states) should NOT speak out on questions of this type. Again, these should be referred immediately to Janet.

Confidentiality Agreement is perpetual. We do not have to sign it each year. Any person who participates (even in listen mode as a “guest” or non-Board member) must sign this agreement before they get the access.

It was suggested that locals and states go through antitrust training. David Smith volunteered to create a program for the chapters.

- Board Etiquette (*Pat Griffey*)

These guidelines have been posted online. Understand these rules and ask questions on any issue but specifically consent agenda. All of these are for keeping the meetings in order and timely.

- Chicago Annual Convention

The Annual Convention schedule has been adjusted to host the Regional Leadership Conferences on Saturday prior to the opening of the meeting. Professional Development will occur on Monday. A preliminary schedule will be shared with the Board

Upcoming BOT meetings:

8/12 is the strategic discussion call

8/19 is the next Board call.

Adjournment

Eric Kohlsdorf made a motion to adjourn the meeting.

President Griffey adjourned the meeting at 5:13 pm (ET).

Respectfully submitted,
Eric Kohlsdorf
NAHU Secretary



AWARDS

Chair: Rosanne Wolfe
EC Liaison: Eric Kohlsdorf
Month: August, 2019

The awards committee met in person in San Diego at the NAHU Convention for the first committee meeting of this year. Each was introduced, as there are three new committee members this year and one open position, for Region II. We would like a replacement for Region II as soon as possible.

The Landmark and Pacesetter awards have a number of clarifications to be made on the awards that were discovered at the Awards Weekend. Those should be corrected within a month and updated on the website.

The Presidential Citation will be reworked this year to be more in line with the Landmark and Pacesetter Awards. There will be an award for a local president and one for a state president as the criteria differs. This will be available for the 2020-21 awards year.

Public Service also needs to be revamped and will be worked on this year. It may be made into two separate awards. One for public service and another for community service. This is planned to also be available for the 2020-21 awards year.

Changes that were made this past year to the Media Relations and to the Public Speaking Awards will be updated and available on the website soon.

Professional Development has been asked to review the award and bring it up to date. A recommendation response is expected by September.

We anticipate this to be a very busy and productive year.



CHAPTER & LEADERSHIP DEVELOPMENT

Chair: Cerrina Jensen
EC Liaison: Dane Rianhard
Month: August 2019

MAJOR PROJECTS & PROGRESS

1. Leadership Forum:
 - Working on format and content details.
2. Communication Program: Streamline access, ease of use, and awareness of Chapter Tools.
3. Regional Communications: Continually relay the various channels of communication and who does what in our association.
4. Chapter Tools & Resources: Evaluate existing tools & resources and refine as needed.
 - Published at NAHU.org; and referenced in President's Perspective:
 - 1-Page BoD Job Descriptions
 - Matrix of NAHU Chapter Leader Resources
5. Chapter Certification: Evaluate existing program and recommend any necessary edits.
 - Pending subcommittee invite confirmations (to work in alignment with ongoing Awards Committee edits)

END OF REPORT



Chair: Jim Stenger
EC Liaison: Pat Griffey
Month: August 2019

- Complete the codification project started by the prior committee;
- Develop a P&P for Speak With One Voice
 - Created a task force to complete this project: Jim, Eric, DeDe, Ryan and Brooke
- Start the process of developing recommendations to the BoT regarding national leadership development, recruiting, candidate vetting, and Nom/Election Committee duties;
 - Created a Long Range task force to develop recommendations: Beth, Joy, Jennifer
- Review the organizational structure of the entire enterprise in accordance with the directive from the Futures Group
 - This will be the next step for the Long Range task force



LPRT

Chair: Valerie Cramer, RHU

EC Liaison: Eric Kohlsdorf

Month: August

This is probably going to be the shortest report ever!

Informal conversations about LPRT have been taking place with various NAHU leaders and general members, however, our first committee call will be held on August 15. In addition to introductions and reviewing expectations, the bulk of our conversation will surround further brainstorming about ways LPRT can collaborate more effectively with state and local presidents, media and award chairs in order to better “market” the value of LPRT to NAHU members.

We’ll also discuss new ways to communicate at Capitol Conference and Annual Convention.

The Region 4 chair position has been filled by Perry Bly.

We’re working to fill the Region 2 seat.

Committee members are presenting LPRT at their Regional Leadership Conferences.

I look forward to next month’s report!



MEDIA RELATIONS

Chair: Suzy Alberts
EC Liaison: Kelly Fristoe
Month: August 2019

For the new board year, the MRC will focus on two major goals. First, expanding our Social Media presence under the subcommittee direction of Ryan Combs. We have several committee members who are well versed in SM who will be jumping in with Ryan. We are looking to provide training to get more members comfortable with using Social Media. We are also looking to make it easier for members to “cut and paste” messages into their Social Media platforms. We are coordinating with the Vanguard Council to expand these efforts.

Second, we are looking to overhaul and expand the Media Militia. David Mordo is heading this subcommittee. With his legislative background, he is looking to revamp the MM application and prepare training to engage more members across the country in these efforts. We need to take a more proactive stance in pushing out our messages, not just waiting to be contacted by the media. Our efforts will reinforce the importance of “speak with one voice” and all messages will be thoroughly vetted to ensure they are presenting the proper message.

With the coming political firestorm, it is vital that we become more proactive in all media platforms. We will be coordinating with other committees including Leg Council and Vanguard, to gain momentum across the organization.



MEMBERSHIP

Chair: Kevin Trokey

EC Liaison:

Month: August 2019

Membership Council proposes to change the title of regional Retention Chair to Member Experience Chair, to allow these leaders to focus more broadly on improving the member's experience as a means of enhancing retention of existing and new members. It would also allow them to assist with other efforts such as addressing the impact of consolidation and other market changes on our membership.



PROFESSIONAL DEVELOPMENT

Chair: Jill Pedersen
Board Liaison: Eugene Starks
Month: Aug 2019

Attached are the high-level objectives (working groups) the PD Council will be focusing on during the upcoming year. We will make necessary adjustments as the new 2025 strategic plan is rolled out by the BOT.

This month our Council has been working on identifying areas where PD can strengthen membership goals by asking ourselves if all of our members benefit from the PD resources available. We have been using the information Kevin Trokey provided on the types of members and their needs and are mapping that info to the types of programming available and where we may have gaps to fill. Once this is completed, we will share it with the membership council also.

Our goal is to communicate what we know with our members in more than one way. As a PD team, we will be looking for new ways to educate/communicate with our members and identify areas of growth. It is important that we create a space that allows for change and adaptation in the face paced environment we work in every day.

PDC Goals for 2019-20:

1. Live Certification course offered in each state
2. Live NAHU webinar hosted by each local
3. Increase REBC designations by 5%
4. "Medicare for All" course taken by 25% of members before Capitol Conference

Each Regional Chair will work with their state/local chairs in developing action plans for implementation in their area.

We completed a survey of our 2018-19 PDC under Karen's leadership. About half of the responses reported not feeling heard or valued on the PDC this past year and felt frustrated by the lack of a clear agenda. As a leadership team we will work very hard to be sure that our team feels heard and valued this year.

We are also in the process of reviewing the surveys from the PD day in San Diego. We are still waiting on final budget and attendance numbers.

From Karen: NAHU Annual Convention 2019 is in the books! Overall the speakers at both Saturday's personal and professional development sessions and Vision Speak on Sunday all got very high marks. Saturday's Health & Wellness Assembly was a hit. Dr. Peter Osborne, Elisabeth Mack, Kristine Reese and Andy Core were very engaging and informative. Most attendees wish this portion of the day was much longer. We know how important it is to take care of ourselves so we can take care of our employees and clients. Perhaps we can evaluate a pre-conference event like this for an additional

fee. Following the assembly, the healthy lunch was a sight! First time we've ever seen attendees take pictures of their food and send it to others to show them what they were missing. One recommendation is to advertise that kind of a lunch better so attendees know it's going to be really good (and different).

The day continued with 16, 30-minute sessions and 4, 90-minute keynote or panel sessions. One recommendation (highly) is that we build in 10 minute breaks between the speakers to allow for transition from one room to another. This year was tight because of programming and the hotel layout, but this could be accommodated.

Sunday's Vision Speak was amazing. Each speaker brought a unique and needed message to the stage. Susan Rider, PD Vice Chair, amazed us all by filling in at the 11th hour for a flight detained speaker. Quite an extraordinary story.

Thank you to all who helped to make this day special, including: Kathleen Cochran, Alexandra Bishop and Farren Baer.

2019-20Working Groups

Professional Development

PROGRAMS

- Technology Summit Template
- Membership evaluation of all programing/cert (KT)
- RYB webinar topics
- Commissions to Fee-Based
- Increase practice diversification tools
- Health Solutions Community Forums Template (Opioid, Mental Health, CBD, homelessness)

CERTIFICATIONS

- Medicare for All
- Reference Based Pricing
- Employer Self Funded
- **Develop how to guide w/video for chapters offering cert courses. Include a one-page on \$\$\$**
- **Develop a certification flyer that can be shared on SM**

LEAD

- Own Working Group
- Announce at Cap Con
- Roll-out in Chicago 2020

ANNUAL CONVENTION

- 90th Annual
- Think Chicago...
- Diversity, Technology...

COMMUNICATION

- Customizable materials (brochures, videos, podcasts) for members to use in business
- Plan & develop material for RLC in Chicago 2020 with CL&D
- PD value to all generations
- Speakers Bureau 2.0



VANGUARD

Chair: Mark Fox

EC Liaison: Eric Kohlsdorf

Month:

Green items are action items.

- Hello, my name is Mark Fox, the 2019-2020 Vanguard Chair. I look forward to the next 12 months as we have a lot to accomplish. Let's dive in...
- Vanguard's fundraising goal for the Shriners Hospitals for Children was \$7,500. We completed the fundraiser with \$8,508.
- Vanguard will focus heavily on its social media influence and sphere over the next 12 months. This is to research and develop a strategy playbook to help other chapters and committees grow online. This playbook will share our successes and breakdowns throughout the year. Media Relation's Social Media Chair, Ryan Combs, will be assisting us on this project. **Please help us** encourage each state to share our pages for more likes and follows. Below are the links. On the second page of this report is a picture you can post on social media. Just right click on the photo and then "Save as Picture" 😊
 - Facebook: <https://www.facebook.com/vanguardcouncil/>
 - LinkedIn: <https://www.linkedin.com/company/vanguardcouncil-nahu>
- We will continue to assist with the build and launch of the NAHU Member app.
- We have 4 new regional Vanguard Chairs who are very excited about the future of NAHU and Vanguard's impact.
- **We still need to fill** Region 4 and Region 7. Please let us know if you have someone in mind who fits our Chair description qualities.
- One of our goals is to have a Vanguard Chair present in every state. This is regardless if they are a local or state chair. We just need a presence at this point.
- Vanguard's Vice-Chair, Sue Wakamoto, has been appointed to the Futures Task Force
- Vanguard's Region 6 Chair, Taylor Kirkhart, has been appointed to the 2025 Design Team.
- Vanguard is working with Professional Development to create a social media track on PD day at AC 2020. This track is aimed at being very detailed and a learning experience for even millennials. We are reaching out to experts outside of our membership. Vanguard may also host an informal (Social Media 101) sidebar.
- We have appointed a new Charity Coordinator Jack Holder. We have some big and exciting ideas for coming year's fundraiser. Thus, requiring an entire position to cover the project. Details to come later. Let's just say the Chia Pet Packer inspired us.
- Members now have a direct way to ask Vanguard a question. Please have them email their question to Vanguard@nahu.org. That email will be forwarded to the national Chair and Vice-Chair and will be updated annually.

VANGUARD COUNCIL

PLEASE SHOW SOME LOVE!

Like and Follow the
Vanguard Council



www.facebook.com/vanguardcouncil



www.linkedin.com/company/18205068



2019-2020 Personnel Committee

Rusty Rice – Chair

Patricia Griffey

Dane Rianhard

Eugene Starks

Erica Hain – RVP Representative

Patrick Burns – RVP Representative

David Smith – Member at Large



Finance Committee Teleconference

Date: August 12, 2019

MINUTES

1. Roll Call

Present: Kelly Fristoe, Eugene Starks, Ray Magnuson, Paige Phillips, David Smith, Laura Firestone, Mike Deagle, Janet Trautwein, Jennifer Murphy

Excused: Susan Rider, Scott Wham

2. Approve Agenda - Motion was made by Paige, second by Mike and the motion carried.

3. Comments and discussion concerning the monthly financial report

June 2019 Financial Statements and Trend Analysis — the committee reviewed the statements and other reports and discussed the following –

- PD revenue lagging behind budget and expenses coming in over budget
- We're running specials to increase enrollments
- Some courses needed CE and course content renewal
- We are being more conservative in the 2020 budget
- We are working hard to increase membership and course enrollments and to continue to keep expenses below budget.

Motion to accept the financials as presented was made by Paige, second by Ray and the motion carried.

4. New Business

- The committee discussed the 2020 budget process and the expectation that the membership number would be based on 14,400 members

5. Adjourn

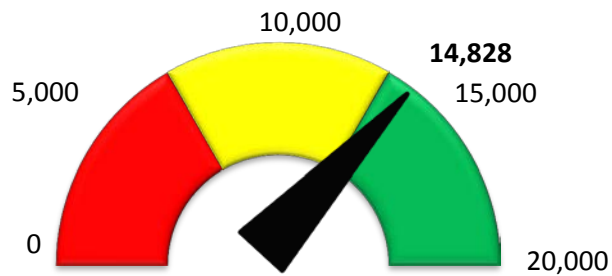
National Association of Health Underwriters
BALANCE SHEET
June 30, 2019

	This Year	Last Year	Variance	% Increase(Decrease)
ASSETS				
CURRENT ASSETS				
Operating Cash and Cash Equivalents	831,711.45	532,097.69	299,613.76	56.31%
Accounts Receivable, Net	193,619.65	332,633.81	(139,014.16)	-41.79%
Prepaid Expense	101,529.72	55,492.68	46,037.04	82.96%
Note Receivable	0.00	2,500.00	(2,500.00)	-100.00%
Total Current Assets	1,126,860.82	922,724.18	204,136.64	22.12%
SHORT TERM INVESTMENTS, at Fair Value				
LONG TERM INVESTMENTS, at Fair Value				
Equity Securities	1,066,289.53	1,688,096.91	(621,807.38)	-36.83%
Total Long Term Investments	1,066,289.53	1,688,096.91	(621,807.38)	-36.83%
PROPERTY AND EQUIPMENT, at Cost				
Office Furniture and Equipment	469,677.55	381,311.09	88,366.46	23.17%
Leasehold Improvements	460,953.93	460,953.93	0.00	0.00%
Less: Accumulated Depreciation & Amortization	(699,324.69)	(591,405.12)	(107,919.57)	18.25%
Total Property and Equipment	231,306.79	250,859.90	(19,553.11)	-7.79%
LONG TERM ASSETS				
Intangible Assets-REBC Designation	50,000.00	50,000.00	0.00	0.00%
Total Long Term Assets	50,000.00	50,000.00	0.00	0.00%
DEPOSITS				
Note Receivable	30,161.60	37,161.60	(7,000.00)	-18.84%
	0.00	2,500.00	(2,500.00)	-100.00%
TOTAL ASSETS	2,504,618.74	2,951,342.59	(446,723.85)	-15.14%
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts Payable and Accrued Expenses	787,989.27	625,052.55	162,936.72	26.07%
State and Local AHU Dues Payable	179,697.02	142,860.22	36,836.80	25.79%
Deferred Revenue - Membership	1,896,335.00	1,649,907.69	246,427.31	14.94%
Deferred Revenue - Conferences	0.00	17,500.00	(17,500.00)	-100.00%
Total Current Liabilities	2,864,021.29	2,435,320.46	428,700.83	17.60%
LONG TERM LIABILITIES				
Deferred Rent Oligation	181,291.61	223,800.41	(42,508.80)	-18.99%
Deferred Tenant Allowance	105,682.53	150,974.97	(45,292.44)	-30.00%
Total Long Term Liabilities	286,974.14	374,775.38	(87,801.24)	-23.43%
TOTAL LIABILITIES	3,150,995.43	2,810,095.84	340,899.59	12.13%
NET ASSETS				
Net Assets, Beginning of Year	(279,888.17)	379,699.69	(659,587.86)	-173.71%
Current Year Activity	(366,488.52)	(238,452.94)	(128,035.58)	53.69%
TOTAL NET ASSETS	(646,376.69)	141,246.75	(787,623.44)	-557.62%
TOTAL LIABILITIES AND NET ASSETS	2,504,618.74	2,951,342.59	(446,723.85)	-15.14%

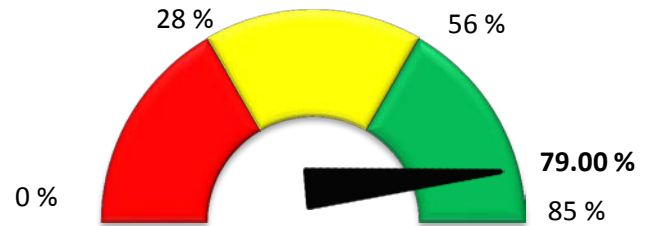


NAHU BOARD OF TRUSTEES KEY INDICATORS REPORT JUNE 2019

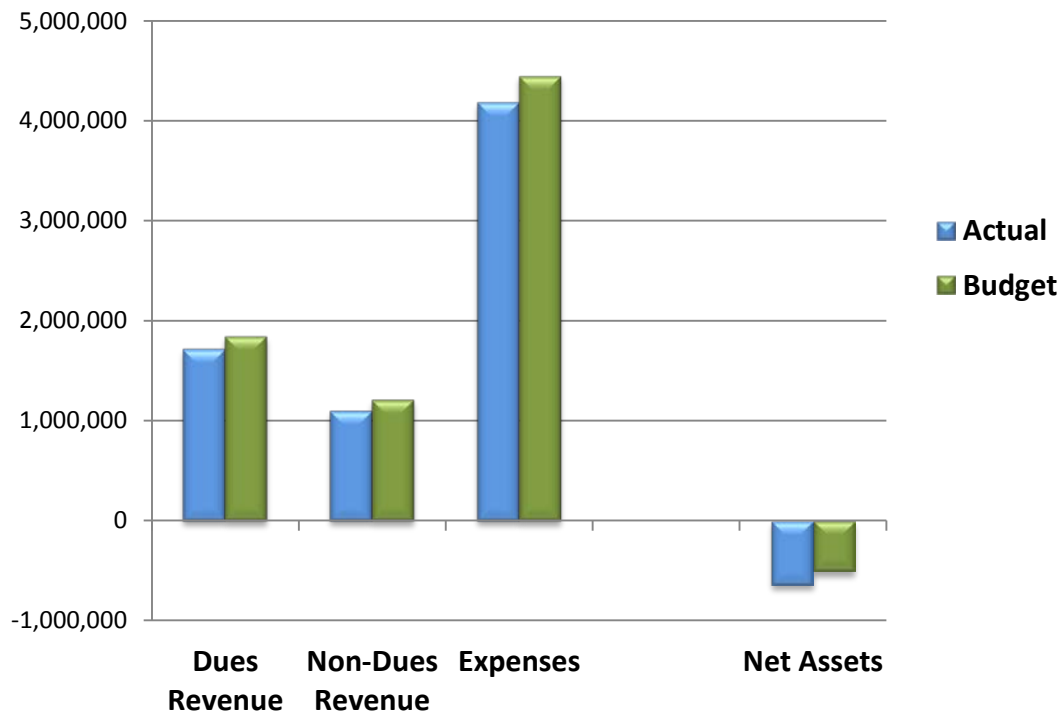
MEMBERSHIP



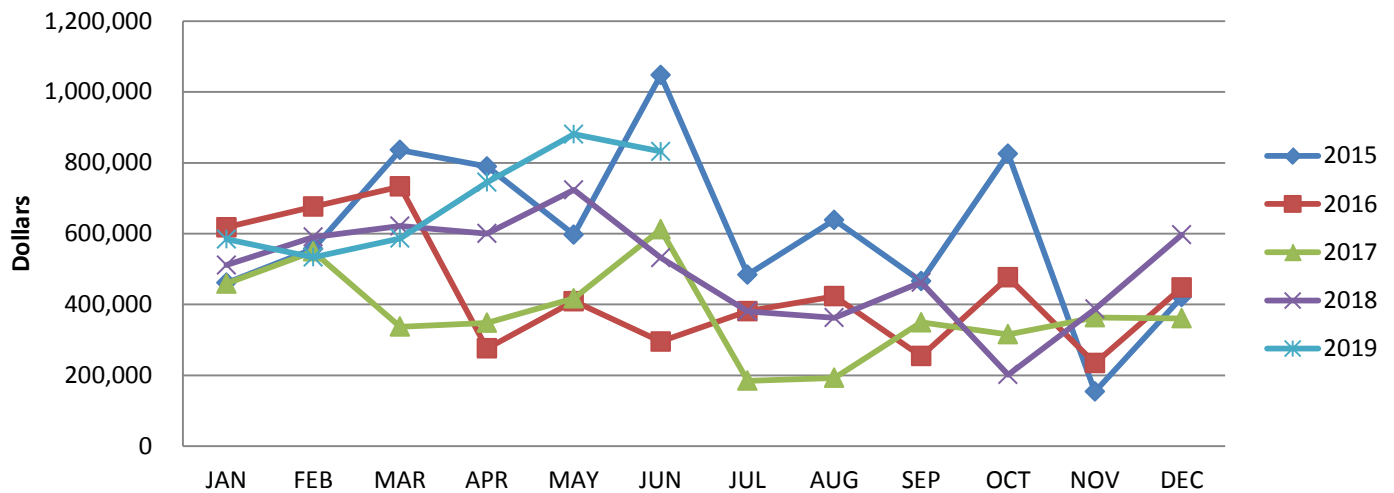
RETENTION



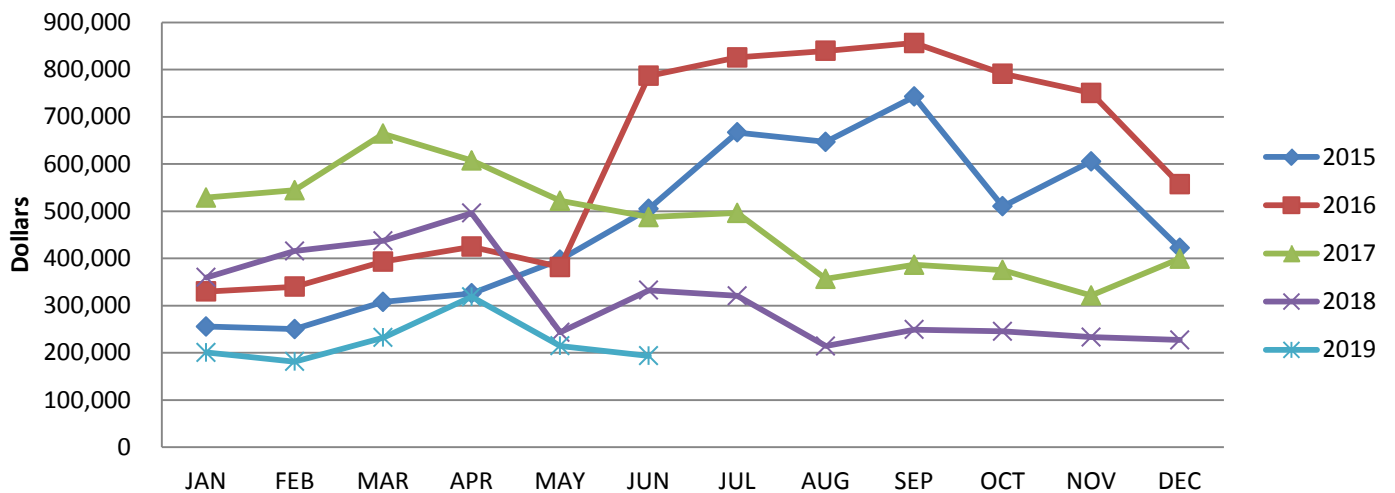
2019 TOTAL FINANCIAL RESULTS



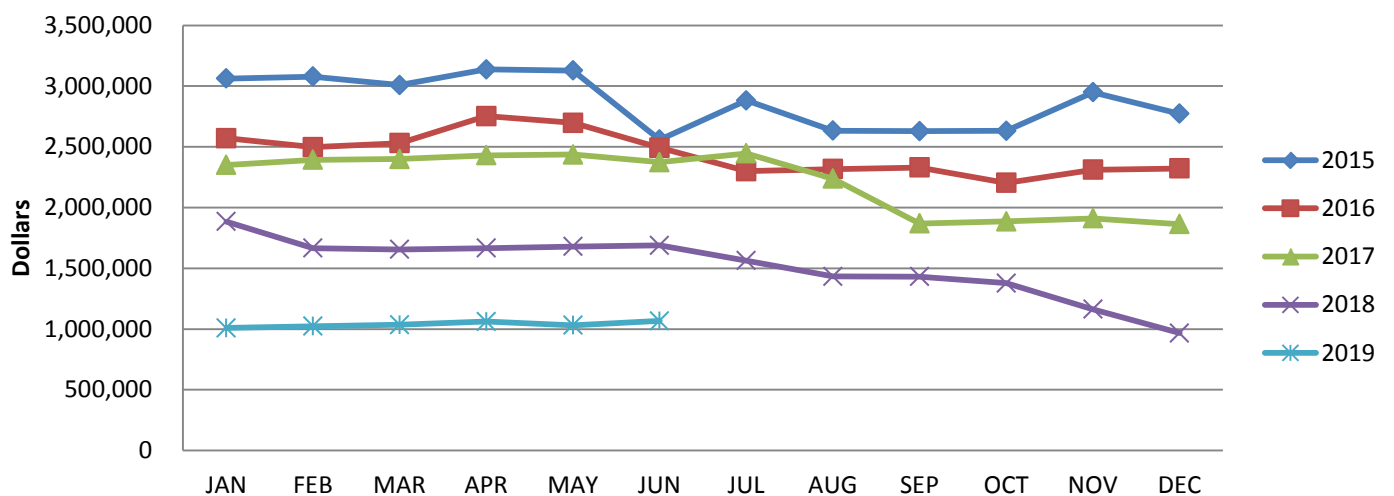
CASH



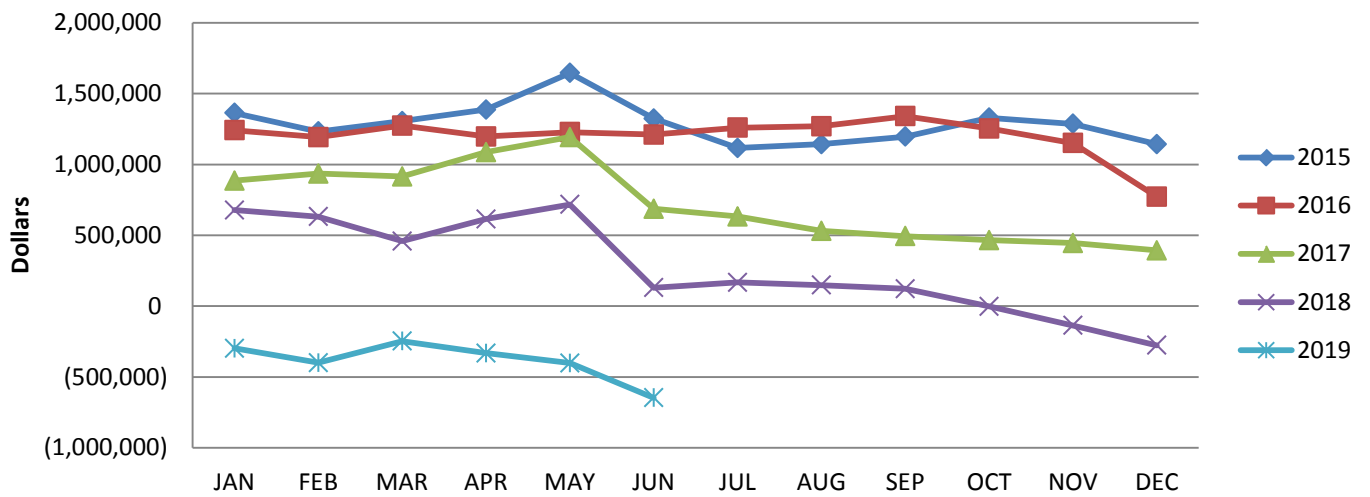
ACCOUNTS RECEIVABLE



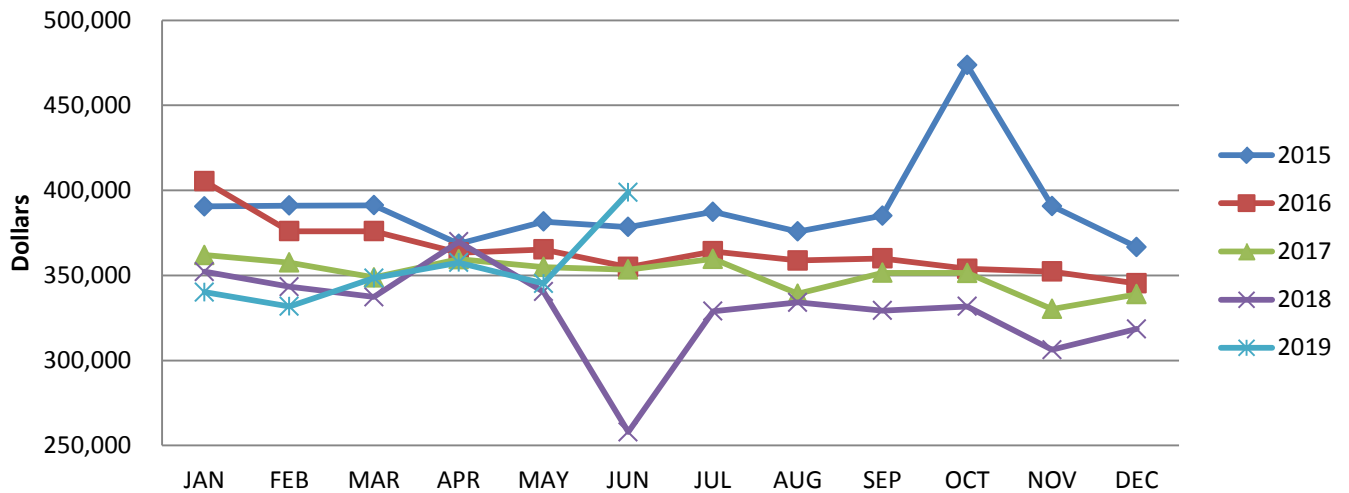
INVESTMENTS



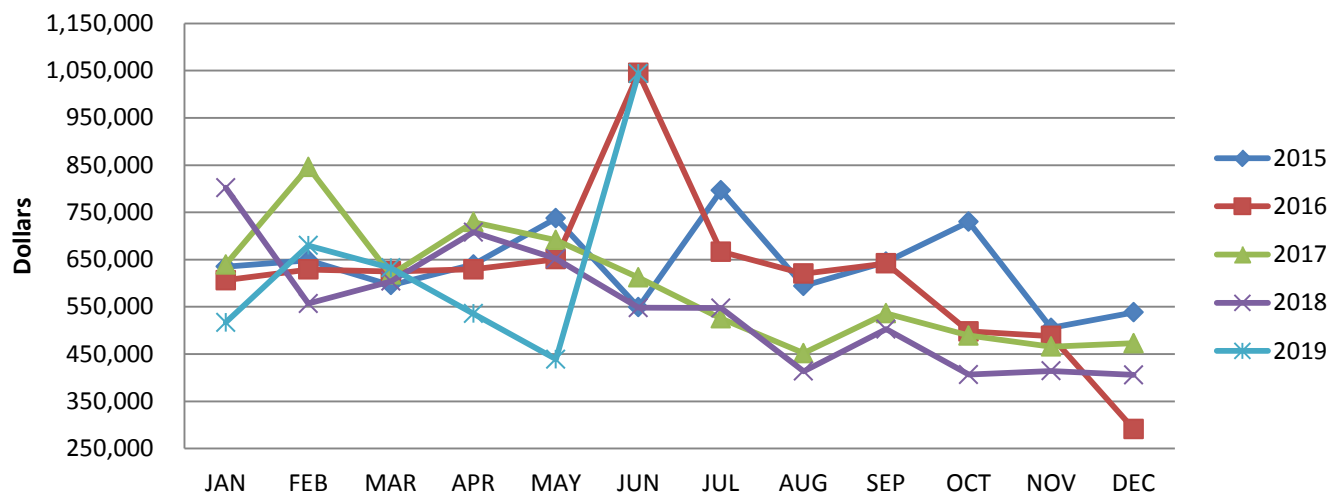
NET ASSETS



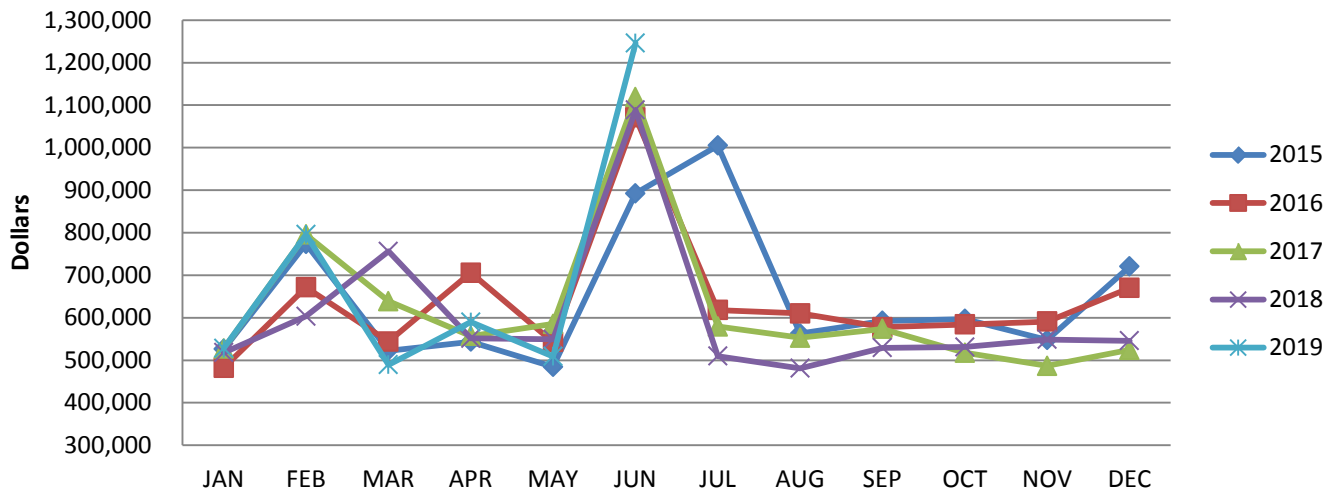
DUES



TOTAL REVENUE



TOTAL EXPENSES



Board of Directors conference call
August 19, 2019
Government Affairs Report prepared by:
Marcy Buckner, Vice President of Government Affairs

Legislation

- Just before recess joined Coalition Against Surprise Medical Billing
 - Podcast with leader of CASMB this week
- Employer reporting bill introduced
 - Employer Reporting – 5,100 messages to hill, 1,600 took action
 - Employer Reporting (employers) – 200 messages, 67 took action
- August recess
 - Focus on surprise billing, Cadillac tax repeal in the Senate, and Medicare for All talking points for town-halls
 - Staff working with Senate HELP committee on broker transparency language in Lower Health Care Cost Act
 - Staff collecting feedback from August recess appointments
- Awaiting President Trump’s “phenomenal new health plan” to be released in September

Regulatory/Agencies

- Submitted comments on Section 1557 discrimination, different than 105h
- HHS and FDA proposed “Safe Importation Action Plan”
 - Would allow two pathways for safe importation of certain drugs intended for foreign markets
 - Awaiting proposed rule or guidance from the administration and will work with NAHU task force to lower Rx drug costs to prepare a response
- Trump administration released first rule in response to Transparency EO that would require hospitals and insurers to publicly disclose their negotiated prices with insurance companies, which are often not publicly released.
 - We are working with the cost containment, employer sponsored working groups, and the task force to lower Rx drug costs to prepare a response
- CMS released a number of new resources ahead of this year’s open enrollment, these are available on the CCIIO website and from NAHU
- NAHU’s new HRA working group will hold it’s first meeting this week to determine what resources should be developed to assist members in discussing the new HRAs with clients.

**NATIONAL ASSOCIATION OF HEALTH UNDERWRITERS
POLICY & PROCEDURES**

POLICY TITLE:	Expectations for Volunteer Leadership and NAHU Staff
CLASSIFICATION:	Communications
POLICY NUMBER:	13-08-C
DEPARTMENT COORDINATOR:	Executive
MOTION:	Bruce D. Benton, RHU
DATE APPROVED:	January 20, 2014
DATE AMENDED:	April 27, 2015, February 27, 2017
SUNSET:	2020

PURPOSE: To establish a protocol to ensure understanding of structural efficiencies and effective communications between staff and volunteer leadership.

POLICIES: To promote good communication and knowledge with NAHU volunteer leadership and to ensure a culture of transparency and a process for collaboration, there is a shared responsibility between volunteer leaders and NAHU staff to share information about implementation of NAHU policies, programs and projects which directly involve or relate to the Board of Trustees, and, where applicable, Standing Committees, Advisory Groups, Working Groups, and Task Forces.

NAHU executive staff and the Board of Trustees will ensure proper training for effective leadership, training and communications with the Board of Trustees (BOT) and Chairpersons of any Standing Committee, Working Group, Task Force or Special Committee.

It is the responsibility of members of the Board of Trustees to review the materials provided prior to the meeting and to be prepared to discuss or contribute to the consideration of any matter to be considered in any regular or special meeting of the Board of Trustees.

PROCEDURE(S):

1. Training Requirements.
 - a. Each member of the Board of Trustees shall complete orientation and training (which may be conducted electronically) on an annual basis. The topics to be covered shall include but not be limited to the following:
 - i. Review of NAHU P&P 03-03-B (BOT Orientation).
 - ii. Review of NAHU P&P 03-02-B (BOT Decision Process).
 - iii. Review of BOT Information Central (www.nahu.org/bot).
 - iv. Review of NAHU P&P 06-02-CMT (Structure and Operation of Special Committees) and to ensure adherence with the process of Ratification.
 - v. Distribution of [this] P&P 13-08-C (Structural Efficiencies between Staff and Volunteer Leadership) at BOT orientation, Regional Vice President (RVP) training and National Committee Orientation.

In addition, executive staff shall distribute a copy of P&Ps to BOT members to ensure that each understands the duties, responsibilities and procedures associated with service on the BOT. Each member of the Board of Trustees shall report the Secretary and his/her designee of the completion of this training.

- b. Each Regional Vice President shall complete orientation and training (which may be conducted electronically) before taking office. The topics to be covered shall include but not be limited to the following:
 - i. RVP manual, a comprehensive How-To Guide created and maintained by NAHU staff, including RVP job description, structure of regional leadership team (including job descriptions) and succession planning guidance.
 - ii. Regional Leadership Conference manual, a comprehensive How-To Guide created and maintained by NAHU staff which shall incorporate P&P 03-01-F (Regional Conference Revenues and Expenses).
 - iii. Comprehensive RVP training module, which shall be maintained by NAHU staff in partnership with the national committee leadership teams.
 - c. Each Chairpersons of any Standing Committee, Working Group, Task Force, Advisory Group or Special Committee shall complete orientation and training (which may be conducted electronically) before taking office. The topics to be covered shall include but not be limited to the following:
 - i. Review of the job description for all standing or special committees, Tasks Forces, and working or advisory group chairs.
 - ii. Review of NAHU's strategic plan including updates from the most recent BOT-approved annual strategic plan review.
- All national committee chairs and vice chairs are to be provided with a listing of national committee members. The NAHU president shall be included in the presentation of the aforementioned orientation. Incoming NAHU national committee chairs may conduct separate breakout sessions by committee, if desired; however, they shall not replace the combined orientation program.
- d. Failure to complete training by members of the BOT before the end of July may be considered by the Board of Trustees as reasonable cause for removal under the Bylaws. The NAHU Secretary shall report at the August Board of Trustees meeting on the status of completion of training by members of the Board of Trustees, and to take appropriate action to ensure compliance with this policy.
2. The NAHU strategic plan review shall be reviewed annually by the Board of Trustees at the Capitol Conference meeting. The NAHU CEO/EVP shall allocate time of the Board of Trustees for review of NAHU's strategic plan and the Board of Trustees is encouraged to make revisions to the strategic plan consistent with their annual review and current circumstances. NAHU staff will ensure communications and fulfillment of strategic direction to the Chairpersons of any Standing Committee, Working Group, Task Force, Advisory Group or Special Committee.

3. The policies outlined within this P&P shall be distributed as a special communication from the NAHU President and CEO/EVP to members of the Board of Trustees, Standing Committee, Working Group, Task Force, Advisory Group or Special Committee, and to NAHU staff by August 31 of each year.

FINANCIAL IMPACT: Additional staff and/or other methods of compensating existing staff may be required to fulfill the requirements set forth in this P&P.

ADDITIONAL RECOMMENDATION: This P&P is designed to memorialize a structural protocol and should be reviewed every three years. It distinguishes the roles and responsibilities between the NAHU volunteer leadership and NAHU staff. It establishes a method of understanding, communication, cooperation, and accountability.