



NAHU Board of Trustees Meeting

Monday, July 16, 2018

Meeting called to order at 4:00 P.M. EDT by NAHU President Rusty Rice.

NAHU'S VISION STATEMENT

NAHU advocates for our members, provides professional development and delivers resources to promote excellence.

Reading of Antitrust Statement

Rusty Rice read the antitrust statement.

Roll Call (Kelly Fristoe)

Attendees:

President Rusty Rice
President Elect Pat Griffey
Vice President Dane Rianhard
Treasurer Eugene Starks
Secretary Kelly Fristoe
Immediate Past President Mike Embry
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 Nick Moriello
Membership Council Chair Michelle Howard
Professional Development Chair Karen Kirkpatrick

Absent: Farren Baer, and Kevin Trokey

Staff:

Farren Baer
Marcy Buckner
Megan Caputo
Chris Hartman

Kelly Loussedes
Illana Maze
Jennifer Murphy
Bob Tretter

Brooke Willson
John Greene

Guests:

Legislative Council Vice Chair Jessica Watts
Membership Council Vice Chair Kevin Trokey
Professional Development Vice-Chair Jill Pedersen

Governance Committee Chair David Smith –
Joined the meeting at 5:35pm EDT
Chapter and Leadership Development Chair
Artie Accardo

Adoption of Agenda

MOTION: Mike Embry made a motion to adopt the posted agenda.

MOTION: The motion passed unanimously

Consent Agenda A (*Rusty Rice*)

- BoT Meeting Minutes – June 26, 2018
- EC Meeting Minutes – July 9, 2018

MOTION: Eugene Starks made a motion to approve Consent Agenda A with the corrections to the BoT Meeting Minutes as requested by Kelly Fristoe. BoT Meeting Minutes were labeled “EC Meeting Minutes” instead of “BoT Meeting Minutes”.

MOTION: The motion passed unanimously

Consent Agenda B (*Rusty Rice*)

Approve Committee members

- Awards Committee
- Chapter and Leadership Development Committee
- Legislative Council
- LPRT Committee
- Media Relations
- Membership Council
- Professional Development Committee
- Vanguard Council

Resolution of Resignation

- Northern Illinois AHU
- Southern Utah AHU

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

Discussion: Pat Burns requested that Terry Allard from Alaska be added to the LPRT Committee and Sue Wakamoto from California be added to the Vanguard Council as Region 8 representatives.

Karen Kirkpatrick requested that Guadalupe Bruneman from Florida (to serve as Region 5’s representative) and Jeanne Embry from Michigan (to serve as Region 3’s representative) be added to the Professional Development Committee. In doing so the names of Susan Rider and Michelle Howe would be removed from this Professional Development Committee list.

Jessica Watts stated that her name was included on the Professional Development Committee by mistake and that her name needed to be removed from the list and replaced by Jessica Waltman.

Mike Deagle requested that Chad Schneider be added to the Vanguard Council as a Region 3 representative.

These changes were made to the respective committee lists.

MOTION: The motion passed unanimously

Finance Report (*Eugene Starks*)

- NAHU May 2018 Financials were presented and there were no questions.
- Finance Committee Minutes – July 9, 2018
- Approval of Finance Committee recommendation for 2019 Budget Protocol for National Committee Reimbursements.

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

MOTION: The motion passed unanimously

Finance Committee DISCUSSION:

Treasurer Eugene Starks reported that the staff and committee chairs should be in receipt of budget template and budget calendar by now so that they can be preparing budget items for the budget meeting in September.

Eugene discussed that the Finance Committee discussed preparing benchmark criteria and being able to announce that at Cap Conference 2019 as it relates to the inflationary dues increase. Eugene also mentioned that the committee discussed that more detailed financials need to be disclosed on the website to create more transparency to the membership.

Eugene also reported that the Finance committee approved the new committee reimbursement model. Finance Committee Member Alycia Riedl described the details of the reimbursement model and answered questions/concerns.

MOTION: Eugene Starks made a motion to approve the Finance Committee Minutes from July 9th, 2018 and to also approve the Finance Committees Protocol for National Committee Reimbursements.

MOTION: The motion passed unanimously.

RVP Report (*Paige Phillips*)

Region 5 VP Paige Phillips reported the discussion topics that took place from the RVP meeting held on June 22nd, 2018. Items discussed were Regional Leadership Conferences and how to improve on them as well as details of the RVP manual for the new incoming Regional VPs. There were no conclusive outcomes from that discussion on the Regional Leadership Conference item.

CEO Report (*Janet Trautwein*)

CEO Janet Trautwein suggested that the RVPs review the invitation materials that Erica Hain uses to promote her Regional Leadership Conference.

Janet also reported that NAHU is looking at upgrading the database and other technological items so that there is an increased communication and other improved capabilities.

Janet reported on the item that California AHU brought up during town hall issue about a proposed association name change. She thinks that the advice and assistance she has provided them will alleviate this issue going forward.

She is also having conversations with AHIP and others regarding how Medicare agents have to take the Medicare course each year and ways that NAHU can help be a resources to make this process easier and better for the Medicare Agent.

Janet reported on the development of a monthly chapter leadership call, the September topic will address chapters administrative issues.

Janet discussed convention sites for 2020 and going forward. Nashville is not an option due to the Music Awards being held at that time. Proposals were provided for Chicago and Miami for 2020 and 2021 respectively for convention sites.

MOTION: Mike Embry made a motion to have the 2020 NAHU Convention in Chicago at the Hyatt Regency Chicago.

MOTION: The motion passed unanimously

Janet informed the board that member Rick Rebel has stage four bone cancer.

Strategic Discussion and New Business:

Membership – Rusty turned the floor over to Michelle Howard to discuss membership growth. Michelle Howard discussed the Membership Council’s plan for growth. Rusty asked and encouraged all board members to strive to be a Triple Crown member and work hard toward recruiting members.

Professional Development - Rusty turned the floor over to Karen Kirkpatrick to report on the Professional Development Committee. Karen reported that she has communicated with her committee members and is forming subcommittees within her committee based on their talents and interests. The subcommittees are classified as “Speakers Bureau”, “Medicare” and “Certifications”.

Legislation – Rusty turned the floor over to Nick Moriello to report on the Legislative Council. Nick reported that the Leg Council had not yet officially met. The first meeting will be in August. They are currently forming all of the working groups (committees of members within the Legislative Council). Chris Hartmann discussed legislative items that are occurring at the present time (HIT Tax and Cadillac Tax delay, and Navigators involvement in Short Term Plans and Association Health Plans). Marcy Buckner discussed working with CMS in efforts to communicate and provide direction on these items.

President Rusty Rice took the floor and discussed the fact that he would like for us all to consider the open exchange of ideas as it relates to kicking off projects and moving away from the status quo. These ideas will be addressed and a part of our board packet for the next meeting.

Rusty thanked Janet and staff for the work what he has witnessed. Rusty expressed that he was unaware of all the high level things that Janet and staff do on a daily basis and has asked Janet to be prepared to present “A Day in the Life of Janet Trautwein” so that we can get a better glimpse of how valuable she is to the NAHU family.

Motion for Adjournment

Erica Hain made a motion to adjourn

President Rice adjourned the meeting at 5:30 p.m. EDT

*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.

*CONSENT AGENDA per Sturgis: Organizations having a large number of routine matters to approve often save time by use of a consent agenda, also called a consent calendar or unanimous consent agenda. This is a portion of the printed agenda listing matters that are expected to be noncontroversial and on which there are likely to be no questions.

Before taking the vote, the chair allows time for the members to read the list to determine if it includes any matters on which they may have a question, or which they would like to discuss or oppose. Any member has a right to remove any item from the consent agenda, in which case it is transferred to the regular agenda so that it may be considered and voted on separately. The remaining items are then unanimously approved en bloc without discussion, saving the time that would be required for individual votes.

Respectfully submitted,
Kelly Fristoe
NAHU Secretary



NAHU Board of Trustees Meeting Agenda

Monday, July 16, 2018

Zoom Video Conference Call

4:00-5:30 p.m. EDT

NAHU'S MISSION STATEMENT

NAHU advocates for our members, provides professional development and delivers resources to promote excellence.

Call to Order & Reading of Antitrust Statement* (*Rusty Rice*)

Roll Call of Attendees (*Kelly Fristoe*)

Approve Agenda (*Rusty Rice*)

Consent Agenda A (*Rusty Rice*)

BoT Meeting Minutes – June 26, 2018

EC Meeting Minutes – July 9, 2018

Consent Agenda B (*Rusty Rice*)

Approve Committee members

- Awards Committee
- Chapter and Leadership Development Committee
- Legislative Council
- LPRT Committee
- Media Relations
- Membership Council
- Professional Development Committee
- Vanguard Council

Resolution of Resignation

- Northern Illinois AHU
- Southern Utah AHU

Finance Report (*Eugene Starks*)

- NAHU May 2018 Financials
- Finance Committee Minutes – July 9, 2018
- Approval of Finance Committee recommendation for 2019 Budget Protocol for National Committee Reimbursements.

RVP Report (*Paige Phillips*)



CEO Report (*Janet Trautwein*)

Strategic Discussion

- **Membership**

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.

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NAHU Board of Trustees Meeting Agenda

Sheraton at Crown Center - Chouteau B

Tuesday, June 26, 2018, 11:30 a.m. - 1:00 p.m. CT

Call to Order & Reading of Antitrust Statement (*Rusty Rice*)

Roll Call of Attendees (*Secretary*)

Approve Agenda (*Rusty Rice*)

President's Remarks (*Rusty Rice*) – 10 Minutes

- Welcome New BOT Members
- 2018-2019 BOT & EC Calendar
- Changes to the BOT meeting format
- Changes to the HUPAC and Vanguard Committee Chairs
- Agency Dues Task Force
- Regional Realignment Task Force
- Futures Group Task Force
- Governance Committee Appointments

Team Exercise (*Rusty Rice*) – 30 Minutes

Budget Preparation (*Eugene Starks, Jennifer Murphy*) – 20 Minutes

- Approval of Finance Committee
- Budget Meeting Preparation

Open Discussion

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.*

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NAHU Executive Committee Meeting

Tuesday, July 9, 2018

Meeting called to order at 4:00 P.M. EDT by Rusty Rice

Roll Call

Attendees:

President, Rusty Rice
President Elect, Pat Griffey
Vice President, Dane Rianhard
Secretary, Kelly Fristoe
Immediate Past President, Mike Embry
NAHU Executive VP & CEO, Janet Trautwein

Staff: Brooke Willson, Jennifer Murphy

Absent: Treasurer, Eugene Starks

President Rice presented the agenda.

Pat Griffey made a motion to approve the agenda.

There was discussion as to how to formalize this meeting regarding the agenda and minutes.

The motion passed unanimously.

Executive Committee Member Board Prep

Committee Alliance – President Rice discussed how all the committees need to work together and the importance of the committees (committee chairs) working together to achieve goals and eliminate duplication of efforts.

Agency Task Force Update

Pat Griffey reported on the dilemma in scheduling date/time for conference calls as to not conflict with other committee calls. Pat reported that she wants to focus on a single item and not multiple items – revenue model vs number of members and type of members.

Jennifer Murphy mentioned that the Finance Committee had their conference call today and they will report on a few calendar changes on the next board call.

CEO Report

Janet Trautwein reported that she had a conversation with California AHU regarding the House of Delegate issue regarding association name change. She reported that a solution is being discussed that will work for them. Janet discussed more information pertaining to the Agency Task Force and Principal's Council as it relates to how we've created another path to leadership in this association.

Open Discussion

President Rice reported on all the notes from the BOT meeting in Kansas City and how he would like for the board to continue to expand on all these great ideas. It was discussed that it is appropriate for these items to be pushed to the respective committees for working on further.

President Rice expressed that he wants to continue to have great idea sharing at future meetings.

Motion for Adjournment

Pat Griffey moved to adjourn the meeting

President Rice adjourned the meeting at 5:06 p.m. ET

Respectfully submitted,
Kelly Fristoe
NAHU Secretary



COMMITTEE

Awards Committee
 Awards Committee
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 Awards Committee
 Awards Committee

FULL NAME

Luann S. Yarberry, LUTCF,CIC,ACSR
 Ms. Rosanne Wolfe, RHU, REBC
 Ms. Michele Dilanni Gentile
 Judy Levine
 Kathleen M. Goffer
 Victoria A. Major-Bell, LUTCF,LPRT
 Ms. Krista Palmer, SGS
 Rebecca Ann Kanoza, RHU, REBC
 Patricia Mihalyi-Stiffler
 Ms. Joy K. Gardner, LUTCF
 Eugene Starks
 Brooke Willson

POSITION

CHAIR
 VC
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 ATLAR
 ECLIAISON
 STAFF



CHAPTER & LEADERSHIP DEVELOPMENT

<u>COMMITTEE</u>	<u>FULL NAME</u>	<u>POSITION</u>
Chapter Leadership & Development Committee	Arthur James Accardo, CDHC	CHAIR
Chapter Leadership & Development Committee	Cerrina Jensen, CHRS, CBC, LPRT	VC
Chapter Leadership & Development Committee	Julie A. Jennings, RHU, LIA, CLTC	1
Chapter Leadership & Development Committee	David A. Cagliola	2
Chapter Leadership & Development Committee	William J. Barrett, CLU, ChFC	3
Chapter Leadership & Development Committee	Christine McPike	4
Chapter Leadership & Development Committee	Donna D. Hill, FLMI	5
Chapter Leadership & Development Committee	Ms. Denise S. Villagran, MBA	6
Chapter Leadership & Development Committee	Tamara P. Kennedy	7
Chapter Leadership & Development Committee	Emma M. Passe	8
Chapter Leadership & Development Committee	Louis P. Reginelli, RHU	ATLAR
Chapter Leadership & Development Committee	Dane Rianhard	ECLIAISON
Chapter Leadership & Development Committee	Brooke Willson	STAFF



LEGISLATIVE

<u>COMMITTEE</u>	<u>FULL NAME</u>	<u>POSITION</u>
Legislative Council	Mr. Nicholas A. Moriello, RHU	CHAIR
Legislative Council	Mrs. Jessica J. Watts, CEBS, PHR	VC
Legislative Council	Scott Wham	2
Legislative Council	Michele Thornton	3
Legislative Council	Kate Banchy	4
Legislative Council	Kenneth Thomas Stevenson, CPCU	5
Legislative Council	Mr. Wesley J. Watkins, MBA, CBC, REBC	6
Legislative Council	Jennifer Liane Farrell	7
Legislative Council	Heidi J. Sterner, PAHM, LPRT	8
Legislative Council	Greg Stancil	SIT
Legislative Council	Barbara Ann Gerken	SIT
Legislative Council	Ross Carmichael	SIT
Legislative Council	Danielle Capilla	SIT
Legislative Council	Gary Cox	EBWG
Legislative Council	Jesse D. McDonald	INDWG
Legislative Council	Mr. R. Brent Lamon, RHU, CLTC	LTCWG
Legislative Council	Annette Bechtold	EX-OFF
Legislative Council	Allison James	STAFF



<u>COMMITTEE</u>	<u>FULL NAME</u>	<u>POSITION</u>
LPRT Committee	Michael A. Gomes	CHAIR
LPRT Committee	Valerie Lynn Cramer, RHU	VC
LPRT Committee	Thomas Spreitzer	SIT
LPRT Committee	Mr. Robert J. Tierney	SIT
LPRT Committee	David Mordo	SIT
LPRT Committee	Tiffany Stiller	SIT
LPRT Committee	Ms. Monique E. Hahn	SIT
LPRT Committee	Mrs. Yun M. Chalif	SIT
LPRT Committee	Doris Waller, SGS	SIT
LPRT Committee	Kelly Don Fristoe, LUTCF, SGS	ECLIAISON
LPRT Committee	Brooke Willson	STAFF



MEDIA RELATIONS

- Chair – Meg McComb
- Vice Chair – Suzy Alberts
- Reg. 1 – Vacant
- Reg. 2 – Deb Stocks
- Reg. 3 – Lee Nathans and Rick Notter
- Reg. 4 – Chad Lewis
- Reg. 5 – Chrissy Yelverton
- Reg. 6 – Emily Bremer and Andrew Pearson
- Reg. 7 – Danine Baca
- Reg. 8 – Naama Pozniak
- Social Media Chair – Dawn McFarland
- Media Militia Chair – Craig Gussin
- Advisors – Neil Crosby and Marilyn Stenger
- Staff Liaison – Kelly Loussedes



MEMBERSHIP

COMMITTEE

Membership Council
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FULL NAME

Michelle S. Howard
 Mr. Kevin Trokey
 Mr. David C. Smith
 Kirsten Tudman
 Joseph Torella
 Ingrid L. Martin, HIA,GBA,CEBS
 Mr. Brian K McPike, RHU
 Mr. Wayne S. Sakamoto
 Doris Waller, SGS
 Ryan Heider
 Jolene Bryant
 Joshua Haberman
 David M. Sherrill
 Ms. Astrid C. Mussiett, GBDS
 Joni Robin Reents
 Mr. Keith Wallace
 Eugene Starks
 Illana Maze
 Ulla Boshigt

POSITION

CHAIR
 VC
 MEM MGR
 RMC1
 RMC2
 RMC3
 RMC4
 RMC5
 RMC6
 RMC7
 RMC8
 RET4
 RET5
 RET6
 RET7
 RET8
 ECLIAISON
 STAFF
 STAFF



PROFESSIONAL DEVELOPMENT

COMMITTEE

Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee
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Professional Development Committee
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Professional Development Committee
Professional Development Committee
Professional Development Committee
Professional Development Committee

FULL NAME

Ms. Karen L. Kirkpatrick
Jill L. Pedersen, REBC
Julie A. Jennings, RHU,LIA,CLTC
Susan M. Rider, MS, ACA, ASF, CSFS
Eric Kohlsdorf
Michelle C. Howe
Amy Perry, SGS
Mrs. Connie Puett
Kelly E. Pastore
Judy Anne Johnson, MHP, RHU, REBC
Yolanda Marie Webb, CHRS
Mrs. Jessica J. Watts, CEBS, PHR
Kathy Ferguson
Dane Rianhard

POSITION

CHAIR
VC
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ECLIAISON



VANGUARD

COMMITTEE

Vanguard Council
Vanguard Council
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Vanguard Council
Vanguard Council
Vanguard Council

FULL NAME

Crystal Hoffman, SGS
Mark Fox, BAM
Jesse D. McDonald
Ashleigh Karen Shipe
Jennifer Leigh Lowery
Josh Campfield
Danne Reents
Kelly Don Fristoe, LUTCF, SGS
Illana Maze
Ms. Alexandra Bishop

POSITION

CHAIR
VC
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ECLIAISON
STAFF
STAFF

July 2, 2018

Dear Janet,

The Northern Illinois AHU chapter has voted to dissolve and to move all members to the Chicago Northeastern IL AHU.

The membership has voted and I have attached an excel file of those that responded. I did not receive any "no" votes. I further am forwarding a copy of the announcement and request to vote.

Although we are closing, we are in fact "reorganizing" as one chapter with the goal to continue holding member meetings a few times per year at the same location.

It makes all the sense to blend these two chapters into one, as we were only a few miles apart with a common goal.

Further, once things settle down CNIAHU will investigate a new chapter name that more appropriately reflects the geography of the membership.

Janet, we look at this as a smart business decision and will continue to grow membership as one organization.

Once, our bank accounts are balanced, we will issue remaining funds to ISAHU.

Please let me know if you need me to do anything further.

Thanks.

Best,

Karen Knippen Loeb
Past President, Northern IL AHU

Cc: BWillson

Resolution of Resignation

June 6, 2018

As a result of a vote recently taken of the members of the Utah AHU Southern Chapter whereby 75% voted in the affirmative regarding closure of the chapter, we issue this Resolution of Resignation declaring the Utah AHU Southern Chapter officially closed.

Audra Smith
2017-2018 President, UT Southern AHU

National Association of Health Underwriters
BALANCE SHEET
May 31, 2018

	This Year	Last Year	Variance	% Increase(Decrease)
ASSETS				
CURRENT ASSETS				
Operating Cash and Cash Equivalents	723,255.45	417,294.91	305,960.54	73.32%
Accounts Receivable, Net	243,462.91	521,870.36	(278,407.45)	-53.35%
Prepaid Expense	136,908.40	161,424.23	(24,515.83)	-15.19%
Note Receivable	2,500.00	2,500.00	0.00	0.00%
Total Current Assets	1,106,126.76	1,103,089.50	3,037.26	0.28%
SHORT TERM INVESTMENTS, at Fair Value				
Operating Investments	0.00	367,847.34	(367,847.34)	-100.00%
Federal Legislative Defense Fund Investments	0.00	236,554.50	(236,554.50)	-100.00%
Total Short Term Investments	0.00	604,401.84	(604,401.84)	-100.00%
LONG TERM INVESTMENTS, at Fair Value				
Equity Securities	1,679,690.99	1,832,379.73	(152,688.74)	-8.33%
Total Long Term Investments	1,679,690.99	1,832,379.73	(152,688.74)	-8.33%
PROPERTY AND EQUIPMENT, at Cost				
Office Furniture and Equipment	380,011.09	325,321.09	54,690.00	16.81%
Leasehold Improvements	460,953.93	460,953.93	0.00	0.00%
Less: Accumulated Depreciation & Amortization	(580,853.33)	(473,952.98)	(106,900.35)	22.56%
Total Property and Equipment	260,111.69	312,322.04	(52,210.35)	-16.72%
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	37,161.60	37,161.60	0.00	0.00%
	2,500.00	2,500.00	0.00	0.00%
TOTAL ASSETS	3,135,591.04	3,941,854.71	(806,263.67)	-20.45%
LIABILITIES AND NET ASSETS				
CURRENT LIABILITIES				
Accounts Payable and Accrued Expenses	73,171.60	209,145.23	(135,973.63)	-65.01%
State and Local AHU Dues Payable	177,042.17	172,461.65	4,580.52	2.66%
Deferred Revenue - Membership	1,737,249.31	1,895,853.90	(158,604.59)	-8.37%
Deferred Revenue - Conferences	50,300.00	25,000.00	25,300.00	101.20%
Total Current Liabilities	2,037,763.08	2,302,460.78	(264,697.70)	-11.50%
LONG TERM LIABILITIES				
Deferred Rent Obligation	226,184.93	246,474.07	(20,289.14)	-8.23%
Deferred Tenant Allowance	154,749.34	200,041.78	(45,292.44)	-22.64%
Total Long Term Liabilities	380,934.27	446,515.85	(65,581.58)	-14.69%
TOTAL LIABILITIES	2,418,697.35	2,748,976.63	(330,279.28)	-12.01%
NET ASSETS				
Net Assets, Beginning of Year	377,656.74	772,731.01	(395,074.27)	-51.13%
Current Year Activity	339,236.95	420,147.07	(80,910.12)	-19.26%
TOTAL NET ASSETS	716,893.69	1,192,878.08	(475,984.39)	-39.90%
TOTAL LIABILITIES AND NET ASSETS	3,135,591.04	3,941,854.71	(806,263.67)	-20.45%



Finance Committee Teleconference

Date: July 9, 2018

MINUTES

1. Roll Call
Present: Eugene Starks, Dane Rianhard, Alycia Riedl, Ray Magnuson, Jill Pederson, Jessica Watts, Janet Trautwein, Jennifer Murphy
Excused: Kevin Trokey
2. Approve Agenda - Motion was made by Ray, second by Jill and the motion carried.
3. Comments and discussion concerning the monthly financial report
May 2018 Financial Statements & Trend Analysis – the committee reviewed the statements and analysis and discussed any questions. Motion to accept the financials as presented was made by Ashley, second by Ray and the motion carried.
4. Subcommittee to Review Financials on Website – the committee was asked to make recommendations for members to serve and will be finalized next month.
5. Subcommittee to Develop Benchmark Report - the committee was asked to make recommendations for members to serve and will be finalized next month.
6. Brief Overview of 2019 Budget Process – Jennifer reviewed the budget process for this year. It was discussed that we want to make it easier for the board members to know what is in the accounts and what changes have been made.
7. Review 2019 Budget for National Committee Reimbursements – Alycia explained the process for determining the reimbursements for next year. A motion to approve the new schedule was made by Alycia, second by Ashley and the motion carried. The full board will vote on the motion at their July meeting.
8. New Business – the committee discussed the importance of the communication going out to all members be positive and highlight the new and exciting improvements to membership.
9. Adjourn

	2018				2019					
	Cap Con	totals	Annual	totals	Cap Con	totals	Annual	totals		
legislative comp registration	10		10		16		16			
vice chair (1)	\$1,000	\$1,000	\$550	\$550	\$0.00	\$0.00	\$0.00	\$0.00		
committee (15)	\$1,000	\$15,000	\$0	\$0	\$0.00	\$0.00	\$0.00	\$0.00	20%	\$18,000
membership comp registration	10		10		17		17			
vice chair (1)	550	550	550	550	\$0.00	\$0.00	\$0.00	\$0.00		
committee (16)	550	4,400	550	4,400	\$0.00	\$0.00	\$0.00	\$0.00	20%	\$18,000
profess develop comp registration	2		10		16		16			
vice chair (1)	550	550	1,000	1,000	\$0.00	\$0.00	\$0.00	\$0.00		
committee (15)	550	3,850	550	4,400	\$0.00	\$0.00	\$0.00	\$0.00	20%	\$18,000
chapt leader comp registration	10		10		12		12			
chair and vice chair (2)	1,000	2,000	1,000	2,000	\$0.00	\$0.00	\$0.00	\$0.00		
committee (10)	550	4,400	550	4,400	\$0.00	\$0.00	\$0.00	\$0.00	12%	\$11,000
awards comp registration	0		10		0		11			
chair and vice chair (2)			550	1,100	\$0.00	\$0.00	\$0.00	\$0.00		
committee (9)			550	4,400	\$0.00	\$0.00	\$0.00	\$0.00	7%	\$6,500
LPRT comp registration	0		2		0		9			
chair & vice chair (2)			550	1,100	\$0.00	\$0.00	\$0.00	\$0.00		
committee (7)					\$0.00	\$0.00	\$0.00	\$0.00	7%	\$6,500
media comp registration	1		1		0		13			
chair and vice chair (2)	550	550	550	550	\$0.00	\$0.00	\$0.00	\$0.00		
committee (11)					\$0.00	\$0.00	\$0.00	\$0.00	7%	\$6,500
vanguard comp registration	2		2		0		10			
chair and vice chair (2)					\$0.00	\$0.00	\$0.00	\$0.00		
committee (8)					\$0.00	\$0.00	\$0.00	\$0.00	7%	\$6,500
totals	35	32,300	55	24,450	61	0.00	104	0.00	100%	\$91,000
Annual Total		90	56,750			165	0.00			

	Comps	Travel	Total
2018	45,000	56,750	#####
2019	0	0	0

90% of 2018 91,575

REGIONAL RVP Report- July 2018

Paige Phillips

The RVP's met face to face at Annual convention.

We went in depth review of the current RVP manual which took up the majority of the meeting and went over a few minor changes that Brooke will update in the manual for future use.

We also discussed the Regional Leadership meetings and decided at the present time to leave them as is and up to each individual RVP if they would like to combine with adjoining regions or hold them singular in each region