

NWOAHU January Board Meeting  
Meeting Minutes  
1/9/2020

I. Call to Order

Beth Pool called to order the regular meeting of the NWOAHU Board at 3:00 pm on January 9, 2020 at Stapleton Insurance, 7250 Crossleigh Ct., Toledo, OH 43617.

II. Roll Call

Beth Pool conducted roll call. The following persons were present:  
John Cullen, Sherri Rutter, Sarah Ralston, Kelsey Surface, Wendy Schmidt, Nick LaPlante, Dave Spiess

Kim Kinnard, Vicki Donovan-Lyle, Jason Bradford, and Rick Sudetic attended by phone

III. Approval of minutes from last meeting

Beth Pool read the minutes from last meeting. Sherri Rutter motioned to approve, with second by Wendy Schmidt

IV. Treasurer's Report (Lisa Wickard not in attendance)

a. Budget was approved via email

V. Membership Report (Nick LaPlante/Rick Sudetic)

a. 1 lapse – Ryan Carroll

i. Kim K stated he has taken a different role within Cornerstone and is unlikely to reinstate membership

b. Want to be sure we are getting new NAHU membership flyers shared previously out on LinkedIn and have board share those periodically in hopes of increasing traction.

c. Rick had no updates

d. Continued discussion of doing targeted outreach to larger broker houses in area to attract those members that historically haven't joined. Also, brainstorm any new agents in the area that we should be outreaching to

VI. Programs (Wendy Schmidt)

a. Products Fair

i. St. Luke's available on 4/14 or last week of May. After discussion, decided best option is 4/14 for Fair. Sherri Rutter motion to approve; Nick LaPlante seconded. Wendy is confirming that date with the St. Luke's team.

ii. J&M will send out sponsor/vendor list as soon as possible to get the ball rolling on the fair.

iii. Discussion:

1. MedPut would like to do a CE and be a sponsor for us at an event, so Wendy will outreach to them for Product Fair
  - a. MedPut is a company that employers can contract with that essentially establishes a line of credit through them for employees if they need it for payment of medical, dental, and/or vision expenses. Employees can use the line of credit, which allows the bill to be paid immediately to the provider, then the employer withholds payments out of the employee's payroll to pay off the credit – not sure if there is a requirement of interest since website states "low cost financing". In addition MedPut will negotiate with the providers if they can to reduce the bills where possible and share that discount with the employee.
2. UHC is also going to do a CE on OptumRx
3. David Reid with Ease also on the list for possible CE and sponsorship of lunch for the Fair, so Wendy outreaching.

VII. HUPAC/OAHU Pac (Vicki Donovan-Lyle – via phone)

- a. No HUPAC update due to the holidays, however anticipating to see an increased campaign due to this being an election year.

VIII. Legislative (Sherri Rutter)

- a. Full Repeal of Cadillac Tax & Medical Device Tax
- b. HIIT in place for 2020, but gone for 2021
- c. 2020 initiatives:
  - i. Surprise Billing and Rx Prices – May 22 target deadline to attach bills to legislation
- d. HR3 sponsored by Nancy Pelosi – Drug Pricing bill
  - i. Medicare to negotiate prices with National pricing
  - ii. Trump administration initially supported this bill and the House passed it. With impeachment articles, Senate now plans to vote down.
- e. Gransley Widen introduced Prescription Drug Pricing Act
  - i. Focuses on Medicare Part D mostly
- f. Surprise Billing 2020 momentum halted late last summer. Debate between Benchmarking and Arbitration.
  - i. Hoping for compromised bill – combining benchmarking and arbitration.
  - ii. This is a top priority for Trump.
  - iii. NAHU still part of coalition against surprise billing arbitration. Supports benchmarking, which leads to decrease in cost. Arbitration shown to increase costs.
  - iv. NAHU will keep us updated
- g. 2019 voided ACA mandate no trying to determine how much of ACA can stand without mandate.
  - i. ACA is still law of the land at this point in time.
  - ii. Democrats have asked to have case returned to TX judge and expedited.

- h. Transparency Rule proposed in November 2019
    - i. Detailed cost sharing online tool that plan participants can access
    - ii. Must be made available paperless also within 2 business days if requested.
    - iii. HRA & FSA are currently outside of requirements on this Rule
  - i. OH SB 9 – Requires carriers to provide claims data down to 50 lives
    - i. This is back in discussion after the controversy with the high claims diagnosis, which has been added back. PEO language (unknown what the language is) has been added to bill, which may hold it up again.
  - j. Ohio Surprise Billing – Sponsoring Senator is a former ER Physician and he does not want to use Benchmarking. House bill uses Benchmarking.
  - k. NAIC goal to rewrite rebating language.
  - l. Discussion: NAHU reminded of Healthcare Happy Hour app at CE, which was discussed as being useful and interesting
- IX. Media Report (Dave Spiess)
- a. Bob Tretter Medicare Summit – tentative date in August, which Dave will send
  - b. Updating media list on Google Drive for NWOAHU board
- X. Vanguard Report (Katie Williamson – not in attendance)
- a. Katie stated via meeting declination email that she had no updates due to no Vanguard meeting during the holidays.
- XI. Old Business
- a. 21 attended CE on 11/14; CE has been submitted, so if you attended you should start seeing it on your transcript
  - b. Budget
    - i. May need to make adjustments to the 2020 budget based on discussion on lowered workers comp referral program check (see CCI notes below)
  - c. Update on J&M conference call
    - i. Still awaiting billing summary and contract dates; Beth is following up
    - ii. Also received confirmation that NAHU is taking out former members from email list of correspondence, then OAHU is updating the list monthly as well.
  - d. Ken Hall Scholarship is done as is Capital Conference registrations
    - i. Sherri Rutter, Katie Williamson (scholarship recipient) and Kelsey Surface will be attending. Attendees will hold their receipts for reimbursement after conference. Beth and Lisa will be working to get Chapter credit card to one of the attendees for meals will on trip.
  - e. CareWorks Workers Comp Program Discussion
    - i. CCI Check has not been received yet. Beth is picking up at State meeting next week. It is significantly less than past years.
    - ii. How will we make up this up in our budget? Should we blast to Membership?

1. Agency feedback from several members has been that CCI this program is difficult to work with. CCI hasn't been willing to move existing CCI groups under other programs/arrangements into this program when requested. Seems complaints have fallen on deaf ears at CCI.
2. Wendy reaching out to see if they would be sponsor of Product Fair or have booth in hopes of increased awareness of program.
3. This program is OH only; are there other programs nationally that we could participate in or share with membership to help replace this income in our budget? Should we revise 2020 budget?
4. Beth is also going to survey other chapters on how they plan to make up this income or how they cut costs at upcoming state meeting.
5. Also questioned if CCI Sales Rep could be the issue with the program and if state level might be willing to support requesting a change. That would possible help to increase revitalization of program to increase monies received again.
  - a. Likely offset would be at least \$75 increase to local dues to keep budget even

## XII. New Business

### a. Upcoming Calendar

#### i. Summer Member Meeting

1. Potential Topics: Surprise Billing; Single Payer
2. Try to have at Twin Oast in Port Clinton/Catawba
3. Looking at dates in early June
4. Beth will discuss with NE Ohio Chapter about possibly doing as joint meeting for increased attendance and help with costs

#### ii. March CAPCON Recap Member meeting

1. Wendy checking with Paramount to see if they would be willing to let us use their conference room since MMO has moved.
2. Trying to hold on 3/12 since Board Meeting scheduled for that date already. Beth will check w/Mary on CE possibilities.

#### iii. BBB Member Meeting in September again this year?

#### iv. Day at the Statehouse is in April.

1. Beth getting date
2. Discussion on last year not having enough on bus for the cost; unlikely to try that again.

#### v. Wendy will email us with updates on March meeting and April Product Fair for things she needs help with for planning.

### b. Next Meeting will be 3/12/2020

## XIII. Adjournment

Beth Pool adjourned meeting at 4:19 pm with John Cullen's motion and Sherri Rutter's second.