



# National Association of Health Underwriters

*America's Benefits Specialists*

**Pgh-AHU  
PO Box 6464  
Pittsburgh, PA 15212**

Atria's - Wexford

February 20, 2007

Attendees: Marcie Popek, Dan Borecki, Kevin Sweeney, Don Balla, Doug Moore, Ken Herrle, Kristin Bartone, Attracta Mulkerrin, Ed Willig, John Mueller, Mike Reese

## **AGENDA**

- I. Call to Order
  - 4:13pm by Marcie Popek
- II. Reading & Approval of Minutes from:
  - January Meeting
  - Motion to Approve: K. Sweeney
  - Second: D. Borecki
- III. President's Report – Marcie Popek
  - National Conference
    - Marcie has a conflict—please let her know if you are able to attend this.
  - Moving next date to 3/14
  - Succession plans—think about what role you would like to take on for the next year
- IV. Treasurer's Report – Tom Patterson
  - January Report—need to appoint a new treasurer
- V. Awards – Attracta Mullkerrin
  - Communications
    - Save the date—Golf Outing, sent last week
    - Save the date—Spring Seminar, sent today
  - Marcie and Attracta to meet to see where we are with the Pacesetter Award
- VI. Communications – Attracta Mulkerrin
  - Update On website – Kristin Bartone
- VII. Programs – Don Balla
  - Spring Event – Finalize details for event
    - Print invite will go out late next week, will be mailed out to all 127 members minus the board and a group of non members to be decided upon by the programs committee
    - Marcie waiting for menu from Dave Scott

- Cindy Fillman, Insurance Department Liason, will speak about the Governor's health care plan and state's long term care partnership
- 12-12:40 speaking, 20 minutes of questions from the crowd
- CE set up—CIGNA will handle filing fees, etc.
- Cost will be \$25/member, \$40/non-member
- Asking carriers to commit to 8 people per table
- Membership drive, have a table with information about what we do, events we've done—talk to people and speak to the value of the organization, include pre-filled applications for known non-members, include NAHU piece with the formal invitation
- Discuss next event – Single Payor Health Presentation
  - Would like to tie in presentation with clients for agents
  - Don and Doug to discuss logistics of rolling this out, feel that a non-chapter member would be more advantageous (roll out through Webx or similar benefit)

#### VIII. Membership – Dan Borecki

- Current Membership 133, No New Members
- Membership Drive
  - See information under Spring Event—will also have separate table at the Golf Outing

#### IX. Legislative – Doug Moore

- Reviewed and gave Recommendation to PAHU on Pitt AHU position on Governor Rendell's' health plan
  - Board reviewed the health plan and developed our position to be provided to the PAHU (state chapter)
  - Our position is as follows:
    - Opposed to community rating
    - 3% payroll tax for groups who do not offer health care will not work, creates crowd out, moves closer to single payer model
    - PA State sponsored program for small groups will not work, small groups are not buying into this either
    - Cover All Pennsylvanians plan design and cost—zero deductible, Rendell believes can offer at \$280 per month (less than Adult Basic)—we do not believe that this will work, will act as a wage suppressor, and coupled with minimum wage increases, will lead to higher unemployment
    - Crowd out (CHIP and Adult Basic) will occur because groups with deductibles will have employees exit the plan and get on the Cover All Pennsylvanians plan—what is the mechanism to check that people truly have not had coverage for the past 6 months

X. Old Business

- Healthcare book - Existing state of Healthcare.
  - Doug provided copies to the board
  - Doug spoke with new reporter at Pittsburgh Post-Gazette and shared the book with him
  - Will have at CE Event, Golf Outing, etc.

XI. New Business

- Golf Outing Update – John Mueller
  - Meeting held on 2/16
  - Changed the sponsorship levels to make more sense
    - Will be updated by Friday, need to send to Mark Shaffer
  - Formal invite will go out to plan sponsors from past 2 years by 3/2 or 3/9
  - We need 150 golfers to get the three 9s
  - Take advantage of ½ off gift certificates, etc for prizes
  - Charity endorsement-suggestion of Wounded Warriors (Dan to investigate)

XII. Adjournment

- 5:35pm

Next Stated Meeting is Wednesday, March 14, at Atrias in Wexford