

IAHU History

6-1-2011 to 6-30-2012

State Board

IAHU State President, David Wilcox
IAHU State Pres-Elect, Tom Shores
IAHU State Secretary / Treasurer, Trent Sutton
IAHU State Past President / Legislative Chair, Scott Leavitt
IAHU State HUPAC Chair State Pac President, Cricket Stirling
Professional Development, Terrie Trevino
Professional Development Vice Chair, Steve Moore
IAHU State Membership / Retention, Angie Jackson
IAHU State Media Relations, Darrauld Bean
IAHU State Communications, Darrell Eastburn
IAHU State Communications Vice Chair, Scott Standley
IAHU State Awards Chair, Danielle Rauscher
Treasure Valley President, Terrie Trevino
North Idaho President, Brad Miles
South Idaho President, Ryan Heider
Eastern Idaho President, Dawn Larsen
IAHU State Executive Assistant, Wendy Leatham
IAHU Lobbyist, Jim Genetti

Goals

Goal #1: Attain a membership of 300 by the end of 2012.
Goal #2: Support and strengthen local chapters and statewide committees.
Goal #3: Increase the visibility of and contributions to HUPAC and the State Pac.
Goal #4: Apply for and win multiple national awards.
Goal #5: IAHU will be a leader in the health insurance industry and public policy forums.

Region VII Leadership Conference

August 9-11 in Albuquerque, NM
5-Attendees: David Wilcox, Trent Sutton, Tom Shores, Ryan Heider, Connie Puett

NAHU's Capitol Conference

January 22 – 25 in Washington DC
6-Attendees: David Wilcox, Tom Shores, Scott Leavitt, Dave Munger, Rob Tierney, Connie Puett

Charity Event

IAHU's 1st Annual Statewide Bowling
February 10, 2012 - held at various locations throughout the state

192 Bowlers

\$3,350 Raised for Charity. \$3,350 raised for our local chapters.

IAHU 6th Annual Awards Banquet and 28th Annual Health Symposium

Boise State University

April 24th & 25th, 2012

202 of attendees, 36 exhibitors

Award Winners included David J. Isern Memorial Award winner: Pete Chesney. Scott Leavitt Service Award Winner, Darrald Bean. Triple Crown Qualifiers: Scott A. Leavitt, Connie Puett, Danielle M. Rauscher. LPRT Qualifiers: Kasheila L. Browne, Pete M. Chesney, Bryant G. Davis, Merrill R. Jones, Scott A. Leavitt, Donald L. Mathern, Danielle M. Rauscher, Michelle L. Sandoz, Boab Stotts, Robert J. Tierney, Terrie L. Trevino, David V. Wilcox. TVAHU was the Chapter of the Year Award winner.

NAHU's Annual Convention

Las Vegas, NV

June 24-27, 2012

11 Attendees

Legislative

- We met with Governor Otter, Director Deal, Deputy Director Tom Donovan
- We met with Speaker of the House Denney, Representative Nonni, Senator Cameron
- We attended the Ada County Lincoln Day dinner and spoke with Senator Winder, Representative Thompson, Representative Nonni, Senator Crapo
- We started our Key Contact program and were able to cover 45 Idaho Legislators with 26 Key contacts.
- We sent out 2 Idaho Operation Shouts
- We testified before the Idaho Health Insurance Task Force twice.
- We co-sponsored the Day on the Hill on March 1 and had over 100 attendees
- We were founding members of the "Keep it Idaho" coalition that fought to form a State Exchange.
- We were interviewed regarding legislative issues in the Idaho Statesman, Idaho Business Review, Idaho Reporter, Spokesman Review and Health Plan Week.
- We had 6 IAHU members attend the NAHU Capital Conference
- We worked with the Health carriers, NAIFA-Idaho and the Big-I on issues.

HUPAC

IAHU PAC donated \$2360 to 16 different legislators:

Dean Cameron (Rupert)	\$250
Jim Patrick (Twin Falls)	\$100
Jeff Thompson (Idaho Falls)	\$100
Jim Guthrie (McCammon)	\$250

Elaine Smith (Pocatello)	\$100
John Rusche (Lewiston)	\$100
Ken Roberts (Donnelly)	\$100
Sue Chew (Boise)	\$100
Lynn Luker (Boise)	\$100
Mitch Toryanski (Boise)	\$250
John Goedde (Coeur d'Alene)	\$250
Dan Schmidt (Moscow)	\$250
Michelle Stennett (Ketchum)	\$100
John Tippetts (Montpelier)	\$100
Patti Anne Lodge (Caldwell)	\$100
Tim Corder (Boise & Elmore)	\$100

We raised \$170 at the annual Health Symposium. As of 6-30-2012, we have \$3,077.71 in the PAC.

Professional Development

Terrie Trevino, our Professional Development Chair held monthly meetings with the local PD Chairs. This committee spent a lot of time going over the Osler Award, with the thought that if we fulfilled the majority of the requirements the chapter would be successful. Each month we discussed our monthly meetings and ideas for speakers. In addition, there was a lot of sharing of information regarding what some of the stronger chapters have done to increase monthly meeting attendance. Each chapter was encouraged to send out a survey once a year (preferably in the summer) to find out the needs of their members. Sample survey suggestions were distributed to all participants. We requested that each local Chair submit information for each speaker for the speaker's bureau, which helped us to add a couple of new speakers this year.

Next month we will be discussing designations and what each chapter can do over the summer months to start a designation program within their local chapter.

We sent surveys to all Symposium attendees and to all exhibitors.

Treasurer's Report

Balance Sheet

6-30-2011:	\$27,835.90
6-30-2012:	\$37,107.87

Profit & Loss Statement

7-1-2010 to 6-30-2011:	\$14,148.22
7-1-2011 to 6-30-2012:	\$ 9,285.85

Awards

Silver Seal Chapter Certification Award:

All four local chapters and the State chapter were certified this year at the Gold Certification level. With that recognition, Idaho AHU is honored with Blue Ribbon of Excellence.

Awards applied for:

- Landmark Award - won
- Legislative Excellence Award - won
- Media Relations Award - won
- Website Award - didn't win
- Presidential Citation Award - won
- Robert W Osler Award - didn't win
- (TVAHU got the Pacesetter Award)

Membership Committee

IAHU Membership Goal was 300 members by end of 2012

IAHU Retention Goal is 90%

We have added 25 new members over the time period referenced for a growth of 1%. Unfortunately, we have lost 31 members for an overall retention rate of 86%. Many of these members have left the industry. Our associate membership has grown tremendously over the last year with a total of 13 new members within the time period specified for 130% growth. The retention is over 99% with a loss of 1 associate member in North Idaho. We currently have a total of 22 associate members all of which are within the Treasure Valley Chapter.

Efforts expended this year:

Promoted Triple Crown to Board Members

Contact lapsing members on a monthly basis

Promote NAHU free membership for recruiting 4 new members 2-1 to 4-30-12

Each chapter given two \$10 gift cards to assist in member recruitment

Board Challenge - tear out the membership application in the NAHU magazine each month, and give it to someone who might be interested in joining.

Monthly membership meetings held with discussions on how to recruit and retain members.

Media Relations

17 Press releases, 32 press hits, 35+ media references to IAHU, applied for Media Award.

Communications

Maintained our website at www.iahu.org

Generated and published 11 Viewpoint Newsletters to all our members.

Website benefits:

Calendar of upcoming events - if you want to know what is going on with IAHU then check the calendar. One can also access past IAHU newsletters / Press Releases and Industry news.

Local Chapters section - check out what is going on in your chapter

Be sure to check out About IAHU to learn more about - our history, bylaws, committees, policies & procedures, strategic plan and financials

Chapter Benefits Section:

- Renew your membership
- Access to prior year Symposium Presentations
- Learn more about legislation that affects our industry locally and nationally
- Learn more about our local Awards
- Learn about the IAHU PAC and how one can contribute
- Need Pre-Licensing Education? You can access it through our Chapter Benefits Section
- Need CE ? You can access this through our Chapter Benefits Section

Be sure to check out all of the sponsors that help IAHU run. We appreciate their support and we hope that you will utilize what they have to offer.

Working to recruit new members to the website - be sure to provide them with the link to our website.