

NAIFA-ND Board of Directors Meeting Minutes October 29th, 2009 – Gladstone Inn, Jamestown

- Order:** President Keith Phillips called the meeting to order at 10:45 a.m. Voting proxies were received from Ted Haugan for Rick Wallace; Jonathan Spilde for Terry Weis; and from Shawn Gruenberg for Tim Deitemeyer.
- Present:** Keith Phillips, Jeff Case, Jay Burgad, Pat Hoffman, Rick Wallace, Dave Falk, Hank Prien, Harlynn Bjerke, Norbert Mayer, Mike Bergquist, Tim Deitemeyer, Elaine Schilla, Terry Weis, Gregg Webster, Jason Middaugh, Ron Arneson, Phil Haug, Dave Middaugh, Mitch Ostlie and Nancy Buechler
- Agenda:** Dave moved, seconded by Hank to approve the agenda as presented. Motion carried.
- Comments:** President Phillips noted that there is a lot to cover and thanked everyone for attending. We have important issues to take care of and asked all to think about how crucial the information is and what can we do to help the State accomplish our goals. A card was read from Pat Saltsman, President Phillips asked all members to keep Pat in their thoughts and prayers.
- Consent Agenda:** Mike moved, seconded by Hank to approve the minutes of the July 30 meeting. Motion carried. Consensus to accept the financial report as presented.
- Discussion:**
- 2010 Convention:** Tim reviewed the agenda that was included in the packet, noting that they are opening with NAIFA advocacy and that Karen Tyler will speak on Friday morning. Tim noted that we are asking for help with a calling tree so each member in the state gets a couple phone calls to encourage attendance. Locals are asked to publicize the dates and encourage attendance.
- LJI:** Keith expressed concerns with the difficulty in getting members signed up. Reviewed applications that are coming in and asked members to encourage members in the local to attend or if they need more information to contact Keith, Jeff or Jason. The course will start in mid-January. Jeff will confirm the dates. Mike noted that there may be a couple of people from Jamestown interested in attending. Discussed opening up to South Dakota also. Questioned if companies will reimburse, noting that no companies are reimbursing at this time but the State is reimbursing up to \$100 if the local provides a reimbursement to students. Discussed some not being able to afford the fee up front noting that the state will work with those candidates if they need a few months to pay.
- FBF:** Keith expressed disappointment noting that we discuss non-members missing the boat, but our own members are not contributing to FBF. In 2008 34 members contributed, in 2009 there are currently 25 contributors. Keith noted this is a responsibility of the locals and not only the chairperson. Questioned how can we work with locals and improve the fund. Terry noted last year the golf tournament player fees and proceeds went into the FBF. He noted this has been an ongoing problem as we seem to fight for the same funds as IFAPAC. With the dues increase coming, Terry suggested that up to ½ of the \$20 be allocated to the FBF. Restricted funds were questioned, Terry explained that only ½ of the prior 2 years contributions plus interest earned can be spent. Currently there is about \$72,000 in the FBF. Discussed the start of the FBF that it was money left over from the rebating issue the intent was to get the fund to \$150,000 so interest could carry it. Noted the drop in the number of contributors as some feel that it is already a part of their dues. Discussed having this a part of dues and having a golf tournament. Noted that we need to have a golf tournament every year, discussed holding in the dome in Bismarck when the convention is held in February. Suggested taking this off the table we members don't have to continue to be asked for more money. Discussion tabled until the dues discussion is held.
- IFAPAC:** Jay reviewed where the leaders are at with IFAPAC contributions, noting most leaders are active and contribute with an average contribution from board members at \$316 per year. Jay reviewed local goals and what is needed to attain their goals by year end. Jay noted that statewide we are close to reaching the goal and encouraged members to get committees formed and ask for the checks. Dave explained the administrative fund and how contributions can be used, noting that hard money is only for candidates from members and that the administrative funds come from locals. Noted that some locals are not contributing to the administrative funds. Jay noted some states also allow national to keep more than 50% of contributions. Explained that ½ of contributions stay at National and ½ comes to the State for state elections. Noted some states have more Federal representatives and therefore national may need more funds. Dave noted that PAC money is used only for administration and campaign contributions, lobbying must come out of dues money. Noted that locals need to be contacted to ensure that IFAPAC is a line item in their budgets. Jay noted national will not accept checks from non-members and that corporate contributions go to the administrative fund only.
- Dues:** Keith explained the amendment that was offered at National to eliminate the state/local portion of the dues adjustment as some were concerned that the National increase was needed but with the additional amount for states/locals that it may not pass. The amendment was soundly defeated and the entire dues increase was overwhelmingly passed. Keith noted that we will not decide anything today, but asked for suggestions as to how the additional dues revenue could be used, noting that it was already addressed to use some for the FBF and that

some states/locals are pooling the money to get a member recruiter. Noted we should wait until the State Convention meeting to see where our member numbers are at. Keith asked that locals be prepared to discuss this and have ideas. Explained the 3 year incremental increase and the need for a national council vote in order to change that. Jeff suggested splitting the \$20 4 ways with 25% for advocacy (IFAPAC/FBF), 25% for membership; 25% convention budget and 25% into the general fund. He noted that there have been concerns in the past of using dues money for FBF and that membership will be tough and money will be needed to train locals to recruit and retain members. Discussed using some of the funds to send more people to national and state conventions. Discussed amendment to increase the number of delegates, noting that we could go from 16 to 20 delegated. Questioned if we would fund additional delegates and how it would be done. Noted that locals can refuse to accept the additional dues by lowering their own dues. Noted that this needs to be presented to local members so they can understand the importance of the increase. Gregg noted that the Legislative Forum/Town Hall meeting from the National convention is on their website and that they presented that to a local meeting and then asked for IFAPAC contributions. Questioned if there were more delegates, would our bylaws need to be changed. Rick noted that some people have a problem with the \$100 increase and questioned how it will affect membership numbers noting that a \$70 increase would have been easier to accept than a \$110 increase. Keith stated that we do not know the affect this will have on membership and that it is the locals responsibility to educate members. Discussed providing more benefits to members with the additional funds, noted that with the absorption of AHIA many will not see a dues increase. Dave stated the leaders need to convince members of the value they receive and that they need to approach it positively. Keith reviewed comments made by Terry Headley and noted that we only have 13 new members year to date in the entire state. He asked leaders to sit down and ask for memberships. Jason noted this is a great opportunity, with the climate in Washington, to express why NAIFA is needed and encouraged members to take advantage of the atmosphere.

Break:

Dave Middaugh provided a federal legislative update during the break.

Delegates: Discussed the options of increasing the number of delegates we have to the national convention, keeping the same or reducing delegates. Harlynn moved to accept the increased number of delegates. Gregg seconded the motion. Discussed how to pay for additional delegates and the trouble we have filling the positions now. Noted it is up to the state to assign the additional delegates and would have to budget for additional delegates. Noted it is in the policy manual now and that we could change the policy or budget for additional delegates. Questioned if bylaws will need to be changed, noting that could not be done until the April meeting, however National needs notification prior to that. Motion carried.

Nominations: Noted if anyone is interested in serving on a National committee they need to let the local board know. Keith noted a committee will be formed for state nominations and encouraged locals to provide potential candidate names.

Bylaws Committee: Keith noted he will contact Ted and get a committee appointed to review the bylaws.

Miscellaneous:

Jay noted that Van Mueller will cost about \$2,000. Discussed a request from NDSU for an endorsement letter for their curriculum – consensus that was a local request.

Bobo Award: Keith asked all locals to make an effort to follow the Bobo award as a guideline and noted Minot was the only local in the state to earn the award last year and they were one of 5 in the nation to get the Platinum Award.

Bylaws:

Harlynn moved to approve the amendment to the Lake Region bylaws which reduced their dues by \$20 annually, Norbert seconded. Motion carried.

Other:

Norbert noted that Human Services and the Insurance Department are working on a long term care flyer however there are no funds to distribute at this time but it will be sent by email to members. Noted many accountants are not aware of the tax credit and that we have sent them a note asking them to put something in their newsletter to get the word out.

Pat noted that Mark Gungor, who was the closing speaker at National, will be coming to Bismarck for a presentation entitled “Laugh Your Way to a Better Marriage” on January 22nd and encouraged people to attend.

Phil noted the drawing for a flat screen TV that is being held for IFAPAC, tickets are \$10 for one or \$50 for a length of tickets. The drawing will be held at their awards banquet in December.

Dave asked that the list of Senators who are on the fence about the public option be sent out to all members encouraging them to make contact. He also noted he will be hosting a fundraiser for Pomeroy and encouraged contributions.

Keith asked Elaine to share her thoughts on attending the National convention for the first time. Elaine stated it was overwhelming, with outstanding lectures, great people, fun and a learning event. She noted more members need to attend conventions or be involved in leadership to know what it is all about.

With no further business, Keith thanked the members for attending and noted that we have a long road ahead. The meeting was adjourned at 2:10 p.m.

Respectfully Submitted,

Keith Phillips, LUTCF
NAIFA-ND President

Jaford Burgad, LUTCF
NAIFA-ND Secretary

Nancy L. Buechler
Association Executive

Date