

**NAIFA Idaho
Board of Directors Meeting
Thursday, September 20, 2018
Farm Bureau, Twin Falls, ID**

- CALL TO ORDER President Kent Lance called the meeting of the NAIFA Idaho Board of Directors to order at 9:04 AM on Thursday, September 20, 2019. Those present included Steve Widmer, David Hruza, Guy Stubbs, Debbie Dale, Rod Carr, Hyatt Erstad, Kraig Dahl, Trent Yost, Debbie Flandro, Kent Lance and Kyra Gibson.
- PRESENT
- 06/20/2018 MINUTES APPROVED The minutes of the meeting held on Wednesday, June 20, 2018 were presented (see attached). In the minutes there needs to be a change under new members from 204 to 2-4 indicating somewhere between two and four members joined at convention. Guy Stubbs moved to approve the minutes. Seconded. Passed.
- 07/01/2018 - 09/18/2018 FINANCIAL REPORT Guy Stubbs presented the financials from July 1, 2018– September 18, 2018 (see attached). Debbie Dale moved to receive and file the financials as presented. Seconded. Passed.
- NATIONAL COMMITTEEMAN REPORT Debbie Dale gave a national committeeman report. New trustees and board members were elected on the national level at the national convention. This marks the first time in NAIFA history that there are female presidents consecutively. There will be a lot of rebranding in 2019, national is working with a firm that does commercial advertising to help tell the story, “why you need to be using a NAIFA member”. More information is available at advisoryoustrust.org. Dirk Kempthorne, former Idaho Governor received The Inaugural Defender of Financial Freedom Award. There was a three-hour metering on the implantation moving forward for NAIFA 2020. Tom Michael is a person that we can reach out to as a resource. There is also going to be a road map on the NAIFA website to serve as a guide. Locals need to file their dissolution by January 1, 2019, there should be more information about that coming soon. Hyatt joined the meeting at this time. Starting on January 1st there will be a new board structure, Area VPs will go off of the state board. The board will consist of five members of the executive committee and one representative from each affiliate which will be referred to as Vice Presidents. Debbie Flandro joined the meeting at this time. Starting in 2019 we will be moving to a calendar year for our financials. National has moved to a universal dues structure, effective January 1st, the dues have been increased for Idaho members to \$55 a month, for a total of \$660 per year.
- UPDATE BY-LAWS Debbie Dale reviewed the updated by-laws with the board. We currently have 163 members. Trent Yost moved we present the by-laws to the membership for a vote. Seconded. Passed.
- NATIONAL COMMITTEEMEN REPORTS President Kent Lance turned the meeting over to the national committeemen for their local reports:
- Rod Carr reported he has been waiting on this meeting to get some direction moving forward. Boise is unsure about what the next steps are.
 - Debbie Flandro reported that Southeastern is in similar situation as Boise and has been in a holding pattern waiting for the bylaw changes and the implementation plan. At their last meeting they had the chairman of Your Health Idaho speak. Their October speaker is on disability insurance. Their awards banquet is scheduled for the end of the year.

- In Southern David Hruza is the current president and will move forward as the Vice President. At this time there are no meetings scheduled.

CHANGING OF ELECTION/CONTRACT YEAR

The board discussed how the election of board members will work moving forward due to the change in the fiscal year. It would be a period of transition for 2019 but would make more sense to have a fiscal year that aligns with the elections. Debbie Dale moved to change our fiscal year to a calendar year starting January 1, 2019, along with officer elections and the contract for the executive director. Seconded. Passed. Kent Lance left the meeting at this time and Steve Widmer assumed responsibility as the chairman.

FINANCIAL RECAP

Kyra Gibson discussed the financial loss that we took from convention, because of that we are looking to end the year in the red. We tried something new at convention and took a big risk that did not pan out financially. Looking ahead we will be moving the convention back to Twin Falls or Burley and focus on keeping costs down this year. We do have a CD that is maturing in November and the board needs to decide if it will be reinvested or not. Kyra offered to work November and December without pay in order to help end the year in the black. Guy Stubbs moved that the CD maturing in November not be re-invested but moved into a savings account and that NAIFA Idaho continue to pay Kyra her full salary through the end of the year. Seconded. Passed.

NON DUES REVENUE

Kyra asked that the board take a look at creating non-dues revenue as a way to sustain the organization. Debbie Dale shared about a program Louisiana does with a caravan of speakers around the state. One idea was to have a central location and video stream it to other areas, Idaho Association of Health Underwriters did a webinar and it was very well attended. It was a good way to generate revenue however the board wondered if that would create disengagement and the feel of an “empty room” at the main location. Trent moved that a sub-committee be created to investigate how to generate non-dues revenue for the state. Seconded. Passed.

BOARD AGREEMENT

Kyra asked that the board considering adopting some new items to create a board agreement that would serve as a guide for what is expected from individuals while serving on the NAIFA Idaho Board of Directors (see attached). The board unanimously agreed upon the following:

- Board members need to attend 80% of the meeting each.
 - 4 full board meetings a year and EC meetings as needed year.
 - Attend 3 out of the 4 meeting and make 2 in person unless there are extenuating circumstances.
- Board members should attend state convention barring circumstances beyond their control.
- Board members should try and recruit a new member each year.
- Andrew Linesman, may be willing to chair the YAT position and be required to plan events every year.
- Vice Presidents required to call lapsed members each month.
- Need to contribute \$150 each year to the PAC

GOLF TOURNAMENT

Since the state convention will no longer include a golf tournament we need to look into planning one at another time of year. The board has considered doing multiple tournament a year, perhaps a Twayne Buhler Tournament and then possibly multiple tournaments in different parts of the state. May be a good way to engage affiliate members to help with fundraising, staffing etc.

NEW SECRETARY

In January with the restructuring we will no longer have a state secretary. The Executive

Committee will need to appoint someone to that position and then hold elections either at convention or later in the year at a fall business meeting. Debbie Dale agreed to reach out to Garth Hassel or Michelle Guzman and see if they would be willing to serve.

FORMER LOCAL
FUNDS

Kyra is going to reach out to Dan Buck and Al Reagan to try and secure the remaining funds from their locals and get them turned into the state.

ADJOURNAMENT

Guy Stubbs moved to adjourn the meeting at 11:42AM. Seconded. Passed.

Respectfully submitted,

Kyra Gibson
Executive Director

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