



**Board Meeting**  
**November 18, 2011**  
**11:00 am to 2:00 pm**  
 Bishop's Lodge Ranch Resort & Spa  
 1297 Bishop's Lodge Rd  
 Santa Fe, NM 87501

|                     |   |
|---------------------|---|
| <b>Facilitator:</b> | Reese Edwards, Vice Chairman  |
| <b>Attendees:</b>   | Board Members: Supt. John Franchini, Bruce Butler, Carole Henry, Celia Ameline, Diana Hobbs, JR Damron, MD, Kurt Shipley, Richard Anklam<br>Advisors: Liz Leif, Mary Behm, Trina Marshall, Janelle Brookhouser<br>Staff: Mike Nuñez, Claudia Vargas-Sitrick |
| <b>Absent:</b>      |   |
| <b>Recorder:</b>    | Mike Nuñez; Claudia Vargas-Sitrick  |
| <b>Attachments:</b> | 1. Agenda   |

**Agenda Topics:** Call To Order / Review of Agenda - Reese Edwards – Vice Chairman

| Discussion:  | Conclusions: | Action Items:  | Responsibility: | Due: |
|--|--------------|--|-----------------|------|
| Meeting called to order at 11:10 am. The Chair welcomed the board members; asked for approval of September 23, 2011 minutes. |              | <b>Motion to approve Annual Board Meeting September 23, 2011:</b><br>First: Supt John Franchini<br>Second: Carole Henry<br><b>Motion Passed Unanimously.</b> |                 |      |

**Agenda Topics:** Finance Committee - Kurt Shipley

| Discussion:  | Conclusions:   | Action Items:  | Responsibility: | Due: |
|--|--|--|-----------------|------|
| <ul style="list-style-type: none"> <li>- October Financial Statements reflected a loss of \$449K or 49% below the Budgeted loss.</li> <li>- The Finance committee reviewed the proposed budget and added a modification of an additional \$100,000 in budget assigned for exchange expenses, under the same premises as last year.</li> <li>- 4<sup>th</sup> Quarter staff bonuses were approved following Mike's recommendations.</li> <li>- Financial disclosure for all governor appointees should be filed with Secretary of State.</li> </ul> | <p>Finance committee recommends approval of the 2012 budget as presented.</p> <p>Staff will coordinate with Secretary of State and provide paperwork to board members.</p> | <p><b>Motion to approve NMHIA 2012 proposed Budget with modification incorporated.</b><br/>           First: Reese Edwards<br/>           Second: JR Damron, MD<br/> <b>Motion Passed Unanimously</b></p> <p><b>Motion to file with the Secretary of State Financial disclosures for all governor appointees.</b><br/>           First: Celia Ameline<br/>           Second: Diana Hobbs<br/> <b>Motion Passed Unanimously</b></p> |                 |      |

|  |  |  |                        |             |
|--|--|--|------------------------|-------------|
| <b>Agenda Topics</b>   | Operations Committee - Carole Henry  |  |                        |             |
| <b>Discussion:</b>   | <b>Conclusions:</b>  | <b>Action Items:</b>   | <b>Responsibility:</b> | <b>Due:</b> |
| The Operations/Benefits meeting was postponed due to former committee members positions being vacated. The Chair announced she is recruiting new members.  | Celia Ameline offered to be part of the committee.   | <b>Motion to add Celia Ameline on the Operations/Benefits Committee.</b><br>First: Reese Edwards<br>Second: Carole Henry<br><b>Motion Passed Unanimously</b> |                        |             |
| <b>Agenda Topics</b>   | Marketing Committee -Celia Ameline   |  |                        |             |
| <b>Discussion:</b>   | <b>Conclusions:</b>  | <b>Action Items:</b>   | <b>Responsibility:</b> | <b>Due:</b> |
| - Marketing inquiries and web statistics were reviewed (1300 inquires YTD through October 31 <sup>st</sup> ).<br>- The new website was released November 1, 2011.<br>- Market focus going forward will be promotion of new HDHPs and new carrier offerings<br>- Staff will participate in KOB TV Health Fair – Jan 28 <sup>th</sup> and 29 <sup>th</sup>   |  |  |                        |             |
| <b>Agenda Topics</b>   | Human Resources Committee - Mike Nuñez   |  |                        |             |
| <b>Discussion:</b>   | <b>Conclusions:</b>  | <b>Action Items:</b>   | <b>Responsibility:</b> | <b>Due:</b> |
| Executive Director presented a second revised employee handbook for the Committee's review.  | Board consensus was to approve the handbook with the revision of the last paragraph of 2.7, page 5, changing the word "Alliance" to "perform". | <b>Motion to Approve NMHIA Employee Handbook adopted as amended.</b><br>First: Reese Edwards<br>Second: Celia Ameline<br><b>Motion passed Unanimously</b>    |                        |             |
| <b>Agenda Topics</b>   | Carrier Member Election Results  |  |                        |             |
| <b>Discussion:</b>   | <b>Conclusions:</b>  | <b>Action Items:</b>   | <b>Responsibility:</b> | <b>Due:</b> |
| Executive Director presented 2011 carrier member voting results.   | 273 votes were recorded to re-elect Carole Henry as NMHIA carrier member director for a 3 year term July 1, 2011 to June 30, 2014.             |  |                        |             |
| <b>Agenda Topics</b>   | Executive Director Report - Mike Nuñez   |  |                        |             |
| <b>Discussion:</b>   | <b>Conclusions:</b>  | <b>Action Items:</b>   | <b>Responsibility:</b> | <b>Due:</b> |
| October 2011 Financial / Enrollment results;<br>- Total invoiced premiums were 1% below budgeted projections at \$15.6M.<br>- Administrative Income was up approximately 1% over budget at \$578,875.<br>- Total Expenditures were \$1,022,609 or -25% under-budget.<br>- Total covered lives as of October 2011 were 3,796 representing a 3% decline when compared to October 2010.<br>- 2012 Alliance budget details are provided under Exhibit 4.4, Scenario B. |  |  |                        |             |

| <b>Agenda Topics</b>   |   | NMHIX Implementation Strategy- Mike Nuñez |                        |             |  |
|--|---|---|------------------------|-------------|--|
| <b>Discussion:</b>   | <b>Conclusions:</b>   | <b>Action Items:</b>                      | <b>Responsibility:</b> | <b>Due:</b> |  |
| Executive Director presented Exchange project plans describing the required grant activities and deliverables.                           | <p>By consensus of the Board, Executive Director should proceed with the following assignments:</p> <ul style="list-style-type: none"> <li>- Deliver an Alliance Business Plan/Roadmap to Governor Martinez and Keith Gardner.</li> <li>- Work with the OHCR and finalize Memorandum of Understanding between NMHIA and OHCR/HSD.</li> <li>-Regarding Exchange press and communication; determine the proper protocol to be used between Alliance and OHCR/Governor's office to minimize political conflict.</li> <li>-Determine the best approach to incorporate the participation of the Advisory Groups and stakeholders.</li> <li>- Authorization to start the staffing process subject to the release of an Executive order and completion of the Memorandum of Understanding.</li> <li>-Investigate alternative procurement methods to develop an Alliance/Exchange RFI for IT services and system options that will optimize grant funding.</li> </ul> |   |                        |             |  |
| <b>Agenda Topics</b>   |   | Vice Chairman, Reese Edwards              |                        |             |  |
| <b>Discussion:</b>   | <b>Conclusions:</b>   | <b>Action Items:</b>                      | <b>Responsibility:</b> | <b>Due:</b> |  |
| Reese Edwards voiced his wish to step down as the Vice Chairman of the Board giving the opportunity to new board members to participate. | Board members individually spoke of their appreciation for the guidance Reese has provided to the Alliance.   |   |                        |             |  |

| Agenda Topics  | Next meeting dates/Adjournment  |   |                 |      |
|--|---|---|-----------------|------|
| Discussion:  | Conclusions:  | Action Items:   | Responsibility: | Due: |
| <p>2012 meeting dates were reviewed. After New Years proposed to have meetings at least once a month. Adjourned 1:30 PM.</p> | <p>Additional Board meeting dates will be coordinated with release of Exchange Executive Order.</p> | <p>Next Board meeting dates are:<br/>           January 20, 2012<br/>           April 20, 2012<br/>           June 22, 2012<br/>           September 21, 2012.</p> <p>Locations to be determined.</p> <p>Board retreat is scheduled for November 8<sup>th</sup> and 9<sup>th</sup>.</p> <p><b>Motion to Adjourn</b><br/>           First: Reese Edward<br/>           Second: JR Damron, MD<br/> <b>Motion passed Unanimously</b></p> |                 |      |