


Board Meeting Sign in Sheet: January 23, 2023
10 am to Noon PT
Location: In Person/Zoom

Executive Board	Title	INITIAL		
Tim Kanter	President	x		
Rosamaria Marrujo	President-Elect	x		
Sue Wakamoto-Lee	Immediate Past President	x	Quorum:	22
Shannon Zajec	VP Finance	x		
Paul Roberts	VP Legislation	x		
Irma Romero	VP Membership	x		
Dawn McFarland	VP Professional Development	x		
Jack Holder	VP PAC	x		
Charlotte McPherson	VP Public Affairs	x		
Elizabeth Underhill	VP Corporate Relations	x		
Kristie Scavarda	VP Communications	x		
Vanessa Ignacio	VP Community Outreach	x		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Adam Rochon	President CCAHU			
	President DCAHU			
Janet Powelson	President GGAHU	x	Cathy Little	x
Henry Romero/Shelly Hoover	President IEAHU	x	David Johnston	
Josh Kaufman	President LAAHU	x	Dede Kennedy	

John Evangelista	President OCAHU	x	Sarah Knapp	
Helen Ornellas	President SAHU	x	David Brabender	
David Parker	President SDAHU	x	Richard Haisha	x
Laura Murphy	President SBAHU	x		
Jennifer McKenzie	President SVAHU	x	Michael Traynor	
Stephanie Berger	President VCAHU			

STAFF: COMMITTEE CHAIRS:

Faith Borges x
 Pat Stiffler, Awards Chair x
 David Garcia, Medicare Co-chair x
 Kerri Sanford, Medicare Co-chair

GUESTS:

Rod Owen, Ventura
 Jasmine Keating
 Jessica Brooks – Woods
 Eric Kohlsdorf
 Diana Moffitt, Santa Barbara
 Patrick Burns, Golden Gate

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CAHIP Board of Directors Meeting Minutes

1/23/2024, 10 am – Noon PT

- President Tim Kanter called the meeting to order at 10:06 am and reviewed the Antitrust Reminder
- Roll Call
- 10:09 am Jack shares his “Why.”
- Consent Agenda
 - Motion to approve consent agenda. Dawn first, Paul seconds, motion carried.
- Tim Kanter gives President report.
 - Discussed Anti-Trust policy - Board members are subject to Anti-Trust policy; a board member from a local chapter sent an email to a company expressing their dislike for a company decision, used CAHIP signature, breach of anti-trust. Tim spoke with the board member, could have carrier repercussions.
 - Anything board members are posting & communicating they need to make sure they are not violating Anti-Trust policy.
 - BenefitMall Sponsor Update:
 - Brian Sullivan wanted to be a sponsor of state and 6 Southern local chapters; he gave \$12,500 – CAHIP gave BenefitMall a Silver sponsorship; took number of members in six chapter (\$7.46 per member) and split the money in each chapter - \$5000 stays at state level; \$7500 goes to local chapter. BenefitMall wants Bronze level sponsorship at each local chapter – funds to be delivered to chapters in the next couple of months. Here are the chapter funding breakdowns:
 - Inland Empire has 154 members and will receive \$1,148.84.
 - Los Angeles has 276 members and will receive \$2,058.96.
 - Orange County has 278 members and will receive \$2,073.88.
 - Santa Barbara has 56 members and will receive \$417.76.
 - San Diego has 173 members and will receive \$1,290.58.
 - Ventura County has 69 members and will receive \$514.74.
 - Brian wanted SoCal because that is his territory, spoke with his NorCal counterpart who was not interested in doing something similar, Rosamaria and Jennifer volunteered to reach out his NorCal counterpart.
 - Wave of future – get carrier/partners to give one big check and divide amongst state/local chapters.
 - Excel Health plans bought Board of Directors dinner last night –

- Eric Kohlsdorf speaks about national partnerships at NABIP level:
 - Jessica and Eric working on national membership – it is difficult for local chapters to secure sponsorships.
 - NABIP is working to secure national sponsorships to take the pressure off local chapters.
 - In Idaho all sponsorships are done at the state level and divvying up to local chapters
 - Excel Health is the first sponsor NABIP is working with for a country-wide sponsorship.
 - Eric envisions doing regional sponsorships as well.
- Jessica Brooks-Woods talks about her vision to help state and local chapters thrive and grow:
 - Looking to create long lasting, transformative partnerships.
 - Looking at partnerships with a variety of companies and what they can support to chapters – marketing support, tech support – based on what chapters need.
 - Decision will be made at the national level as to what financial breakdown will be with partnerships (how much each state gets)
 - Thanks LA Chapter for kicking off the relationship with Excel Health
 - Tim opens the floor for questions.
 - Helen Ornella- first instinct is to be opposed to this idea. SAHU is very successful securing sponsorships, has Executive Director reaching out to sponsors, feels like this is a “single payer” process.
 - Tim explains the new sponsorship model is in addition to what local chapters do - it will only bring additional dollars.
 - David Parkers feels it will eat into current sponsorship dollars they have – been very successful.
 - Elizabeth Underhill has been disappointed in how difficult is to get annual sponsors on a state level.
 - Felt encouraged by the Innovation Expo – it was an event that got everyone excited.
 - It was a large sum of money that would never have gone to local chapters – money in this new sponsorship format will add additional funds.
 - Tim states that we will have discussions to figure out how to divvy up funds.
 - Dede Kennedy says that the LA Chapter is losing money because of the Excel Health Plan and BenefitMall sponsorships – is in favor of new partnership model but wants to make sure they can still balance their budget.
 - Tim suggests we look at it from a big picture perspective, feels that everyone wins and reminds local chapters that

there are still opportunities to work with partners on the local levels.

- The new partnership model will help the local chapters – they will spend less time doing the job of asking people for money, NABIP/CAHIP will do their best to make sure every local chapter is made whole.
 - We are all on the same team – we are NABIP.
- Jasmine Keating shares her vision with new NABIP position:
 - The Strategic and Innovation Department at NABIP – goal is to bridge the gap between state and local chapters.
 - Meeting with local chapters to understand everyone's needs and build tools to support local chapters.
- Sue Wakamoto-Lee believes in new structure will help all local chapters – let's not lose any local chapters.
- Patrick Burns suggests all local chapters share what Bronze level sponsorships cost
- Ricky Haisha wants to know more about BenefitMall's expectations from local chapters.
 - Tim suggests local chapters give them bronze level sponsorship – give them respect for their large donation.
 - Tim thanks LA Chapter for being gracious as they are losing money with the BenefitMall sponsorship.
- Tim discusses Faith Borges new job:
 - Faith wants to still work with CAHIP – her new company is Actum – she has requested to continue her agreement with CAHIP moving forward.
 - We do not have a contract with Cal Advocates – no contract can still work with Faith starting February 1.
 - Sue, Tim, Pat Burns, and Rosamaria discussed and met with the new firm – they believe there are only benefits to staying with Faith & the new firm – it is national, gives more exposure.
 - All four believe it is a good move to stay with Faith.
 - Sue Wakamoto – Lee – we do have a P&P to get new biz, but we need someone to help us to get through Capitol Summit
 - Sue makes motion to terminate Cal Advocates, join with Faith on February 1 and bypass P&P to get bids, Dawn seconds.

- Open for discussion
 - Cathy Little asks if it impacts budgets, will Faith be exclusive.
 - Tim tells the group we were able to lower the rate from 13K to 12K.
 - Faith has been working with several companies while at Cal Advocates and serving CAHIP at new firm she will be more in-depth with CAHIP.
 - Faith believes her new role at Actum will allow her to spend more time on CAHIP.
 - Dede Kennedy is concerned about Mike Belote – how can we appreciate the role he played; Dede is excited for Faith's new role – what are her other clients.
 - CAHIP is her only healthcare client.
 - Paul believes that the new firm is a huge step up.
 - Motion carries.
- Sue Wakamoto-Lee gives Past President report.
 - Call for Nominations email went out on Friday.
 - If anyone wants to be on Nomination Committee let Sue know
- Rosamaria Marrujo gives President-Elect report.
 - Rosamaria wants to work with Local President and Jasmine to help enhance sponsorship programs.
- Nikki Leske gives Executive Director report.
 - Asks everyone to post on LinkedIn about CAHIP Innovate
- Pat Stiffler gives Awards Report
 - Award Winner:
 - Small Chapter of the Year: Golden Gate
 - Medium Chapter of the Year: Sacramento
 - Large Chapter of the Year: Orange County
 - Outstanding Medium Chapter Newsletter: Sacramento
 - Outstanding Large Chapter Newsletter: Orange County
 - Outstanding Social Media Award: Golden Gate
 - Outstanding Website: Sacramento
 - Member of the Year: Stephanie Berger
 - Forgot membership awards – should still do it and make a big splash on social media.
 - Rosamaria asks if this is a new awards schedule – Pat not sure – deadline be in September? Create a new award year.
 - Will put winners in communications for (Landmark Award)

- Elizabeth Underhill gives Corporate Affairs report.
 - Energized by Innovation Expo
 - Spoke with every sponsor at the event, called them partners, plugged annual partnerships, talked about growing relationships.
 - Got positive feedback from partners.
 - Partners want more flexibility in packages (state/local chapter)
- Jack gives PAC report.
 - Have money, need more.
 - Sent out list of monthly contributors to PAC Chairs and asked them to discuss it at their board meetings.
 - \$24 for 2024 promotion
 - 4 new contributors (one monthly) from Innovation Expo
- Dawn McFarland gives Professional Development report.
 - Chapters are doing a collaborative event, presents PD Committee sheet to reach out to sponsorships.
 - Each chapter decides what number they want.
 - Marketing for each chapter
 - Lisa suggests that this should be done at the beginning of the fiscal year, should be ready by August and should be the biggest events.
 - Collaborative energy at Innovation Expo, thanks board members, committee members and Lisa and Nikki
 - Starting to plan for next year now.
 - Medicare Webinar in February
 - In person leadership forum in DC – 2 people from each chapter can attend.
- Charlotte McPherson gives Public Affairs report.
 - Reach out to Marshall Allen to do a collaboration about transparency – “Power to the Patients.”
 - Dede informs everyone this is from Excel Health – Dede to connect Charlotte with Excel Health
- Vanessa Ignacio gives CAHIP Foundation report.
 - DBA has been approved – officially CAHIP Foundation
 - Promotes mentorship/membership postcard.
- David Garcia gives Medicare report.
 - Discusses upcoming Medicare events.
- Shannon Zajec gives Finance report.
 - P&L with prior period comparison:
 - Membership Dues YTD \$173,928. This is 16% up from this time last year. Net Revenue YTD \$43,330. While this number is going to change throughout the fiscal year, it's important to note here because at this time last year our net revenue was -\$87,100.
 - Budget vs. Actuals:
 - New Annual sponsors will now be allocated 50% revenue to Engage and 50% to Cap Summit.
 - NABIP membership dues \$13,477 deposited 1/2/24 for Nov. \$7,825 ADM Adjustment deposited on 12/27/23 for Aug and Sept, additional ADM deposit expected for Oct-Dec.

- Deposit expected of \$3,224.70 from North Valley closure, need to hold for two years.
- The annual sponsorship goal is \$82,000. Currently, we have raised \$50,250 leaving us short \$31,750. Last year, we raised \$56,000. We still need all board members to assist in getting additional sponsorship.
- New sponsors!
 - Welcome the new annual sponsor Prosperity Group Benefits.
- New sponsorships committed and invoiced but not yet received for new sponsorships: Benefitmall and CrankWheel, totaling \$6500.
- Reminder: Reimbursement requests must be received in the CAHIP office within 45 after the expense and will not be made until all forms are completed and receipts are received.
- For the Innovate conference all board members who attend the board meeting in person will be reimbursed for their travel. Chapter President or Chapter Representative will be reimbursed for travel as well.
- Since we had to dip into reserves due to the revenue discrepancy we have been experiencing, our goal is to restore reserves to 100% by fiscal year end 6/30/25.
- Recommend moving \$25,000 from Schwab MMA account to Schwab 3mo Treasury Bills for better interest rate paying 5.37% interest. Alternative options are Summit Bank 6mo CD term is paying 4.6%, Schwab 6 mo CD is paying 5.19%. Other banks paying up to 5.5%.
 - Shannon makes motion to move 25k to money market, to Schwab treat, Paul seconds - motion carries.
- Need additional funds to pay back reserves.
- Shannon makes motion to accept financials, Dawn seconds – motion carries.
- Paul Roberts gives Legislative report.
 - In 2nd year of two year leg cycle
 - CA legislators running for re-election.
 - Any bills that failed in the first year can come back and be resurrected.
 - Single payer spot bill – died – no single payer on slate.
 - Feb 16 new bills are submitted – around 10 percent are related to healthcare – Faith and Paul will review bills to see what CAHIP wants to follow etc.
 - Announces Bill Review event in San Diego on March 7th.
 - Proponents of single payer (nurses) say to look out for single payer resolutions.
 - Gov Newsom budget has a 38-billion-dollar budget – to fund single payer is 500 billion dollars – CA does not have the funds.
 - CA expanded Medi-Cal coverage making it available to everyone who qualifies (including undocumented immigrants) – universal healthcare.
 - Legislative webinar on February 1st
- Irma Romero gives Membership report.
 - Membership numbers have dropped.
 - 1480 CAHIP members
 - Ask the Board of Directors to encourage Membership chairs to show up to meetings.
 - Membership campaign in March (March Madness)
 - Local chapters need to reach out to lapsed members.

- February – encourage members to invite a friend to the next chapter's meeting.
- Local Chapter Reports
 - Janet Powelson gives Golden Gate report.
 - Spoke with Jasmine about Golden Gate challenge to get members to come out to events.
 - The legislative event only had 25 attendees.
 - Focusing more on networking and socializing events
 - Under budget, have lost budget as is.
 - Henry Romero gives Inland Empire Report
 - Working to invite Desert Chapter members to become members of their chapter – having an event where these members are located.
 - PD have great events coming up.
 - Josh Kaufman gives Los Angeles Report
 - Breakfast Bites was a success and continues to be so.
 - Upcoming Happy Hour in February
 - Building out conference to be held at Skirball Cultural Center.
 - Mental Health Day in May
 - Day the Races in June
 - John Evangelista gives Orange County report.
 - Orange County Sales Expo on Feb 13th – exhibitors almost sold out.
 - Golf tournament in April
 - Sponsorship dollars are up.
 - Membership is a challenge.
 - Succession planning has started.
 - Helen Ornellas gives Sacramento report.
 - SAHU is always open to share playbooks on what they do.
 - Three commitments for upcoming Presidents thru 2027-2028
 - Not a lot of Board turnover
 - Close to reaching sponsorship goal.
 - Rosamaria and business plans have been successful.
 - A lot of events coming up
 - David Parker gives San Diego report.
 - Medicare roundtable
 - Cornhole event
 - Doing financially well
 - Diana Moffitt gives Santa Barbara report.
 - Kudos to Innovation Expo
 - Wants to work on PD Sponsorship idea.
 - David Garcia gives Ventura report.
 - Well attended Medicare Zoom call.
 - 69 members
 - Jeniffer McKenzie gives Silicon Valley report.
 - Struggling with membership

- Goal to create more events to engage members.
- Event spaces in the area are expensive.
- Meeting adjourns at 12:08 pm.


Board Meeting Sign in Sheet: February 20, 2024
8:30 am to 10 am PT
Location: Zoom

Executive Board	Title	INITIAL		
Tim Kanter	President	x		
Rosamaria Marrujo	President-Elect	x		
Sue Wakamoto-Lee	Immediate Past President	x	Quorum:	23
Shannon Zajec	VP Finance	x		
Paul Roberts	VP Legislation	x		
Irma Romero	VP Membership	x		
Dawn McFarland	VP Professional Development	x		
Jack Holder	VP PAC	x		
Charlotte McPherson	VP Public Affairs	x		
Elizabeth Underhill	VP Corporate Relations	x		
Kristie Scavarda	VP Communications			
Vanessa Ignacio	VP Community Outreach	x		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Adam Rochon	President CCAHU	x		
	President DCAHU			
Janet Powelson	President GGAHU	x	Cathy Little	x
Henry Romero/Shelly Hoover	President IEAHU	x	David Johnston	
Josh Kaufman	President LAAHU	x	Dede Kennedy	x

John Evangelista	President OCAHU	x	Sarah Knapp	
Helen Ornellas	President SAHU	x	David Brabender	x
David Parker	President SDAHU	x	Richard Haisha	x
Laura Murphy	President SBAHU	x		
Jennifer McKenzie	President SVAHU		Michael Traynor	x
Stephanie Berger	President VCAHU			

STAFF: COMMITTEE CHAIRS:

Faith Borges

Pat Stiffler, Awards Chair x

David Garcia, Medicare Co-chair x

Kerri Sanford, Medicare Co-chair x

GUESTS:

Rick Coburn

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CAHIP Board of Directors Meeting Minutes

2/20/2024, 8:30 – 10:00 am PT

- President Tim Kanter called the meeting to order at 8:33 am and reviewed the Antitrust Reminder
- 10:09 am Shannon Zajec shares her “Why.”
- Approval of Consent Agenda and January Minutes.
 - Rosamaria gives motion to approve, seconded by Shannon. Motion carried.
- Tim Kanter gives President report.
 - Everyone is moving along with their roles.
 - Bill Review coming up.
 - A lot going on in the second half of the year.
 - Looking forward to Cap Con.
- Sue Wakamoto-Lee gives Past President report.
 - Governance committee still working on P&Ps.
 - First Nomination Committee meeting last week. Not well attended.
 - Only have two nominations.
 - Chapter Presidents need to elect someone from the board to represent on Nominations Committee.
 - Email Sue/Nikki for nomination forms.
- Rosamaria Marrujo gives President-Elect report.
 - Rosamaria makes a push for Board nominations.
 - Working with chapters to help boards plan concession plans.
 - Met with Jasmine from NABIP on how to support local chapters. Very eager to help.
- Nikki Leske gives Executive Director report.
 - Asks for people to send videos/pics from Cap Con.
- Pat Stiffler gives Awards Report
 - Started working on the Landmark Award.
 - Needs to show Membership outreach.
 - Needs to be done by March 31.
 - Need to show a media PowerPoint presentation.
 - Applied for Legislative award.
 - Irma and Pat to talk about Membership awards.
- Elizabeth Underhill gives Corporate Affairs report.
 - Excited from the impact of Innovation Expo. Hoping to get sponsors in from it.

- Working on sponsorships.
- Jack gives PAC report.
 - Initiating a \$24 for 24 campaign or a minimum of \$10 a month.
 - 77 monthly contributors – the goal is to get to 100 contributors.
 - Most of Board is giving monthly. Ask President Chairs to share info with local chapters.
 - PAC event at CapSummit – looking for sponsors.
- Dawn McFarland gives Professional Development report.
 - Dawn shares joint Sponsorship sheet created to send out to sponsors to make it easier for sponsors to support more than one chapter at once and see all the sponsorship opportunities throughout the State.
 - Great profit from Innovation Expo.
 - Medicare webinar on Thursday.
 - Social determinants of health webinar in March.
 - Promotes Leadership Forum in DC.
- Charlotte McPherson gives Public Affairs report.
 - Meeting with Foundation to discuss transparency and tools to use.
 - Marshal Allen launched chatbot on billing.
- Vanessa Ignacio gives CAHIP Foundation report.
 - Meeting with Charlotte.
- David Garcia gives Medicare report.
 - David did a successful presentation in OC.
 - Did a Zoom on Inland Empire.
 - Medicare webinar this Thursday.
- Shannon Zajec gives Finance report.
 - P&L with prior period comparison:
 - Membership Dues YTD \$192,794.34. This is 10.8% up from this time last year. Net Revenue YTD \$21,917. While this number is going to change throughout the fiscal year, it's important to note here because at this time last year our net revenue was -\$90,400.
 - Innovation Expo Net Income: ~\$22,000, this was an unbudgeted event so great news!
 - Annual sponsors will be allocated 50% revenue to Engage and 50% to Cap Summit.
 - NABIP membership dues deposits of \$18,865.
 - Annual sponsorship goal is \$82,000 (\$41,000 Cap Summit and Engage).
 - For Cap Summit we have secured \$22,250 in annual sponsors and need an additional \$18,750 annual sponsorships and \$14,000 in event sponsorships. We request that all Board members assist in getting additional sponsorships.
 - Moved \$25,000 from Schwab MMA account to Schwab 3mo Treasury Bills for better interest rate, maturity date 4/25/24. Anticipated interest approximately \$315/quarter.
 - Reminder: Reimbursement requests must be received in the CAHIP office within 45 after the expense and will not be made until all forms are completed and receipts are received.

- For the Innovate conference all board members who attended the board meeting in person must submit their reimbursement request for travel by 3/8/2024.
- Since we had to dip into reserves due to the revenue discrepancy we have been experiencing, our goal is to restore reserves to 100% by fiscal year end 6/30/25.
- Total Accounts:
 - \$69,528.16 Summit State Checking Account Balance Ending on 1/31/24
 - \$20,521.50 Schwab MMA
 - \$24,696.08 US Treas (Schwab Acct, 3 month not liquid)
 - \$19,845.21 Schwab Fixed Income (not liquid)
 - \$134,590.95 Total Accounts
 - \$20,521 Liquid Assets (checking + Schwab MMF)
 - \$82,369 Needed to fund reserves (6 mo. Expenses – Liquid Assets)
- Shannon makes a motion to accept financials. Henry Romero seconds. The motion is carried.
- Paul Roberts gives Legislative report.
 - Paul working with Chapter President and Leg Chairs on Cap Con – scheduling appointments, talking points, etc. of meeting with House members.
 - Paul, Tim & Rosamaria meeting with California Senators.
 - Reminds everyone we are representing NABIP at Cap Con and to only discuss NABIP issues.
 - On Feb 16, new bills were introduced.
 - Faith reviewed each bill to tag bills of interest for CAHIP.
 - Faith and Paul are meeting on Thursday to review the bills that she tagged.
 - Once they choose the bills, they will farm them out to Board and Leg Chairs to review ahead of time for Bill Review.
 - At Bill Review, all bills will be discussed and decided upon as to how CAHIP wants to react to the bills (support, oppose, watch).
 - AB 2200 - New single payer bill was introduced.
 - Not a spot bill. It is very long and includes details on how CA will construct a single payer system. It will not pass but we need to stay on top of it. It does not include and information on how the state will fund this proposed system.
 - Bill makes it clear that the contents of bill cannot be enacted until HHS says that there are funds to pay for it.
 - Working on letters of opposition with coalition.
 - All 80 assembly members, half of Senate up for elections.
 - As of January 2024, every resident in state eligible for health care. Undocumented adults can participate in MediCal.
- Irma Romero gives Membership report.
 - 1,480 members. We are on an upward trend.
 - 36 new member applications in January
 - March membership campaign to kickoff next month:
 - Irma sent out video asking people to record and send a video about why they are a CAHIP member.

- Irma encourages chapters to get involved in campaign and discusses the point systems (1,2,3) for chapters to win (post a video, get someone to fill out member application, share CAHIP post).
- Tim asks if for anyone to stay on to record their “WHY” after meeting.
- Local Chapter Reports
 - Adam Rochon gives Central California report.
 - AI CE on Thursday.
 - Ramping up for Crab Feed on March 15.
 - Have a lot of sponsors so far.
 - New faces coming to events. Working to find new leadership.
 - Adam and VP of Leg to attend Bill Review.
 - Trying to get a group of people to Cap Summit in May.
 - Adam to invite Tim to next Board Meeting
 - Janet Powelson gives Golden Gate Report
 - Looking forward to DC. Have three other attendees going to Cap Con.
 - Golden Gate got 7 new members in January. Four members are from Blue Shield.
 - Have a well-planned Symposium on April 18.
 - Struggling for sponsorship.
 - Henry Romero gives Inland Empire report.
 - 151 members.
 - Hosted two meetings in February.
 - Hosted an in-person meeting in Desert city did not get a lot of RSVPs. Switched to Zoom with David Garcia to talk about Medicare. Had 20+ attendees.
 - Symposium coming up – former State senator and NABIP’s Dan Parker coming.
 - Josh Kaufman gives Los Angeles Report.
 - Held a happy hour at the Bike Shed.
 - Doing a virtual CE event in March.
 - Doing an event at Skirball in April. Working to secure sponsorships.
 - Looking for annual sponsors.
 - John Evangelista gives Orange County report.
 - Held a successful sales symposium. Have over 230 attendees – good mix of brokers/agents/carrier agents.
 - Expect 20K in profits.
 - Dede to conduct a Mental Health CE course on March 12.
 - CE available for everyone to use.
 - Golf event on April 22.
 - Net proceeds will go toward Cystic Fibrosis charities.
 - Women in Business event in May
 - Benefits New Hope.
 - Membership is flat.
 - Helen Ornellas gives Sacramento report.
 - Entering busy season – cornhole, PAC event.
 - Crab Feed coming up on March 15.

- Have an in-person Board meeting. Goal to get people more engaged.
- Ricky Haisha gives San Diego report.
 - Had a successful cornhole event. Was very good for CAHIP PAC. Had over 122 attendees. Still waiting for financial report.
 - Conducting Medicare roundtable webinars to target Medicare only members.
 - Six members attending DC.
 - Having an AI CE in-person in March.
- Laura Murphy gives Santa Barbara report.
 - Had a great conversation with Jasmine Keating to come up with strategies for Santa Barbara.
 - Lost Leg Chair (moving to Montana).
- David Garcia gives Ventura report.
 - Had a successful mixer. New people in attendance.
 - Number of events coming up.
 - Gives thanks to Ricky Haisha for sharing information about monthly Medicare meetings. David to be doing the same for Ventura starting in March.
- Michael Traynor gives Silicon Valley report.
 - Have a full Board.
 - Jennifer is working to fill Board positions.
 - Will have two attendees in DC.
 - Working on putting together events. Golf tournament coming up in June.
- Meeting adjourns at 9:46 am PT.