



## Board Meeting Minutes

**Meeting Description:** CAHIP Board of Directors

**Date and Time:** January 17, 2023 - 8:00 a.m. to 10:30 a.m.

**Location:** Zoom

*Requests to add agenda items may be presented under item II.*

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- 8:06 a.m. I. Welcome, Call to Order, Antitrust Reminder  
President Sue Wakamoto-Lee reviewed the Antitrust reminder.
- 8:08 a.m. II. Invocation – Faith Borges
- 8:12 a.m. III. Roll Call – Nathan Carlson Executive Director took roll.
- 8:14 a.m. IV. **Upon motion made by Tim Kanter and seconded by Vanessa Ignacio, the agenda shall be accepted. The motion carried.**
- 8:16 a.m. V. **Upon motion made by Brad Davis and seconded by Sandra Barr, the minutes of the December 20, 2022, Board of Directors meeting shall be accepted with the following changes. The President’s report is on page 6 of the packet. Remove railroad museum next to Capitol Summit. Samantha Siders has not resigned. The motion carried.**
- 8:17 a.m. VI. President’s Report President  
Sue Wakamoto-Lee welcomed everyone to the meeting today. Sue reported the CAHIP retired lobbyist Juli Broyles recently passed away. CAHIP is going to be sending an email to notify the CAHIP Members. Sue noted her report is in the Board packet.
- 8:20 a.m. VII. Immediate Past President Report Immediate Past President  
Brad Davis yielded his time.
- 8:25 a.m. VIII. President Elect Report President Elect  
Tim Kanter noted his report is in the Board Packet. Tim reported CAHIP Board nominations are open. If you know of anyone that is interested in serving on the CAHIP Board please send them to Tim.
- 8:30 a.m. IX. Executive Director Report Executive Director  
Nathan Carlson noted the Executive Director Status Report is included in the Board packet.
- 8:36 a.m. X. Consent Agenda President Sue Wakamoto-Lee  
Sue Wakamoto-Lee asked if anyone would like to remove their reports.
- Standing Committee/Directors Reports
    - Awards
    - Communications

- Corporate Affairs
  - PAC
  - Professional Development
  - Public Affairs
- Ad Hoc Committee Reports
    - Community Outreach (CAHU Foundation)
    - Medicare
    - Vanguard

**Upon motion made by Tim Kanter and seconded by June Taylor, the Consent Agenda a shall be accepted. The motion carried.**

8:20 a.m.      XI.      Finance Report      VP Finance

This month’s financials include the balance sheet and income statement for six months ending Dec 30, 2022. Dues deposit for October on December 2, 2022 was \$39,498; Dues deposit for November on December 30, 2022 was \$21,174. Our December financials reflect the accrual amount of \$25,000. We have a shortfall of approximately \$40,000 in membership dues from where we budgeted for the year. The budget changes that were approved at the last board meeting have been updated.

The finance committee received a request to add to the budget \$3,000 to purchase the domain name CAHIP.com. We already have secured cahiponline.com and cahiponline.org, but when we changed the name cahip.com was already taken. It's up for sale so it seems prudent to go ahead and purchase this domain as the main domain name moving forward with rebranding. There is no budget line item for this purchase so this needs to be approved by the board before it can be added to the budget.

The December 2022 financial statement was reviewed by the Board of Directors. The balance sheet shows total current assets of \$235,468.17. The income statement shows total income of \$182,297.91 and expenses of \$269,874.29 for a net of (\$87,576.38).

**Upon motion made by Cathy Little and seconded by Tim Kanter, the December financial report shall be accepted as submitted. The motion carried.**

**Upon motion made by Cathy Little and seconded by Charlotte McPherson, the Board approves spending \$3,000 on the chaip.com domain name. The motion carried.**

8:29 a.m.      XII.      Legislation Report      VP Legislation

Dawn McFarland reported on the proposed and final rules regulations. NABIP has a podcast on the proposed and final regulation. You can find the link to the recording in Dawn’s Board report. Dawn noted on the CMS update on the

Medicare marketing Rule, you do not need to record every call. You need to record calls that lead to an enrollment in a plan (not after enrolled service calls).

- Annual Update Webinar Jan 18, 2023 - 10:30 AM
- Bill Review in Sacramento March 9<sup>th</sup> (plan for all day 10:00 AM – 5:00 PM (Sacramento - Railroad Museum)
- Capitol Summit May 8-10, 2023 – The Committee will be meeting soon. Irma, Jack and Dede would like to be on the Committee.

Faith Borges reported the California budget is not official. It will be finalized in June. The State currently has a 30 billion dollar deficit.

8:35 a.m. XIII. Membership Report VP Membership  
Irma Romero discussed the membership report. Irma noted membership numbers this month are higher. The current membership number is 1,635. Irma is working on a new membership campaign. Irma thanked SBAHU for getting 15 new members. Please make sure to attend the next membership committee. Irma is working on getting a special speaker. Irma shared new membership documents that she created in Canva.

8:55 a.m. XIV. Local Chapter Reports Chapter Presidents

Sue reported NCAHU can be next month's highlighted chapter. OCAHU is going to be postponed.

DCAHU – Sandra Barr reported the DCAHU health care summit is going to be in May. DCAHU is not going to be able to send delegates Capitol Summit.

SBAHU – Laura Murphy noted SBAHU brought in fifteen new members. SBAHU is currently financially stable.

OCAHU – John Evangelista reported OCAHU membership count is at 305. He noted they are beating LAAHU on membership numbers. OCAHU had a recent meeting with Faith speaking. The next meeting is February 9<sup>th</sup>, 2023.

NCAHU – Vanessa Ignacio reported the chapter is running low on funds. Tim and Sue are looking into options for NCAHU.

GGAHU – Janet Powelson submitted the GGAHU Board report that is located in the packet. Emma Welsh is the new GGAHU Leg Chair.

LAAHU – June Taylor noted LAAHU had a very successful holiday event. The next event is the Mini CE Day.

SVAHU – Michael Traynor reported SVAHU had their holiday event. SVAHU is working on another member meeting. The golf tournament is SVAHU's biggest event.

SDAHU – David Parker reported SDAHU is financially strong. The next event will have Faith and Dawn speak.

SAHU – Rosamaria Marrujo reported the next event is the Crab Feed on March 31, 2023. SAHU has upgraded their sponsorship program. They have received many new sponsors.

9:29 a.m.      XV.      New Business

The board discussed the NAIFA booth trade. NAIFA would get a booth at the CAHIP Capitol Summit and CAHIP would get a booth at the NAIFA October conference. The board approves of the NAIFA booth trade. The trade will be beneficial for both organizations. Jack Holder, Heather Siems, and John Evangelista volunteered to attend the NAIFA event. David Parker is going to discuss with the SDAHU Board. CAHIP Is looking into getting sign and tablecloth printed.

9:31 a.m.      XVI.      Meeting Adjourned at 9:31 a.m.



**Board Meeting Sign In Sheet: January 17, 2023**

**8:00 am to 10:30 am**

**Location: Zoom**

<b>Executive Board</b>	<b>Title</b>	<b>INITIAL</b>				
Sue Wakamoto-Lee	President	x				
Tim Kanter	President-Elect	x				
Brad Davis	Immediate Past President	x	<b>Quorum: 17</b>			
Cathy Little	VP Finance	x				
Dawn McFarland	VP Legislation	x				
Irma Romero	VP Membership	x				
Jack Holder	VP Professional Development	x				
Dierdre Kennedy-Simington	VP PAC					
Charlotte McPherson	VP Public Affairs	x				
Samantha Siders	VP Corporate Relations					
Kristie Scavarda	VP Communications	x				
Vanessa Ignacio	VP Community Outreach	x				
<b>President or Voting Member (Sub)</b>					<b>President-Elect or Voting Member</b>	<b>INITIAL</b>
Zac Trogdon	President CCAHU	x				
Sandra Barr	President DCAHU	x			Bill Youngblood	
Janet Powelson	President GGAHU	x				
Kristie Scavarda	President IEAHU		Shari Boyce			
June Taylor	President LAAHU	x	Josh Kaufman			
Marti Murray	President NCAHU		Tara Driscall			
Dan Furtado	President NVAHU					
Pat Stiffler	President OCAHU		John Evangelista	x		
Rosamaria Marrujo	President SAHU	x				
David Parker	President SDAHU	x				
Laura Murphy	President SBAHU	x				
Michael Traynor	President SVAHU	x				
Don Jones	President VCAHU					

**STAFF:**

Faith Borges  
Nathan Carlson

**COMMITTEE CHAIRS:**

Rosamaria Marrujo, Medicare Co-chair  
David Garcia Medicare Co-chair  
Heather Siems, Vanguard Chair  
Rick Coburn, GGAHU  
Linda Madril, LAAHU

**GUESTS:**

**CONFIDENTIAL**

*This document and the information it contains are strictly for the use of the California Association of Health Underwriters.*



# Board Report

## PRESIDENT

President: Sue Wakamoto-Lee

Month: January, 2023

<b>STRATEGIC GOALS:</b>
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- |  |
|--|
| <ol style="list-style-type: none"><li>1. Keep monthly BOD meetings to one hour (especially virtual ones)</li><li>2. Get 100% participation of chapters in BOD meetings by EOY</li><li>3.</li></ol> |
|--|

- Region 8 call
  - Mostly discussed the name change
  - Our region will be well-represented at CapCon (Stephanie will be hosting a Region 8 dinner)
- Name Change
  - Chapter representatives meeting with Brooke Willson on January 19.



# Board Report

## PRESIDENT-ELECT

President-Elect: Tim Kanter

Month: January, 2023

<b>STRATEGIC GOALS:</b>
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- |   |
|---|
| <ol style="list-style-type: none"><li>1. Launch virtual chapter</li><li>2. Identify struggling chapters and populate their boards with 2-3 people</li><li>3. Conduct RFP for Executive Director (with Immediate Past President)</li></ol><br><ul style="list-style-type: none"><li>• Submitted draft-bylaws for the Virtual Chapter to Brooke. Waiting for approval.<ul style="list-style-type: none"><li>○ Once finalized, will schedule a chapter meeting to vote on changes within the next month or two.</li></ul></li><li>• Executive Director RFP<ul style="list-style-type: none"><li>○ RFP has been sent to several companies and a meeting has been had with Jenny at CAMS.</li></ul></li><li>• Working with VCAHU to help strengthen their board for next term.</li></ul> |
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# Board Report

## LEGISLATION

Vice-President: Dawn McFarland

Month: January 2023

### STRATEGIC GOALS:

1. Succession training process by end of year
2. New ways for name recognition (ongoing)
3. ~~Quarterly (virtual) legislative update webinars~~ Do not want to deter from local chapters

Attendance: No meeting in Nov or Dec

NABIP:

**Captiol Conference** –NEW Legislator Assignments due to elections and re-districting (See attached checklist)  
Updated Chapter Legislator Assignments

([https://docs.google.com/spreadsheets/d/1\\_8RdjRWm7QDYtTE5MR4XOTlyqdHNNH6hw/edit?pli=1#gid=539503896](https://docs.google.com/spreadsheets/d/1_8RdjRWm7QDYtTE5MR4XOTlyqdHNNH6hw/edit?pli=1#gid=539503896))

**End-of-Year Omnibus Bill** - <https://nabip.org/membership-resources/podcasts/healthcare-happy-hour/what-was-in-the-end-of-year-omnibus-bill>

- HAS Funds for Telehealth extended
- LTC Provision – can use 401K funds to pay LTC premiums
- Amendment to end of National Pandemic date to give states time to prepare for the unwinding of no longer income qualified Medicaid enrollees
- Grace period and leniency for the Rx reporting requirements of plan sponsors and self-funded employers
- Increase admin fee from \$50 - \$350 due to an unexpectedly large volume of claims submitted. (90,000 in 5 month period of reporting, more than anticipated in a whole year)

**Proposed and Final Rules and Regulations** - <https://nabip.org/membership-resources/podcasts/healthcare-happy-hour/federal-agencies-release-several-proposed-and-final-regulations-before-years-end>

- CMS Update on Medicare Marketing Rule (Recording) – Clarified do not need to record EVERY call, only calls that lead to an enrollment in a plan (not after enrolled service calls)
  - Re-iterated they do not intend to remove agent from the definition of TPMO
  - Clarified Zoom/Facetime must be recorded
  - New Items: Considering providing a checklist of what needs to be explained to a Medicare Beneficiary, better provider directory accuracy, provisions on plan oversight, Disclaimer – two options, one where you do sell all plans and one where you don't, both require listing all the plans you do sell, SOA limited to 6 months, 48 hour restriction between marketing and educational meetings, Can not use the word Medicare in any marketing (including agency name)
- Attempting to strengthen network for behavioral health
- Final Rule! Employer reporting 30 day extension permanent. Due 30 days from Jan 31<sup>st</sup>
- IFP Market: Working with CMS to ensure agents are paid the same whether enrollment is SEP or OEP
- Proposed 2024 NBPP (<https://www.cms.gov/newsroom/fact-sheets/hhs-notice-benefit-and-payment-parameters-2024-proposed-rule>), items that cause concern:
  - Allow door to door educators to enroll on site – concerned about pressure sales
  - New proposed SEP – anyone who loses Medicaid or CHIP coverage
  - Agents must get a signed consent for enrollment (Think SOA for Medicare) – NAHU asking if they think this is necessary than should be required of assistors as well

## CAHIP:

Bill Review – be prepared it will come on the heels of D.C.

Bills are starting to come in, CA Budget proposals 210 pages

Cap Sum Planning Committee – Volunteers? Would like to definitely have Membership, PAC, PD help format the agenda.

Sent welcome email to legislators with offer to connect locally and to use us as a resource

Website updated including updated priority bill list Final 2022, [see here](#).

### Mark these dates in your 2023 Calendars

Annual Update Webinar Jan 18<sup>th</sup> @10:30 a.m,

Bill Review in Sacramento March 9<sup>th</sup> (plan for all day 9-5), and

Capitol Summit May 8-10 (Sacramento)



# Board Report

## COMMUNITY OUTREACH

Vice President: Vanessa Ignacio

Month: January, 2023

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. 3 to 5-year strategic plan in Q3 (in-person)</li><li>2. Standard process for mentor/mentee intake</li><li>3. Expand mentorship program by 50%</li></ol>

1. 3 to 5-year strategic plan in Q3 (in-person)
2. Standard process for mentor/mentee intake
3. Expand mentorship program by 50%

I will be attending the ITUP - acronym for Insure the Uninsured Project - Conference in February as the community outreach representative



# Board Report

## COMMUNICATIONS

Vice President: Kristie Scavarda

Month: January 2023

<b>STRATEGIC GOALS:</b>
1. Change the name of CAHIP Alert e-newsletter - Accomplished
2. Promote/emphasize social media presence – Continue to work on
3. Chapter toolkit



### CAHIP 2022 Newsletter Plan

#### Newsletter cadence

The CAHIP Newsletter will be sent out on the third Wednesday of every month.

#### Content submission deadline

Content submissions are due by the first Wednesday of every month.

- Content received after the submission deadline will be considered for the following edition.
- Content will be considered for publication based on the order in which it was received. Overflow content will be considered for the following edition.

#### How to submit content

- CAHIP Board Members: Please email content to Jessica Neuman (jneuman@westboundcommunications.com) and Claire Muranaka (cmuranaka@westboundcommunications.com).
- CAHIP members/Local chapters: Please have CAHIP members and local chapters submit content via the [CAHIP Newsletter Content Submission Google Form](#).
- Requesting each Chapter to provide content – Articles, Videos, Events, etc.

#### Approvals

- The newsletter copy and images will be sent to the Public Affairs committee for review on the second Wednesday of each month. Edits are due by EOB on the following Monday.
- Westbound will send the finalized copy and images to Nathan for formatting.
- Westbound will review and approve the formatted content before it is sent out.

#### CAHIP January Communications Agenda

CAHIP Newsletter January

CAHIP Name Change

Local Chapter Content request

CAHIP social media video challenge by end of the year, ask about the details.

CAHIP Give back to Charity, request Media attendance and Business Journal article

Links to CAHIP.org in executive board members email signature

**CAHIP Communications Call Attendees:** Marti Murray from North Coast, John Elizondo from Central Coast, Kristie from IE and Rosamaria Marrijo.

**Here are a couple articles for the January Newsletter:**

- A note from CAHIP Leadership regarding the state and federal name changes and how our CA state chapter is moving forward. Our CA Association does business in CA as California Agents & Health Insurance Professionals (CAHIP). CAHIP will change our bylaws to reflect membership of NABIP (required). When in DC we will use NABIP nomenclature and materials (talking points etc). While in Sacramento we will use CAHIP nomenclature and materials. When CAHIP changed our name from CAHU in 2021, we felt it best reflects who we are AGENTS and HEALTH insurance professionals. National could not follow the same name system because AHIP and NAHIP would be too close and could cause unnecessary confusion between the two distinct national associations. The good news is that both of our new state and national names better reflect our membership and mission and will be more clear to prospective members and those that we meet with in advocacy for our clients!

Don't miss our Annual Member Update Webinar on January 18th @ 10:30 am!  
Do you know who your local legislator is after elections and re-districting?

[Register Here!](#)

- New for 2023, CA agents must have their license number on all email communications (be sure to check your auto responders)! <https://www.wordandbrown.com/NewsPost/California-Insurance-Agents-Email-Communications>
- Be sure you are getting the required credits for license renewal! Effective March 1, 2023, the 12-hour ethics course that is required in connection with the pre-licensing education for new license applicants and the three-hour ethics course that is required as a condition of license renewal to each include one hour of study on insurance fraud, waste and abuse (FWA). Guidelines from DOI to create the FWA CE will be out soon and CAHIP and our partners will be providing opportunities to complete the required CE.

### Family Glitch

Just in time for open enrollment, the federal government finalized a rule, effective December 12, 2022, that fixes the “family glitch” — a policy that barred millions of workers’ family members from receiving subsidized health insurance through the Affordable Care Act (ACA) marketplace. Due to this change, millions of people could be newly eligible to buy ACA coverage and receive financial help with premiums and deductibles. Nearly half of those newly eligible are families of low-income workers (those earning between 100-250 percent of the federal poverty level, or between \$28,000-\$70,000 a year for a family of four).

<https://www.cbpp.org/blog/more-families-will-spend-less-on-health-care-premiums-thanks-to-a-fix-for-the-family-glitch>

SECURE 2.0 reform legislation passed by Congress, awaits Biden signature

The SECURE 2.0 retirement legislation passed House of Representatives on Dec. 23 as part of a \$1.65 trillion spending bill, moving to President Joe Biden's desk for his signature, Plansponsor reports. SECURE 2.0 was the combination of three separate bills seeking to broaden retirement saving among Americans in both participation and volume, particularly for lower-income workers and among small businesses, the report says.

<https://www.plansponsor.com/congress-passes-secure-2-0/>

Rogers Benefit Group and Emerson Reid are combining to become the Largest Wholesale Employee Benefits General Agent in the United States.

<https://www.emersonreid.com/rogers/>

Here's the formal announcement attached regarding Emerson Reid/Rogers

Agencies Issue Final Rule Allowing for Automatic Extension to Provide ACA Tax Forms

On December 12, 2022, the Treasury Department (Treasury) and the Internal Revenue Service (IRS) released a Final Rule that automatically extends the timeframe for employers to furnish forms 1095-B and 1095-C to individuals. The Final Rule also provides an alternate method for furnishing Form 1095-B (but not Form 1095-C). The rule will be effective for calendar years beginning after December 31, 2021, so will apply to the furnishing of forms required for the 2022 calendar year.

<https://view.hello.benefitmall.com/?qs=1f7d793415562a2d11d9140ca84095d7d48747c29a681283598ad17e949d2b26a201f0a3473e90351be65bb8dc63596c6c68ef77394ec9a523cece7ee81d0698993abb9b28daf604>

Key issues that will shape California in 2023

<https://calmatters.org/newsletters/whatmatters/2023/01/california-legislature-2023/>

High volume of No Surprises Act arbitrations overwhelming system: CDC

<https://www.axios.com/2022/12/30/medical-bills-heading-to-dispute-resolution-far-more-often-than-anticipated>

Insurers and providers are overwhelming an arbitration system Congress set up to resolve billing disputes as part of the law to prevent surprise medical bills, Axios reports.

The No Surprises Act, which went into effect in 2022, protected privately insured patients from getting stuck holding the bag when there's a disagreement over the cost of out-of-network care. Federal agencies estimated there would be 17,333 claims a year submitted to the independent dispute resolution process, but data from the Centers for Medicare and Medicaid Services shows more than 90,000 disputes initiated in less than six months.

Sarah Hinds (NAIFA President) Recently did a radio show interview in Paso Robles.... Check it out and I think we should add it to the next newsletter...

Check it out...

<https://kprl.com/protecting-what-matters-12-20-2022/>

### FTC Announces Proposed Rule Banning Noncompete Agreements

On Jan. 5, 2023, the Federal Trade Commission (FTC) announced a proposed rule that would prohibit employers from imposing or enforcing noncompete clauses on workers. The proposed rule will have a public comment window of 60 days after the rule is published in the Federal Register (the rule has not been published in the Federal Register yet).



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## 2023 CAHIP Connection Editorial Calendar

*Update January 4, 2022*

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### January

- January 1: 2023 coverage starts for those who enroll in or change plans by December 15, 2022 and paid their first premium
- January 18: Annual Legislative Update Webinar
- NAHU/NABIP name change
- Family Glitch: Tim

### February

- February 1, 2023: 2023 coverage starts for those who enroll in or change plans December 16, 2022 through January 15, 2023 and pay their first premium
- Legislative preview
- Leg Spotlight: Dawn
- Bi-monthly Medicare article: David and Rosa Maria

### March

- Membership Campaign
- Legislative Highlights
- Continuing Education Spotlight: Irma
- Sponsorship Update
- Women's History Month (Elevate Leadership): Sue

### April

- April 16: National Healthcare Decisions Day
- Capitol Summit promo
- Public Affairs update: Charlotte
- Bi-monthly Medicare article: David and Rosa Maria


### May

- May 8-10: Capitol Summit
- Communications update: Kristi

### June

- Capitol Summit recap
- Sue Spotlight: Outgoing President's message
- 86 Insurance Awareness Day
- June 28: National Insurance Awareness Day
- Leg Spotlight: Dawn
- Sponsorship Update
- Bi-monthly Medicare article: David and Rosa Maria

### July

- 
- Tim Spotlight: incoming President's message
  - Independence Day
  - Legislative Update: Faith

#### August

- Sponsorship opportunities for 2024
- 2024 Open Enrollment Preview
- Broker Technology Spotlight: TBD
- Bi-monthly Medicare article: David and Rosa Maria

#### September

- Membership Update
- Labor Day
- Continuing Education Spotlight: Irma
- Sponsorship Update

#### October

- Open enrollment 2024
- Meet your CAHIP board (videos)
- Bi-monthly Medicare article: David and Rosa Maria

#### November

- Legislative Update: Faith
- Thanksgiving

#### December

- Happy Holidays



# Board Report

## PROFESSIONAL DEVELOPMENT

Vice President: Jack Holder

Month: January, 2023

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. 90% attendance of the PD at monthly call at minimum – September</li><li>2. Add PD Vice – Chair</li><li>3. Plan next Engage 2023</li><li>4. CE Update by 1/1/2023</li></ol>



No December meeting.

Web CE: LTCl vs Hybrid LTC – Feb 23<sup>rd</sup> 10am

Next web CE in May. Discussing the topics at the next meeting.

Region 8 Leadership Conference, Hosted by CAHIP Engage planning has begun. The location is being secured and a save the date will be sent soon.



# Board Report

**Santa Barbara**

President: Laura Murphy

Month: January, 2023

<b>STRATEGIC GOALS:</b>
1.

- We lost our Professional Development Chair – so all hands on deck trying to create quality content
- Doing an IN PERSON CE (GeoBlue) on Feb 23<sup>rd</sup>.
- Working on scheduling other Virtual and in person meetings
- We got NEW MEMBERS! An AGENCY Membership (with approx. 7 new members) and 2 other individual memberships!



# Board Report

## GOLDEN GATE

President: Janet Powelson

Month: January, 2023

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Complete NAHU Leadership Academy by May 15th</li><li>2. Update P&amp;P's – Q3 (done)</li><li>3. Update Bylaws after NAHU name change packet received</li><li>4. Recruit for Education/PD chair – September</li><li>5. Recruit for Legislative chair - December</li></ol>



- Legislative
  - We will have five board members, plus the prospective new legislative chair, attending CapCon
- Member meetings
  - January 19<sup>th</sup> 10:30 – 11:30 federal update webinar with Marcy Bruckner
  - February – Axe throwing social event with PAC fundraiser
  - March – in person fraud ethics CE
  - April – CE & Wine tasting event

Agenda January 13, 2023

Happy New Year!!!

CAHIP Membership Monthly Meeting

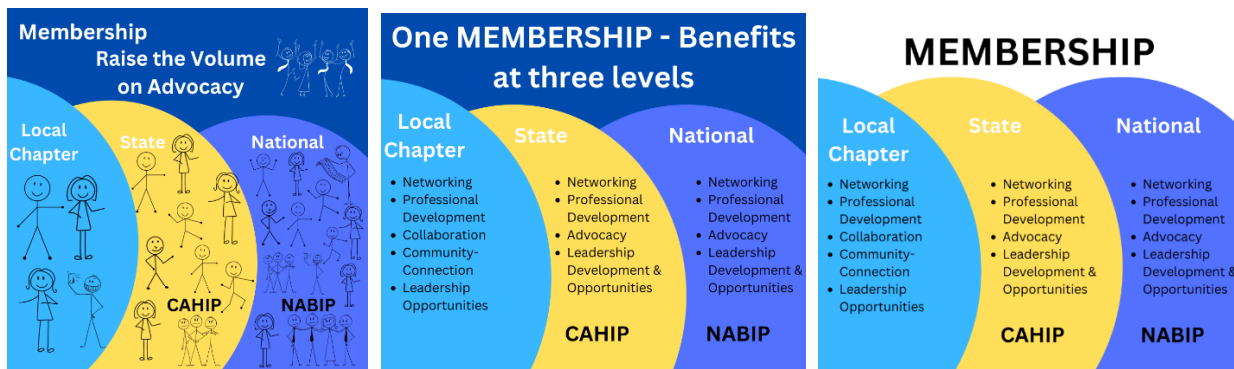
In Attendance -

Rick Coburn – GGAHU  
Rachael Ummarino – Ventura  
Justine Sobczyk – San Diego  
Randy Rodriguez – Los Angeles  
Diana Moffitt – Santa Barbara  
Rosamaria – Sacramento  
Henry Romero – Inland Empire

1. Welcome
  - a. Intention – Change, Collaboration, Growth
2. What’s Going On?
  - a. State Licensee Campaign – Update
    - i. **Version 3 –**
      1. **2 Point Initial Email Point of Contacts from CAHIP**
      2. **Then follow up and follow through from Local Chapters.**
        - a. **How do we Identify in meeting as a referral this list?**
        - b. **Follow up with phone call.**
        - c. **Invite to become a member.**
      3. **Discuss a system – for managing this information.**
    - b. **March Membership Month** – Campaign – CAHIP
      - i. Social Media
      - c. Connect Newsletter
      - d. **Share Social Media idea posts for three membership in one. – See Below what was shared and feedback.**
  3. Guest Speaker – Vision, Values, and Vow – Heroic Voice Academy – **Scheduling January 20 or 27 – waiting to hear back from him.**
  4. The Numbers ...
    - i. **GREAT JOB Santa Barbara – 15 new members in December!! Woohoo!**
      1. **Diana shared they work on agency model – watch video to hear how they did it. @ minute 30:10**
    - b. **Reminder Membership please email:**
      - i. **Best Way to Communicate with you!**
      - ii. **Socials for your Chapter**
  5. Local Chapter - Success/win for the past month – **See Below**
    - a. Brief best practice that achieved traction or success, if any
    - b. What can we support you with?
  6. Working Sessions – will confirm with follow up email next Monday, January 16, 2023.
    - a. March – Membership Campaign – Local Chapters

- i. Friday – 10:00 am – 10:45 am, January 20, 2023
  - ii. Friday – 10:00 am – 10:45 am, January 27, 2023
7. Any questions or requests
- a. **What is the process of the membership application? How long does it take to process membership. More specifically, when NABIP receives application for membership, how long does it take for first contact from NABIP, then CAHIP, then .... Local Chapter? – We discussed communication is important. Membership enrollment does not end with receiving a membership application. It is an ongoing conversation. How quickly can the local chapter get confirmation that the membership application is received and processed?**

**Shared Ideas for Membership Campaign – Socials**



Feedback from Committee – Randy, Diana, and Rick

Raising the Value of Membership !!!

In person local meeting -

State Events –

National Events –

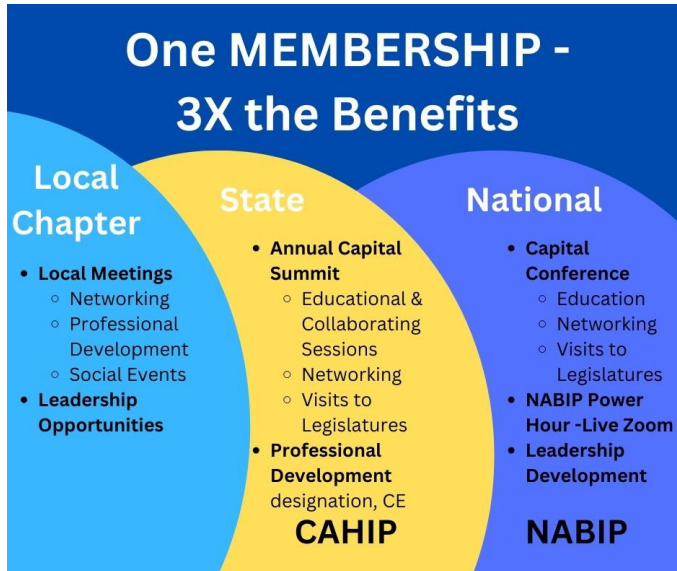
Communicating – by Text

Pointing them to the calendar check for CA Chapter Events Here – One text a month

**Share Success or Challenge @ minute 45:10**

- Randy – LAAHU – Challenge: Getting people out to meetings, they seem comfortable on zoom. They pay their dues. Had to reschedule an upcoming in person event to February. New membership meeting.
  - As a committee, share LAAHU in person event. Tag individuals on the committee to share and raise awareness of in person LA Events.
- Rachael Ummarino – VCAHU – New – Nothing to share, appreciated hearing how to engage people.

- Henry Romero, IEAHU – A successful event with 40 people in attendance. Non-profits refer agents to their meetings.
- Justine Sobczyk , SDAHU – Win – 199 members ... one shy of 200.
- Diana Moffit, SBAHU – 15 new members December.



Update with Feedback – Please check it out and send additional feedback. If you would like a copy of this, I can share through Canva.

## December 2022 Membership Report

	CCAHU	DCAHU	GGAHU	IEAHU	LAAHU	NCAHU	NVAHU	OCAHU	SAHU	SDAHU	SBAHU	SVAHU	VCAHU	TOTAL	Notes
January-22	96	37	130	128	314	41	28	271	147	187	32	143	71	1625	
February-22	95	37	131	124	322	41	27	268	143	189	34	141	72	1624	
March-22	90	37	129	123	311	40	27	269	136	182	31	136	78	1589	
April-22	90	35	132	123	316	42	27	268	138	185	32	137	78	1603	
May-22	89	36	135	121	313	41	29	267	136	185	31	139	78	1600	Attainable 1571
June-22	87	37	132	118	298	41	29	262	131	185	31	139	76	1566	5% <u>1650</u>
July-22	84	38	132	118	302	41	29	264	134	186	31	135	77	1571	
August-22	86	38	129	118	302	41	30	283	130	183	31	135	76	1582	Stretch
September-22	87	39	128	133	303	40	29	301	130	194	31	137	79	1631	1571
October-22	88	39	126	131	305	40	29	301	129	197	31	137	77	1630	10% <u>157</u>
November-22	86	40	123	131	302	38	29	301	128	198	31	137	77	1621	1728
December-22	83	40	123	131	303	38	29	305	128	199	46	135	75	1635	
Nov to Dec - 22	-3	3	0	0	1	0	0	4	0	1	15	-2	-2	14	Monthly - Nov to Dec
2022 Loss/Gain	-13	3	-7	3	-11	-3	1	34	-19	12	14	-8	4	10	<b>Total Annual 2022</b>
July - Dec 22	-1	2	-9	13	1	-3	0	41	-6	13	15	0	-2	64	Total July 1 - Dec 31 2022

	Current	New	Lapsed	
CCAHU	83	0	5	Central California
DCAHU	40	0	0	Desert Cities
GGAHU	123	0	3	Golden Gate
IEAHU	131	0	1	Inland Empire
LAAHU	303	1	4	Los Angeles
NCAHU	38	0	1	North Coast
NVAHU	29	0	0	North Valley
OCAHU	305	4	3	Orange County
SAHU	128	0	4	Sacramento
SDAHU	199	3	6	San Diego
SBAHU	46	15	0	Santa Barbara
SVAHU	135	0	2	Silicon Valley
VCAHU	75	0	2	Ventura County



## Board Meeting Minutes

**Meeting Description:** CAHIP Board of Directors

**Date and Time:** February 21, 2023 - 8:00 a.m. to 10:30 a.m.

**Location:** Zoom

*Requests to add agenda items may be presented under item II.*

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- 8:02 a.m. I. Welcome, Call to Order, Antitrust Reminder  
President Sue Wakamoto-Lee reviewed the Antitrust reminder.
- 8:03 a.m. II. Invocation – Kristie Scavarda
- 8:06 a.m. III. Roll Call – Nathan Carlson Executive Director took roll. It was noted a quorum was present.
- 8:14 a.m. IV. **Upon motion made by Tim Kanter and seconded by Kristie Scavarda, the agenda shall be accepted. The motion carried.**
- 8:16 a.m. V. **Upon motion made by Tim Kanter and seconded by Vanessa Ignacio, the minutes of the January 17, 2023, Board of Directors meeting shall be accepted with the change to the CAHIP spelling on page 5. The motion carried.**
- 8:17 a.m. VI. President’s Report President  
Sue Wakamoto-Lee welcomed everyone to the meeting today. Sue noted her report is in the Board packet. Sue reported she attended the name change task force meeting with the chapter leaders. NABIP has given up to three years to allow chapters to change their name. Sue and Faith attended a dinner event with Assemblymember Robert Rivas. Sue, Tim, and Faith attended a back to session bash event with the Republican Party. Sue will be attending Cap Con and looks forward to seeing other members attend.
- 8:20 a.m. VII. Immediate Past President Report Immediate Past President  
No report.
- 8:25 a.m. VIII. President Elect Report President Elect  
Tim Kanter noted his report is in the Board Packet. Tim reported CAHIP Board nominations are open. The current nomination report is in the Board Packet. If you know of anyone that is interested in serving on the CAHIP Board please send them to Tim. The new NVAHU bylaws (Virtual Chapter) have been tentatively approved by NABIP. Tim is looking for Board members for the Virtual Chapter, if you would like to be on the Board please let him know.

The Governance Committee met and reviewed the CAHIP Policy and Procedures. Tim and Rick reviewed the new and updated P&P documents with the Board.

**Upon motion made by Dede Kennedy-Simington and seconded by June Taylor, the following Policy and Procedures were approved as submitted, 7009, 7011, 7012, 7013, 7014, 7016, 7017. The motion carried.**

**Upon motion made by Tim Kanter and seconded by Dede Kennedy-Simington, the new 3017 and 3018 Policy and Procedures were approved as submitted. The motion carried.**

8:55 a.m. IX. Executive Director Report Executive Director  
Nathan Carlson noted the Executive Director Status Report is included in the Board packet. Nathan noted important upcoming deadlines listed in the report.

9:00 a.m. X. Consent Agenda President Sue Wakamoto-Lee  
Sue Wakamoto-Lee asked if anyone would like to remove their reports.

- Standing Committee/Directors Reports
  - Awards
  - Communications
  - Corporate Affairs
  - PAC
  - Professional Development
  - Public Affairs
- Ad Hoc Committee Reports
  - Community Outreach (CAHU Foundation)
  - Medicare
  - Vanguard

**Upon motion made by Tim Kanter and seconded by Vanessa Ignacio, the Consent Agenda a shall be accepted. The motion carried.**

Dede would like to pull the PAC report. Dede reported the CAHU PAC is currently changing the name to CAHIP PAC. Dede noted the last couple of meetings have had low attendance, please make sure your PAC chair attends the meetings.

9:10 a.m. XI. Finance Report VP Finance

This month's financials include a balance sheet and income statement for the seven months ended January 31, 2023; as well as the comparative balance sheet and income statement for 2022-23. We are over halfway through the year (7/12) and our income is at 42.7%; our expenses are at 50.9% of budget. We are at an operating loss of \$91,098 which is 90.7% of the operating loss we

budgeted. Despite having approximately \$145,000 in reserve with Charles Schwab, I am concerned with the low balance in our checking account as it relates to covering monthly operating expenses long term. **We need to have current income flow of \$35,408 to cover our monthly fixed expenses.** Note that our actual dues deposit for December (2022) was \$20,082.47 which came into the account on 2/1/23.

CAHIP has reached out to NABIP to receive a deposit listing for membership dues money. The report will be for the last couple of years. The report will be included in next month's board packet.

The Wells Fargo checking account has been closed and the small balance remaining was transferred to Summit Bank.

Bill Review: CAHIP is reimbursing \$250.00 for the Chapter Leg Chair and \$250.00 for Chapter President to attend in-person.

Cap Sum: Expense reimbursement for Capital Summit will include Airfare or Mileage, transport from airport or parking and one night hotel accommodations for all Executive Board & Committee chairs. Also, Chapter Presidents or their representative attending the board meeting will be reimbursed for their travel expenses (but not hotel accommodations) to attend the board meeting in May. Registration is comped for the entire BOD.

<b>YTD INCOME SUMMARY JANUARY – 2023</b>				
<b>YEAR –TO-DATE</b>	<b>TARGET (BUDGET)  7 Months Ending 01/31/23</b>	<b>ACTUAL  7 Months Ending 01/31/23</b>	<b>COMPARE 6/30/2022</b>	<b>2022-2023 ANNUAL BUDGET</b>
<b>TOTAL INCOME</b>	<b>\$ 283,679.</b>	<b>\$ 207,598.</b>	<b>\$ 574,710.04</b>	<b>\$486,306.48</b>
<b>TOTAL EXPENSES</b>	<b>\$ 347,514.</b>	<b>\$ 298,696.</b>	<b>\$ 577,110.28</b>	<b>\$595,738.00</b>
<b>OPERATING PROFIT (LOSS)</b>	<b>(\$ 63,835)</b>	<b>(\$ 91,098)</b>	<b>\$ (5,217)</b>	<b>(\$109,431.52)</b>
<b>% BUDGET USED</b>		<b>90.7%</b>		

<b>BALANCE SHEET SNAPSHOT</b>		
	<b>JANUARY 2023</b>	<b>JANUARY 2022</b>
<b>TOTAL CURRENT ASSETS</b>	<b>\$ 241,505.</b>	<b>\$ 442,401.</b>
<b>TOTAL OTHER ASSETS (CD)</b>	<b>\$ 20,000.</b>	<b>\$ 0</b>
<b>TOTAL ASSETS</b>	<b>\$ 261,505.</b>	<b>\$ 442,401.</b>
<b>TOTAL CURRENT LIABILITIES</b>	<b>\$ 55,682.</b>	<b>\$ 145,603.</b>
<b>FUND BALANCE</b>	<b>\$ 296,909.</b>	<b>\$ 302,015.</b>
<b>YTD EARNINGS</b>	<b>(\$ 91,087)</b>	<b>\$ ( 5,217.)</b>
<b>TOTAL EQUITY</b>	<b>\$ 205,823.</b>	<b>\$ 296,798.</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>\$ 261,505.</b>	<b>\$ 442,401.</b>
<b>VARIANCE</b>	<b>\$ (180,897.)</b>	<b>-40.9%</b>

**Upon motion made by Cathy Little and seconded by Tim Kanter, the January financial report shall be accepted as submitted. The motion carried.**

Cathy Little discussed that Sue Wakamoto-Lee has been traveling to the chapter events. In order to cover the travel expenses the budget line 6180 would need to be increased.

**Upon motion made by Cathy Little and seconded by Rick Coburn, the Board approves increasing the budget line 6189 to \$4,000. The motion carried. Sue Wakamoto-Lee abstained from the vote.**

Dawn McFarland discussed having expenses covered for some chapters that are not able to attend the Capitol Summit because of lack of funds. Dawn is going to attend the next monthly finance meeting.

The Board reviewed the Region VIII Leadership Conference budget.

**Upon motion made by Cathy Little and seconded by Tim Kanter, the Region VIII Leadership Conference budget shall be accepted as submitted. The motion carried.**

9:45 a.m. XII. Legislation Report VP Legislation  
Dawn McFarland reported she sent out the Cap Con talking points. Dawn is currently working with the Capitol Summit Committee.

- Bill Review in Sacramento March 9<sup>th</sup> plan for all day 10:00 AM – 5:00 PM (Sacramento - Railroad Museum)
- Capitol Summit May 8-10, 2023 – The Committee is meeting weekly.

Faith Borges noted she is reviewing approximately 2,600 bills. Currently no one is interested in a single payer bill. The State is still looking at a large budget deficit. Faith noted she will have more to update at Bill Review.

9:50 a.m. XIII. Membership Report VP Membership  
Irma Romero discussed the membership report. The current membership number is 1636. Irma discussed the March membership campaign. If you join in March, you receive \$50.00 dollars off your dues. Irma is also creating a incentive program for chapters that bring in the most new members.

9:55 a.m. XIV. Local Chapter Reports Chapter Presidents

OCAHU Featured Chapter – Pat Stiffler reported OCAHU started in 1986. The Vision Statement for OCAHU is: Making a difference in people’s lives. One member at a time. Pat noted that seven members of OCAHU have been Presidents of CAHIP. OCAHU has had one national president of NABIP. In 2009, Maggie Stedt started the first Medicare Summit. This event has grown to be the largest event for OCAHU. OCAHU has raised over \$600,000 for local charities. OCAHU continues to receive many State and National awards.

DCAHU – Sandra Barr noted they are looking forward to having Sue Wakamoto-Lee attend their golf event. DCAHU has over twenty non-members attend this event.

NVAHU – Dan Furtado reported he is looking for board members to be on the virtual chapter.

NCAHU – Vanessa Ignacio noted nothing to report at this time.

SVAHU – Michael Traynor reported SVAHU is working on the name change. The bylaws are not very clear on the process.

SDAHU – David Parker reported SDAHU is now over 200 members of their association. The recent PAC event brought in approximately \$9,000 for the PAC. The next event is a cornhole challenge.

SAHU – Rosamaria Marrujo reported the next event is the Crab Feed on March 31, 2023. The new SAHU sponsorship program has brought in over \$67,000 for the association.

LAAHU – June Taylor noted the LAAHU Annual Symposium is April 25, 2023. Dede is working on a PAC event. The event is going to be a day at the races.

GGAHU – Janet Powelson reported axe throwing PAC fundraiser brought in \$1,000 in profit. The next event is going to be the new Ethics CE course.

VCAHU – Tim Kanter noted today VCAHU has a webinar on Mergers. If you would like to attend, you can register on the website. VCAHU is working on axe throwing and a golf event.

- |            |      |   |
|------------|------|---|
| 10:01 a.m. | XV.  | New Business<br>No new business was reported. |
| 10:02 a.m. | XVI. | Meeting Adjourned at 10:02 a.m.               |



**Board Meeting Sign In Sheet: February 21, 2023**

**8:00 am to 10:30 am**

**Location: Zoom**

<b>Executive Board</b>	<b>Title</b>	<b>INITIAL</b>				
Sue Wakamoto-Lee	President	X				
Tim Kanter	President-Elect	X				
Brad Davis	Immediate Past President		<b>Quorum: 17</b>			
Cathy Little	VP Finance	X				
Dawn McFarland	VP Legislation	X				
Irma Romero	VP Membership	X				
Jack Holder	VP Professional Development	X				
Dierdre Kennedy-Simington	VP PAC	X				
Charlotte McPherson	VP Public Affairs	X				
Samantha Siders	VP Corporate Relations					
Kristie Scavarda	VP Communications	X				
Vanessa Ignacio	VP Community Outreach	X				
<b>President or Voting Member (Sub)</b>					<b>President-Elect or Voting Member</b>	<b>INITIAL</b>
Zac Trogdon	President CCAHU					
Sandra Barr	President DCAHU	X			Bill Youngblood	
Janet Powelson	President GGAHU	X				
Kristie Scavarda	President IEAHU	X	Shari Boyce			
June Taylor	President LAAHU	X	Josh Kaufman			
Marti Murray	President NCAHU		Tara Driscall			
Dan Furtado	President NVAHU	X				
Pat Stiffler	President OCAHU	X	John Evangelista	X		
Rosamaria Marrujo	President SAHU	X				
David Parker	President SDAHU	X				
Laura Murphy	President SBAHU	X				
Michael Traynor	President SVAHU	X				
Don Jones	President VCAHU					

**STAFF:**  
 Faith Borges  
 Nathan Carlson

**COMMITTEE CHAIRS:**  
 Pat Stiffler, Awards Chair  
 David Garcia, Medicare Co-chair  
 Rosamaria Marrujo, Medicare Co-chair

**GUESTS:**  
 Rick Coburn, GGAHU  
 Linda Madril, LAAHU

**CONFIDENTIAL**

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# Board Report

## PRESIDENT

President: Sue Wakamoto-Lee

Month: February, 2023

<b>STRATEGIC GOALS:</b>
-------------------------

- |  |
|--|
| <ol style="list-style-type: none"><li>1. Keep monthly BOD meetings to one hour (especially virtual ones)</li><li>2. Get 100% participation of chapters in BOD meetings by EOY</li><li>3.</li></ol> |
|--|

- Region 8 call
  - Preparing for CapCon
  - Will promote Region 8 Leadership Conference hosted by CAHIP Engage at the Region 8 meeting
- Name Change
  - Had task force meeting with Brooke Willson from NABIP
  - CAHIP Name Change Checklist is on the website (different from NABIP's)
  - Task force met on 2/16
- Dinner with Assemblymember Robert Rivas in Sacramento
- Republican Back to Session Bash in Sacramento



# Board Report

## PRESIDENT-ELECT

President-Elect: Tim Kanter

Month: February, 2023

<b>STRATEGIC GOALS:</b>
-------------------------

- |   |
|---|
| <ol style="list-style-type: none"><li>1. Launch virtual chapter</li><li>2. Identify struggling chapters and populate their boards with 2-3 people</li><li>3. Conduct RFP for Executive Director (with Immediate Past President)</li></ol> |
|---|

- Brooke tentatively approved the draft-bylaws for the Virtual Chapter. Need to have new board members in place before we can get final approval.
- Executive Director RFP
  - RFP's have been received and will be reviewed and compared shortly.
- Working with VCAHU to help strengthen their board for next term.
- Nominations are open for next term. Several have expressed interest but no official nominations have been received.
- Region 8 Leadership Conference Hosted by CAHIP Engage dates and venue have been selected.



# Board Report

## PUBLIC AFFAIRS

Vice President: Charlotte McPherson

Month: February, 2023

<b>STRATEGIC GOALS:</b>
-------------------------

- |  |
|--|
| <ol style="list-style-type: none"><li>1. Keep Westbound on track (ongoing)</li><li>2. CAHIP featured in external publication once per quarter</li><li>3. Consumer-facing page (website) – insurance basics</li></ol> |
|--|

1. Working with Westbound on our various projects including eh March Membership Campaign. We expect good results, so please like, comment, and share when you see the social media posts.
2. Sue/Tim: Have we made a decision regarding the agent directory via CalBroker? What can I do to assist?
3. I need to follow up with the Foundation and NABIP on the insurance glossary and tip sheets we can link to/post on our page to help support consumers.
4. Following up with Media Chairs to expand coverage.
5. Do we want to create CAHIP branded social media accounts for Reddit/Twitter to answer insurance questions/provide assistance?



# Board Report

## PROFESSIONAL DEVELOPMENT

Vice President: Jack Holder

Month: Feb, 2023

STRATEGIC GOALS:
<ol style="list-style-type: none"><li>1. 90% attendance of the PD at monthly call at minimum – September</li><li>2. Add PD Vice – Chair</li><li>3. Plan next Engage 2023</li><li>4. CE Update by 1/1/2023</li></ol>



### Attendance

- Sponsorships
  - o How to get sponsorships – Rosamaria (has to leave early)
    - Go to annual sponsors first
    - At \$67k of annual sponsorship- First time this high in many years.
    - Made it easy for annual sponsors to be the top of each event. Was very successful.
      - Sponsors
      - <https://sahu-ca.com/product-category/sponsors/>
      - Had a call with each sponsor – business plan. Talk about the goals. With 3 of the board.
      - Show them the benefits
      - Make it easy to show benefit
      - Sponsors get first rights to the smaller events
    - Coffee chats – 8ish in the morning. \$250 coffee chat
      - Members are free
      - Strategize around the sponsors interest
      - Location around the sponsors request
      - “take the story and work it with the sponsor”
      - Goal is small and niche
      - “Was able to gain a new member and a new sponsor”
  - o What’s available – Nathan

- Annual sponsors –
- <https://www.cahu.org/sponsorship-opportunities>

## Quick check ins/updates

- Dorothy OC – Sold out Sales Expo, Added 5 more. 190 attendees, gained a few new members. 8 am – 3 pm. Breakout sessions, cyber security, ethics, lunch. Only had about 110 last year.
  - Think it was successful because people want to socialize again
  - Great facility that was less than a hotel. (Downtown Fullerton)
  - <https://www.cahu.org/podcasts>
- Darlene
  - May 16<sup>th</sup> is Expo
    - Scheduled in more time with exhibitors
    - CE – Bobbi K.
  - Golf event – for Alex’s Way Foundation
    - Going to have about 65 attendees
    - 16<sup>th</sup> of March

Webinar: LTC CE Feb 23<sup>rd</sup>, 10 am - Tell your members (no cost to members)

## CE Potentials – May

- The Dark Corners of Compliance and Administration. (Newest, talks about all those one of things brokers should know. Discusses abortion and administration products as well
- ERISA
- Top 10 Mistakes with COBRA
- FMLA, Mechanics and Pitfalls
- BOR yes! Ghost in the closet. Talks about you just got a BOR, what do keep an eye out for from a compliance perspective
- What you forgot what to remember compliance and administration. A nice refresher on what a broker should know in the compliance realm
- The 4 HRAs, breaks down all the HRAs, including ICHRA
- Account Based plans in a post covid world
- Lifestyle Savings Accounts, an emerging trend. Talks about LSA and how they work

Calendar:

- Region 8 Leadership Conference, hosted by CAHIP Engage
- Don't forget Capital Summit May 8<sup>th</sup>-10<sup>th</sup> <https://www.cahu.org/capitol-summit>
- Calls are 3<sup>rd</sup> Wed of each month 9 am – 10 am

See you in DC



# Board Report

## COMMUNITY OUTREACH

Vice President: Vanessa Ignacio

Month: February, 2023

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. 3 to 5-year strategic plan in Q3 (in-person)</li><li>2. Standard process for mentor/mentee intake</li><li>3. Expand mentorship program by 50%</li></ol>

1. 3 to 5-year strategic plan in Q3 (in-person)
2. Standard process for mentor/mentee intake
3. Expand mentorship program by 50%

I attended the Insure the Uninsured Project Annual conference  
We have purchased the domain name "Askanagentca.com" to create a public facing web page answering general questions for the public.



# Board Report

## COMMUNICATIONS

Vice President: Kristie Scavarda

Month: February 2023

<b>STRATEGIC GOALS:</b>
1. Change the name of CAHIP Alert e-newsletter - Accomplished
2. Promote/emphasize social media presence – Continue to work on
3. Chapter toolkit



### CAHIP 2022 Newsletter Plan

#### Newsletter cadence

The CAHIP Newsletter will be sent out on the third Wednesday of every month.

#### Content submission deadline

Content submissions are due by the first Wednesday of every month.

- Content received after the submission deadline will be considered for the following edition.
- Content will be considered for publication based on the order in which it was received. Overflow content will be considered for the following edition.

#### How to submit content

- CAHIP Board Members: Please email content to Jessica Neuman (jneuman@westboundcommunications.com) and Claire Muranaka (cmuranaka@westboundcommunications.com).
- CAHIP members/Local chapters: Please have CAHIP members and local chapters submit content via the [CAHIP Newsletter Content Submission Google Form](#).
- Requesting each Chapter to provide content – Articles, Videos, Events, etc.

#### Approvals

- The newsletter copy and images will be sent to the Public Affairs committee for review on the second Wednesday of each month. Edits are due by EOB on the following Monday.
- Westbound will send the finalized copy and images to Nathan for formatting.
- Westbound will review and approve the formatted content before it is sent out.

#### CAHIP January Communications Agenda

CAHIP Newsletter January

CAHIP Name Change

Local Chapter Content request

CAHIP social media video challenge by end of the year, ask about the details.

CAHIP Give back to Charity, request Media attendance and Business Journal article.

Links to CAHIP.org in executive board members email signature

**CAHIP Communications Call Attendees:** Jen Holmberg from Orange County, Diana Moffitt from Santa Barbara, John Elizondo from Central Coast, Kristie from IE and Rosamaria Marrijo.

**Here are a couple articles for the February Newsletter:**

Here is the link to my raw video. Please let me know if you want me to re-record it.

<https://cloudbenefitsconsulting.egnyte.com/dl/FdZLtOtWUe>

!



# Board Report

**Santa Barbara**

President: Laura Murphy

Month: March, 2023

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Grow membership by 10%</li><li>2. Complete the BOD positions</li><li>3. Recruit a Pres. Elect</li></ol>

1. Grow membership by 10%
2. Complete the BOD positions
3. Recruit a Pres. Elect

- We lost our Professional Development Chair – so all hands-on deck trying to create quality content
- Doing an IN PERSON CE (GeoBlue) on Feb 23<sup>rd</sup>. Scheduling another in person for April.
- Working on scheduling other Virtual and in person meetings
- We continue to grow in membership (thanks to Agency membership model)



# Board Report

ORANGE COUNTY

President: Pat Stiffler

Month: February, 2023

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Platinum certification</li><li>2. 30 new members</li><li>3. Increase in CE credits and one NAHU certification</li></ol>

1. Platinum certification
2. 30 new members
3. Increase in CE credits and one NAHU certification

1. Had a successful Sales Symposium with 191 attendees and 3 new members
2. Our next membership meeting will be on Tuesday, March 7. We will be featuring a carrier panel for Small Group and for Medicare
3. Our annual Take a Swing Fore the Cure Golf Tournament benefitting Cystic Fibrosis is scheduled for Monday, April 10<sup>th</sup> at Aliso Viejo Country Club



# Board Report

## AWARDS

Chair: Pat Stiffler

Month: February, 2023

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Work with Irma to increase membership</li><li>2. Sponsor one NAHU certification class</li><li>3. 75% of chapters have an Awards chair by 1/1/2023</li><li>4. Every chapter apply for at least one award (CAHU or NAHU)</li></ol>



I applied for the Legislative Excellence Award for CAHIP. The awards will be presented at the Capitol Conference

I will be working on awards and will be contacting Board members for things I will need.

Most of the Chapters have the certifications due between now and May. They can contact me for help.



## Board Meeting Minutes

**Meeting Description:** CAHIP Board of Directors

**Date and Time:** March 21, 2023 - 8:00 a.m. to 10:30 a.m.

**Location:** Zoom

*Requests to add agenda items may be presented under item II.*

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- 8:08 a.m. I. Welcome, Call to Order, Antitrust Reminder  
President Sue Wakamoto-Lee reviewed the Antitrust reminder.
- 8:09 a.m. II. Invocation – Jack Holder
- 8:10 a.m. III. Roll Call – Nathan Carlson Executive Director took roll. It was noted a quorum was present.
- 8:13 a.m. IV. **Upon motion made by Tim Kanter and seconded by Vanessa Ignacio, the agenda shall be accepted. The motion carried.**
- 8:16 a.m. V. **Upon motion made by June Taylor and seconded by Charlotte McPherson, the minutes of the February 21, 2023, Board of Directors meeting shall be accepted. The motion carried.**
- 8:17 a.m. VI. President's Report President  
Sue Wakamoto-Lee welcomed everyone to the meeting today. Sue noted her report is in the Board packet. Sue reported she attended the WLS conference. The WLS event had great attendance. Sue is looking forward to next year's event.
- 8:20 a.m. VII. Immediate Past President Report Immediate Past President  
No report.
- 8:25 a.m. VIII. President Elect Report President Elect  
Tim Kanter noted his report is in the Board Packet. The current nomination report is in the Board Packet. VP Corporate affairs is open if someone is interested in the position. The Board reviewed the candidates.

### **CAHIP Executive Board Candidates to Date:**

President-Elect – **Rosamaria Marrujo**

VP Finance – **Shannon Zajec**

VP Corporate Affairs – **Vacant**

VP Legislation - **Paul Roberts**

VP Membership – **Irma Romero**

VP Public Affairs - **Charlotte McPherson**

VP PAC - **Jack Holder**

VP Professional Development - **Dawn McFarland**

VP Communications - **Kristie Scavarda**

The Governance Committee met and reviewed the CAHIP bylaws. Tim Kanter reviewed the bylaw changes with the Board.

**Upon motion made by Tim Kanter and seconded by Rick Coburn, the CAHIP Board approves the new name of National Association of Benefits and Insurance Professionals California Chapter and other edits presented to the Board. The Board recommends all the new bylaw changes to be ratified by the CAHIP House of Delegates. The motion carried.**

Tim Kanter reviewed changes to Policies and Procedures 3012.

**Upon motion made by Tim Kanter and seconded by Brad Davis, the Policy and Procedures edits to 3012 were approved as submitted. The motion carried.**

8:55 a.m. IX. Executive Director Report Executive Director  
Nathan Carlson noted the Executive Director Status Report is included in the Board packet. Nathan noted important upcoming deadlines listed in the report.

9:00 a.m. X. Consent Agenda President Sue Wakamoto-Lee  
Sue Wakamoto-Lee asked if anyone would like to remove their reports.

- Standing Committee/Directors Reports
  - Awards
  - Communications
  - Corporate Affairs
  - PAC
  - Professional Development
  - Public Affairs
- Ad Hoc Committee Reports
  - Community Outreach (CAHU Foundation)
  - Medicare
  - Vanguard

**Upon motion made by Tim Kanter and seconded by Jack Holder, the Consent Agenda a shall be accepted. The motion carried.**

9:03 a.m. XI. Finance Report VP Finance

Below are the highlights of the February 2023 Financials prepared for the March 2023 board meeting.

- This month's financials include a balance sheet and income statement for the eight months ended February 28, 2023; as well as the comparative balance sheet and income statement for 2022-23. January dues were deposited on 2/28 in the amount of \$23,184.05. Noted that the annual non-profit partner

contribution was made in the amount of \$1,348.94 into CAHIP's Summit bank account.

- We cut large checks in February that are reflected as prepaid expenses on the Balance Sheet - Leadership Summit/Reg VIII (next fiscal year's budget) for a deposit to the Hilton/Anaheim in the amount of \$12,000; and \$8,000 to Kimpton Sawyer as a 2nd installment deposit for Capital Summit in May. We are also processing board member expense reimbursements.

- The Board reviewed the report that shows a breakdown of the NABIP dues payments to CAHIP for the last 26 months. While our dues fluctuate quite a lot month-to-month, my analysis shows that in 2022 our annual dues declined by less than 1% from the prior year 2021. Our 2023 annual budget for Membership dues is \$376,050, so although we are trending slightly down in membership revenue, we're only off by less than \$4k. The CPA also clarified some things about the ADM program. When the program started, NABIP paid the chapters their yearly dues in full whether they had received payment or not. That changed and NABIP is now paying the chapters their dues from the ADM members when they receive them. The biggest change we made during this timeframe that's negatively impacting our budget is the monthly cost spend to Westbound Communications.

Brad Davis discussed the current fees for Westbound Communications.

Cathy reported she is not going to be renewing her position as VP Finance. The Board thanked Cathy for her service.

**Upon motion made by Tim Kanter and seconded by Shelly Hoover, the February financial report shall be accepted as submitted. The motion carried.**

9:10 a.m.

XII.

Legislation Report

VP Legislation

Dawn McFarland reported the recent Bill Review event in Sacramento was very successful. Dawn discussed the NABIP Compliance Corner members talk RxDC reporting. Also, to note OHCA released the advisory committee submission of interest form. Dawn discussed the CAHIP Bill positions that were recently established. Faith Borges discussed the current political environment. Faith noted California is facing a budget downturn.

**Upon motion made by Dawn McFarland and seconded by Dede Kennedy-Simington, the CAHIP Board accepts the bill positions selected by the Legislative Council at Bill Review. The motion carried.**

- 9:15 a.m. XIII. Membership Report VP Membership  
Irma Romero discussed the membership report. Irma discussed the March membership campaign. If you join in March, you receive \$50.00 dollars off your dues.
- 9:19 a.m. XIV. Local Chapter Reports Chapter Presidents  
No chapter reports.
- 9:20 a.m. XV. New Business  
Closed door board session.



**Board Meeting Sign In Sheet: March 21, 2023**

**8:00 am to 10:30 am**

**Location: Zoom**

<b>Executive Board</b>	<b>Title</b>	<b>INITIAL</b>		
Sue Wakamoto-Lee	President	x	<b>Quorum: 17</b>	
Tim Kanter	President-Elect	x		
Brad Davis	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Irma Romero	VP Membership	x		
Jack Holder	VP Professional Development	x		
Dierdre Kennedy-Simington	VP PAC	x		
Charlotte McPherson	VP Public Affairs	x		
Samantha Siders	VP Corporate Relations			
Kristie Scavarda	VP Communications	x		
Vanessa Ignacio	VP Community Outreach	x		
<b>President or Voting Member (Sub)</b>			<b>President-Elect or Voting Member</b>	<b>INITIAL</b>
Zac Trogdon	President CCAHU			
Sandra Barr	President DCAHU		Bill Youngblood	
Janet Powelson	President GGAHU			
Kristie Scavarda	President IEAHU		Shari Boyce	
June Taylor	President LAAHU	x	Josh Kaufman	
Marti Murray	President NCAHU		Tara Driscall	
Dan Furtado	President NVAHU	x		
Pat Stiffler	President OCAHU	x	John Evangelista	x
Rosamaria Marrujo	President SAHU	x		
David Parker	President SDAHU			
Laura Murphy	President SBAHU	x		
Michael Traynor	President SVAHU	x		
Don Jones	President VCAHU			

**STAFF:**  
 Faith Borges  
 Nathan Carlson

**COMMITTEE CHAIRS:**  
 Pat Stiffler, Awards Chair  
 David Garcia, Medicare Co-chair  
 Rosamaria Marrujo, Medicare Co-chair

**GUESTS:**

Rick Coburn, GGAHU  
 Linda Madril, Shelly Hoover

**CONFIDENTIAL**

*This document and the information it contains are strictly for the use of the California Association of Health Underwriters.*



# Board Report

## AWARDS

Chair: Pat Stiffler

Month: February, 2023

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Work with Irma to increase membership</li><li>2. Sponsor one NAHU certification class</li><li>3. 75% of chapters have an Awards chair by 1/1/2023</li><li>4. Every chapter apply for at least one award (CAHU or NAHU)</li></ol>



CAHIP won the Legislative Excellence Award at the Capitol Conference

I am working on awards and will be contacting Board members for things I will need. I will be applying for Landmark, Presidential Citation for Sue, Website and Media Relations Awards. All awards are due by April 5.

Most of the Chapters have the certifications due between now and May. They can contact me for help. Congratulations to North Coast and Silicon Valley who both recently qualified for Silver Certification.

# CAHIP Membership Campaign: Social Metrics Report

**Campaign Period:** 3/1/23 to 3/31/22

**Reporting Period:** 3/1/22 to 3/14/22 (organic posts began 3/1; paid posts began on 3/6)

LinkedIn - Paid	Result	Goal
Website visits via paid	243	100 - 430
Engagement rate (includes clicks)	4.57%*	.57 - .87%
Impressions (\$220 out of \$600 spent)	4,622	12,000+
Average cost per click	\$.85*	\$1.22 - 1.83

LinkedIn - Organic	Result	Goal
New followers	+11	500 *333 followers on 2/28
Impressions	552*	694**
Engagement rate	17.7%*	9.24%**

\* Demonstrates exceptional performance

\*\* Represents the monthly average from the past 12 months

Facebook - Paid	Result	Goal
Website visits via paid	22	200+
Engagement rate (includes clicks)	.8%	.9% (industry avg.)
Impressions (\$20 out \$200 paid)	4,058	30,000
Average cost per click	\$.89	<\$1.68 (Facebook average)

Facebook - Organic	Result	Goal
New followers (organic)	+6	650 623 followers on 2/28
Impressions (organic)	810*	503**
Engagement (organic actuals)	113*	52**

\* Demonstrates exceptional performance

\*\* Represents the monthly average from the past 12 months



# Board Report

**ORANGE COUNTY**

President: Pat Stiffler

Month: March,2023

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Platinum certification</li><li>2. 30 new members</li><li>3. Increase in CE credits and one NAHU certification</li></ol>



1. Had a successful Carrier Panel meeting with 76 in attendance. We had two panels, one for small group and one for Medicare
2. Our annual Take a Swing Fore the Cure Golf Tournament benefitting Cystic Fibrosis is scheduled for Monday, April 10<sup>th</sup> at Aliso Viejo Country Club
3. Plans are underway for our May meeting where we will offer the new Anti-Fraud course through the Dept of Insurance. We will also have our Member Appreciation and Awards Ceremony
4. We have formed a task force to start the process of changing our name in compliance with NABIP



# Board Report

**Santa Barbara**

President: Laura Murphy

Month: March, 2023

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Grow membership by 10%</li><li>2. Complete the BOD positions</li><li>3. Recruit a Pres. Elect</li></ol>

1. Grow membership by 10%
2. Complete the BOD positions
3. Recruit a Pres. Elect

- Completed the IN PERSON CE (GeoBlue) on Feb 23<sup>rd</sup>.
- Scheduling another in person for April. – Cottage Hospital (still working on details)
- Working on scheduling other Virtual and in person meetings
- We continue to grow in membership (thanks to Agency membership model)



# Board Report

## COMMUNICATIONS

Vice President: Kristie Scavarda

Month: March 2023

<b>STRATEGIC GOALS:</b>
1. Change the name of CAHIP Alert e-newsletter - Accomplished.
2. Promote/emphasize social media presence – Continue to work on
3. Chapter toolkit Continue to work on



### CAHIP 2022 Newsletter Plan

#### Newsletter cadence

The CAHIP Newsletter will be sent out on the third Wednesday of every month.

#### Content submission deadline

Content submissions are due by the first Wednesday of every month.

- Content received after the submission deadline will be considered for the following edition.
- Content will be considered for publication based on the order in which it was received. Overflow content will be considered for the following edition.

#### How to submit content

- CAHIP Board Members: Please email content to Jessica Neuman (jneuman@westboundcommunications.com) and Claire Muranaka (cmuranaka@westboundcommunications.com).
- CAHIP members/Local chapters: Please have CAHIP members and local chapters submit content via the [CAHIP Newsletter Content Submission Google Form](#).
- Requesting each Chapter to provide content – Articles, Videos, Events, etc.

#### Approvals

- The newsletter copy and images will be sent to the Public Affairs committee for review on the second Wednesday of each month. Edits are due by EOB on the following Monday.
- Westbound will send the finalized copy and images to Nathan for formatting.
- Westbound will review and approve the formatted content before it is sent out.

#### CAHIP March Communications Agenda

CAHIP Newsletter March

CAHIP Name Change

Local Chapter Content request

CAHIP social media video challenge by end of the year, ask about the details.

CAHIP Give back to Charity, request Media attendance and Business Journal article.



Links to CAHIP.org in executive board members email signature

NABIP Trainings online.

**CAHIP Communications Call Attendees:** Kristie from IE and Rosamaria Marrijo.

**Here are a couple articles for the March Social Media:**

## CAHIP Membership Campaign: March Social Media Posts

Date	Topic	Copy	Image
Wednesday, March 1	Campaign start post	<p>March marks the launch of our CAHIP Membership Campaign! With all the challenges health insurance professionals face, it couldn't be a better time to invest in your professional development. Membership in our association at the local, state, and national level can help to remedy these challenges, all in one place. Learn more at <a href="https://www.cahu.org/membership">https://www.cahu.org/membership</a></p>	 A social media post image featuring a blue background with a photograph of a classical building facade with columns. The text on the image includes "MEM", "2023", "SIGN", "\$50 OFF", and "UNTIL".
Monday, March 6	\$50 membership special	<p>CAHIP membership offers so many benefits to professionals across California. No matter what role you hold, there is something for you. Right now, membership is available at a discount! Sign up before March 31 and receive \$50 off membership dues: <a href="https://www.cahu.org/membership">https://www.cahu.org/membership</a></p>	 A social media post image with a dark blue background. It features the CAHIP logo (California Agents & Health Insurance Professionals) and the text "SPE", "OF", "\$50 OFF NA", "UNTIL MA", and "SIGN U". There is also a red dotted pattern in the bottom left corner.

<p>Thursday, March 9</p>	<p>3 in 1 Membership</p>	<p>New policies and regulations significantly impact our work and clients. That's why CAHIP and NABIP advocates for Members at the local, state, and national levels. We want to have a say in these decisions, no matter the level of government. Raise your voice! Become a member today during membership month and save \$50. Offer ends March 31, 2023. <a href="https://www.cahu.org/membership">https://www.cahu.org/membership</a></p>
<p>Tuesday, March 14</p>	<p>CAHIP offerings</p>	<p>Harness the power of 3 in 1 membership! CAHIP Members are always in the know. Our Connections newsletter, Capitol Summit and annual Statewide Leadership Conference are just a few of the ways CAHIP gives you the most accurate information and education. Sign up today at <a href="https://www.cahu.org/membership">https://www.cahu.org/membership</a>.</p>
<p>Friday, March 17</p>	<p>Professional Development</p>	<p>Providing the best client service requires the best education. Membership in CAHIP, our national association and your local chapter gives you access to educational resources that advance designations, support certifications, and ensure lifelong learning. 📖 Be part of our professional's strongest association and visit <a href="https://www.cahu.org/membership">https://www.cahu.org/membership</a></p>



**RAISE YOUR VOICE**

**3 in 1 M**

Local Chapters across California

Sign

REBC® Designation

Courses

Online Learning Institute

Government Sponsored Certification Training

**PROFESSIONAL DEVELOPMENT**

Monday, March 20

The importance of education

Navigating the health insurance landscape is an ongoing challenge. The best way to get ahead is to stay on top of what's happening by being part of CAHIP, your local chapter and our national association. Your 3 for 1 membership offers frequent educational opportunities that help you better compete in our dynamic industry. Right now, you can get \$50 off your membership with our March Membership Discount! Learn more here: <https://www.cahu.org/membership>



Wednesday, March 22

Diverse Membership Community

CAHIP Members are part of a vibrant community where everyone wants to see each other succeed. It's the best place to form strategic partnerships and grow your business. Through local chapter and statewide events, the networking opportunities are endless. Take advantage of our \$50 March membership discount NOW: <https://www.cahu.org/membership>



Tuesday, March 28

Networking

We all know the power of networking. But only membership in CAHIP and your local chapter gives you access to one of the most diverse professional networks in the industry. Members have frequent opportunities to connect with like-minded professionals to form partnerships that grow businesses. Our March Membership Campaign is coming to a close - join us today! <https://www.cahu.org/membership>



Friday, March 31	End of Campaign	Our March Membership Campaign is over, but there is still time to take \$50 off your first year's membership dues through April 7, 2023. Take advantage and join now! <a href="https://www.cahu.org/membership">https://www.cahu.org/membership</a>
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IEAHU was established in 1992 by MaryJane Weber, a female insurance agent and owner of Morgan, Franz & Associates in Rancho Cucamonga. Each of our board and chapter meetings begin with an invocation and flag salute, it's a practice we've continued since our beginnings. Agents, carrier partners and general agents join us from all over the Inland Empire which encompasses San Bernardino and Riverside Counties. We are fortunate to have close relationships with two of the southern California sister chapters, CAHIP-OC and CAHIP-SD and often see their members attend our meetings. CAHIP-IE is also involved with these same two chapters in presenting the annual Senior Summit which has been a great success for over 10 years.

Originally IEAHU included a satellite chapter in the low desert (Palm Springs, Palm Desert & La Quinta area) and in 2006 we were able to sponsor DCAHU as a standalone chapter serving the agents in the low desert.

Throughout the many chapter years, we have always provided monthly in person or virtual meetings, an annual symposium, an annual golf tournament and a newsletter by print (at that time by typewriter) to the present electronic newsletter sent via email and social media. We currently give back to two local charities that we have adopted. The Unforgettables Foundation (helps provide & pay for funeral services for children due to unforeseen circumstances that don't have the financial means) and Alex's Way (dedicated to supporting those in need of organ transplants and their families by helping to remove obstacles that appear on their journey to transplant as well as obstacles post-transplant).

List of IEAHU Presidents:

- 1990-1992 Mary Jane Weber
- 1992-1993 Ray Musser
- 1993-1994 Stephen Graeber
- 1994-1995 Richard Hawkins
- 1995-1996 Brad Lening

- 1996-1997 Robert Fredericks
- 1997-1998 Steven Park
- 1998-1999 David Johnston
- 1999-2000 Patrick Reaume
- 2000-2001 Shelley Hoover
- 2001-2002 Kathy Cade
- 2002-2003 Stephen Graeber
- 2003-2005 Juan Lopez
- 2005-2006 Gordon Colburn
- 2006-2007 Casey Armstrong
- 2007-2009 Joseph Henehan
- 2009-2010 Bill Mason
- 2010-2011 Edward Stricklan
- 2011-2012 Donald Doppmann
- 2012-2013 David Johnston
- 2013-2015 Johnny Scharnweber
- 2015-2016 Christina Marzec
- 2016-2017 Kristie Scavarda
- 2017-2018 Yolanda Webb
- 2018-2019 Wayne Guzman
- 2019-2020 Ashley Ingram



## ANNUAL "DAY AT THE CAPITOL" HUGE SUCCESS!

A contingency of thirteen from IEAHU traveled to Sacramento in May to discuss current legislation with our elected legislators. With our fearless leader, Bill Robinson at the helm we studied our objectives and completed our mission of visiting with 14 members and/or their staff from the State Assembly and Senate. Many outstanding speakers, among them our own lobbyists John Lovell and Steven Lindsay, enlightened us to bills that effect our industry. Deborah Ortiz, Senator, 6th State Senate District, spoke of dramatic cut-backs in spending going on in Sacramento! The new speaker of the Assembly, Herbert J. Wesson, spoke to our Vanguard members at a reception in their honor.

If you have never attended this event please mark your calendar for next year! The date is typically in mid May. This is by far one of the most interesting and hands on events of the year! Don't forget to protect our industry by joining the PAC today!

### IEAHU Mission Statement

To build a foundation of values which advocates fair and ethical industry practices with excellence and integrity. To promote and support the community of health insurance professionals, to educate themselves and the public and influence legislation to promote quality health care.



Getting ready to meet with Legislators.

right: Some of the IEAHU distinguished past presidents - Ray Musser Bob Frederick Steve Park Pat Reaume These guys are still working on your behalf.



left: Class underway with Steve Lindsey



Bill Robinson - Big Winner. Not only as Bill awarded the CAHU Legislative award, but he also won the PAC Grand Prize.



# Board Report

## LEGISLATION

Vice-President: Dawn McFarland

Month: March 2023

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Succession training process by end of year</li><li>2. New ways for name recognition (ongoing)</li><li>3. <del>Quarterly (virtual) legislative update webinars</del> Do not want to deter from local chapters</li></ol>



### Attendance:

#### NABIP:

Compliance Corner Committee Members Talk RxDC Reporting –

<https://nabip.org/membership-resources/podcasts/healthcare-happy-hour/compliance-corner-committee-members-talk-rxdc-reporting>

#### CAHIP:

OHCA Releases Advisory Committee Submission of Interest Form

Greetings,

The Office of Health Care Affordability has released a submission of interest form for those who would like to serve on the Health Care Affordability Advisory Committee.

This committee will provide input to the Health Care Affordability Board on a range of topics, including:

- a statewide health care spending target and specific targets by health care sector and geographic region;
- the methodology for setting spending targets and adjustment factors to modify targets when appropriate; definitions of health care sectors;
- benchmarks for primary care and behavioral health spending;
- statewide benchmarks for the adoption of alternative payment models and standards;
- quality and equity metrics;
- standards to advance the stability of the health care workforce; and
- other areas requested by the board or the office.

Department of Health Care Access and Information - <https://hcai.ca.gov/ohca/>

Bill Review (March 9<sup>th</sup>/ in person Sacramento) – Positions established; board vote needed.

Faith/Dawn Update

**Cap Sum May 8-10** - 3 Scholarships Available! See flyer, please help us get the word out! Will be in Cal Broker for the April issue

Please help us with sponsor and exhibiting partners!

Below is a template email PLEASE SHARE:

Hello **Partner,**

To begin we want to thank you for your repeated support of CAHIP and it's local chapters.

You may have heard that this has been a big political year with 31 NEW legislators elected into office, a 10 year re-districting, and healthcare being a big political topic. We need help both financially as a sponsor or exhibitor, but also to invite agents in your database.

The agent community is currently under a legislative microscope and we need voices to help us educate our legislators about the valuable service agents provide to the legislator's constituents. The best way to get the word out about the event is to have everyone reach out to their networks, expressing how important it is for people to engage in this advocacy.

Please [click here for more information](#) including [sponsorship](#) opportunities AND [registration](#).

Thank you in advance for your support,  
CAHIP Capitol Summit Committee

**Mark these dates in your 2023 Calendars**

Capitol Summit May 8-10 (Sacramento)



# Board Report

## PRESIDENT

President: Sue Wakamoto-Lee

Month: March, 2023

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Keep monthly BOD meetings to one hour (especially virtual ones)</li><li>2. Get 100% participation of chapters in BOD meetings by EOY</li><li>3.</li></ol>

1. Keep monthly BOD meetings to one hour (especially virtual ones)
2. Get 100% participation of chapters in BOD meetings by EOY
- 3.

- Region 8 call was canceled due to CapCon
- Name Change Task Force
  - Has now met a few times
  - Clarification of nomenclature has been a key topic with chapter boards
- Attended event for Desert Cities in late February
- Attended CapCon and Leadership Forum (for Landmark points)
  - Met with Senators Feinstein's and Padilla's staff
- Attended Bill Review in Sacramento
- Women's Leadership Summit
  - CAHIP was proud to sponsor an item in the swag bags
  - Event was sold out



# Board Report

## PRESIDENT-ELECT

President-Elect: Tim Kanter

Month: March, 2023

<b>STRATEGIC GOALS:</b>
-------------------------

- |   |
|---|
| <ol style="list-style-type: none"><li>1. Launch virtual chapter</li><li>2. Identify struggling chapters and populate their boards with 2-3 people</li><li>3. Conduct RFP for Executive Director (with Immediate Past President)</li></ol> |
|---|

- Working to find board members for the Virtual Chapter. Need to have new board members in place before we can move forward.
- Executive Director RFP
  - RFP's have been received and are being reviewed.
- Working with NCAHU and DCAHU to merge them with GG and IE.
- Nominations are open for next term. Need someone for Corp Affairs.
- Region 8 Leadership Conference Hosted by CAHIP Engage: Aug 6-7



# Board Report

## PROFESSIONAL DEVELOPMENT

Vice President: Jack Holder

Month: March, 2023

### STRATEGIC GOALS:

1. 90% attendance of the PD at monthly call at minimum – September
2. Add PD Vice – Chair
3. Plan next Engage 2023
4. CE Update by 1/1/2023

Three chapters were present. I did try to reach out to the chairs after the last meeting and will connect with each president.

Chapter	Title	First Name	Last Name	Chapter	3/15
CCAHU	PD Chair	Joanna	Capriola	CCAHU	
DCAHU	PD Chair	Randy	Donsky	DCAHU	
IEAHU	PD Chair	Darlene	Jackson	IEAHU	Present
LAAHU	PD Chair	Brad	feldman	LAAHU	
NVAHU	PD Chair	Leslie	Williams	NVAHU	
OCAHU	PD Chair	Dorothy	Cociu	OCAHU	Present
SAHU	PD Chair	Adam	Aguilar	SAHU	SUB
SDAHU	PD Chair	Heather	Siems	SDAHU	Let me know in Advance
SDAHU	PD Chair - CoCh	Stacy	Moskowitz	SDAHU	
SBAHU	PD Chair	Kim	Novak	SBAHU	
SVAHU	PD Chair	Julie	Rowlands	SVAHU	
VCAHU	PD Chair	Tamar	Arouchian	VCAHU	

Web CE was a success. We had almost 60 people attend. Working on the next one that will be in May.

Region VIII Leadership Conference, Hosted by CAHIP Engage

- August 6-7<sup>th</sup>
- Hilton Anaheim
- Working on securing speakers



## Board Meeting Minutes

**Meeting Description:** CAHIP Board of Directors

**Date and Time:** April 19, 2022 - 8:00 a.m. to 10:30 a.m.

**Location:** Zoom Meeting

*Requests to add agenda items may be presented under item II.*

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- 8:03 a.m. I. Welcome, Call to Order, Antitrust Reminder  
President Elect Sue Wakamoto-Lee reviewed the Antitrust reminder.

**Upon motion made by Barbara Ciudad and seconded by Marti Murray, the agenda shall be accepted. The motion carried.**

**Upon motion made by Tim Kanter and seconded by Maggie Stedt, the minutes of the March 22, 2022, Board of Directors meeting shall be accepted. The motion carried.**

- 8:07 a.m. II. Immediate Past President Report Immediate Past President Maggie Stedt reported on the CAHIP Nomination Committee and Governance Committee meetings. The list below is the positions that have been nominated:
- Tim Kanter, President-Elect
  - Cathy Little, VP Finance
  - Dawn McFarland, VP Legislation
  - Irma Romero, VP Membership
  - Jack Holder, VP Professional Development
  - Dierdre "Dede" Kennedy-Simington, VP PAC
  - Dorothy Cociu, VP Communications
  - Vacant, VP Corporate Relations

Maggie noted this year CAHIP is sending a mail in ballot to all the delegates. The ballot was reviewed by the board. Maggie reminded everyone that the house of delegates meeting is in-person only. Please make sure your delegates attend the meeting so we can meet the quorum requirements.

Maggie reported the Governance Committee continues to review the CAHIP Policies and Procedure document. The Governance Committee made changes to Policy and Procedure 3012. Maggie reviewed the changes to 3012 with the board.

**Upon motion made by Maggie Stedt and seconded by Marti Murray the Board approves Policy and Procedure 3012. The motion carried.**

- 8:10 a.m. III. Legislation Report VP Legislation  
Dawn McFarland reported Capitol Summit is next month. The current registration count is 96. Please make sure to register for the event. Dawn noted the committee has worked to secure excellent speakers. Dawn reported she is working with Faith on the Legislative talking points. The next Healthy California for all Committee meeting is April 25, 2022. CAHIP has a support position on

most of the bills this year. Some chapters are scheduling in-person meetings with Legislators. Other chapters are going to be meeting using Zoom.

- 8:15 a.m. IV. President's Report President  
***Brad Davis joined the meeting at 8:32 a.m.*** Brad reported he is very excited about the upcoming Capitol Summit event. Brad thanked the CAHIP board and committee chairs for all their hard work. CAHIP continues to complete items on the strategic plan.
- 8:20 a.m. V. President Elect Report President Elect  
Sue Wakamoto-Lee reported the CAHIP Leadership Summit is July 18-19, 2022 at the Sheraton Universal hotel. Sue noted most chapters should have a budget to send their board members to the event. The plan is to have strategic planning sessions for the AHU Chapters. Sue discussed the NVAHU Virtual Chapter with NAHU. She is working on a plan to create the virtual chapter by the end of the year.
- 8:25 a.m. VI. Finance Report VP Finance  
This month's report reflects financials for 9 months into the 2021-22 fiscal year. Total Current Assets as of 3/31 is \$384,661. We closed out remaining expenses to Green Valley Resort so our deferred revenue for WLS is now at zero. The P&L breakout for WLS will be included in the next financial report but this month's financials already reflect most of the income and expenses attributed to the event. The event did make a profit.
- NAHU dues for January were paid on 3/31 in the amount of \$27,979.01. Monthly target is \$32,046. Based on the board's endorsement last month of moving \$30,000 from Summit Checking into Schwab for reserves I directed Tricia to add Summit bank account to Schwab so that funds can easily be transferred. Once that is set up the money will be transferred as instructed by the board.
- Upon motion made by Cathy Little and seconded by Sue Wakamoto-Lee, the March financial report shall be accepted as submitted. The motion carried.**
- Sue Wakamoto-Lee noted the CAHIP Board meetings are going to be hybrid meetings. Sue recommends that CAHIP purchase a swivel camera that has a microphone. The cost of the camera is \$580.77.
- Upon motion made by Cathy Little and seconded by Sue Wakamoto-Lee, the Board approves purchasing a swivel camera the cost is \$580.77. The motion carried.**
- 8:36 a.m. VII. PAC Report VP PAC  
No report.

- 8:42 a.m. VIII. Public Affairs Report VP Public Affairs  
No report.
- 8:43 a.m. IX. Corporate Affairs Report VP Corporate Affairs  
Meg McComb noted to make sure to thank our sponsors. Meg continues to reach out to new sponsors. If you have any sponsor leads, please email them to Meg.
- 8:44 a.m. X. Membership Report VP Membership  
Barbara Ciudad reported the current membership count. Barbara noted CAHIP is down on membership this month. Barbara thanked LAAHU, GGAHU, OCAHU, NVAHU and IEAHU for bringing in new members this month. Barbara noted there will be a new member contest at the Capitol Summit. Attendees who join CAHIP onsite will receive a one-hundred-dollar bill.
- 8:49 a.m. XI. Professional Development VP Professional Development  
Jack Holder reported he is working on the Leadership Conference. Please make your plans to attend July 18-19, 2022. The leadership committee is meeting frequently. Jack is also working on CAHIP webinars for members.
- 8:50 a.m. XII. Communications Report VP Communications  
Dorothy Cociu reported she is working on the May/June issue of the STATEment.
- 8:55 a.m. XIII. CAHU Foundation Report VP Community Outreach  
Tim Kanter reported he will be speaking at the LAAHU Symposium in April. He has received many applications for the mentorship program. He is very excited on the progress of the program. Tim Kanter reported Vanessa Ignacio is interested in being the new CAHIP VP of Community Outreach.
- 9:00 a.m. XIV. Awards Report Awards Chair  
Pat Stiffler thanked Nathan Carlson for his help with the NAHU Awards submissions. Pat reminded the CAHIP Board if she needs information from you make sure to send it in a timely manner. There is a deadline for the awards. If you chapter needs help with awards. Please reach out to Pat. Pat reminded the chapters to submit their chapter certification to NAHU.
- 9:05 a.m. XV. Diversity and Inclusion Report Diversity Chair  
No report
- 9:10 a.m. XVI. Medicare Advisory Group Report Medicare Chairs  
Rosamaria Marrujo reported the committee had a recent meeting. The committee meeting went very well. The topic of the committee meeting was the chapter Medicare Events.

- 9:15 a.m. XVII. Vanguard Report VP Vanguard  
Nathan Carlson reported the next Vanguard event will be at the Bank in Sacramento. Make sure to register for this event, it will be fun.
- 9:18 a.m. XVIII. Local Chapter Reports Chapter Presidents
- CCAHU – Zac Trogdon reported CCAHU is doing very well. CCAHU is having in-person meetings.
- SBAHU – Laura Murphy reported SBAHU continues to have virtual meetings. Laura reported she will be attending the Capitol Summit event.
- DCAHU – Sandra Barr reported Tim Kanter will be speaking at their next event. Kristie reported their member meetings are going well. They plan on having their strategic planning in June.
- GGAHU – Janet Powelson reported GGAHU had their first in-person meeting. The GGAHU Symposium on the Hornblower boat is next month. Please make sure to register and attend.
- IEAHU – Kristie Scavarda reported the IEAHU meetings are in-person. The IEAHU expo is May 18, 2022. The baseball night was well attended. IEAHU had over 55 attendees.
- LAAHU – Charlotte McPherson reported their upcoming Sales Symposium is next month. Please make sure to register to attend. Charlotte also reported LAAHU is Platinum certified by NAHU. The board congratulated Charlotte and LAAHU on their success.
- NCAHU – Marti Murray reported NCAHU had its first in-person meeting on ethics. The meeting went well. NCAHU is looking at changing their name.
- Dawn McFarland noted chapters might want to wait until after June to change their name. NAHU is looking at changing their name in June.
- NVAHU – Dan Furtado is searching for the NVAHU bylaws. He will be working with Sue on the virtual chapter.
- OCAHU – Jo Ann Vernon reported OCAHU had their annual conference last month. This month is the annual golf tournament. OCAHU is doing very well.
- SAHU – Rosamaria Marrujo reported the SAHU Crab had an excellent turnout. Rosamaria reported they got a few new members from the event. The next event is on May 26, 2022. It is going to be an axe throwing event.
- SDAHU – Barbara Ciudad reported the next SDAHU event is going to be a golf tournament.

VCAHU – Don Jones reported the next meeting in April is going to be about ethics. VCAHU continues to have successful member meetings.

- 9:54 a.m. XIX. Management Report  
Nathan reviewed the CAMS management report included in the Board packet.
- 9:56 a.m. XX. Old Business
- 9:57 a.m. XXI. Meeting Adjourned at 9:57 a.m.



**Board Meeting Sign In Sheet: April 19, 2022**

**8:00 am to 10:30 am**

**Location: Zoom Meeting**

Executive Board	Title	INITIAL				
Brad Davis	President	x				
Sue Wakamoto-Lee	President-Elect	x				
Maggie Stedt	Immediate Past President	x	<b>Quorum: 17</b>			
Cathy Little	VP Finance	x				
Dawn McFarland	VP Legislation	x				
Barbara Ciudad	VP Membership	x				
Jack Holder	VP Professional Development	x				
Craig Gussin	VP PAC					
Bruce Benton	VP Public Affairs					
Meg McComb	VP Corporate Relations	x				
Dorothy Cociu	VP Communications	x				
Tim Kanter	VP Community Outreach	x				
President or Voting Member (Sub)					President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	x				
Sandra Barr	President DCAHU	x			Bill Youngblood	
Kenneth Coker	President GGAHU	x	Janet Powelson	x		
Yolanda Web	President IEAHU		Kristie Scavarda			
Charlotte McPherson	President LAAHU		June Taylor	x		
Norman Sheehan	President NCAHU	x	Marti Murray	x		
Dan Furtado	President NVAHU	x				
Jo Ann Vernon	President OCAHU	x	Pat Stiffler			
Carmen Perea	President SAHU		Rosamaria Marrujo			
Kacy Kunkel	President SDAHU	x	David Parker	x		
Laura Murphy	President SBAHU	x				
Nick Jauhal	President SVAHU					
Don Jones	President VCAHU	x				

STAFF:  
Faith Borges  
Nathan Carlson

COMMITTEE CHAIRS:  
Rosamaria Marrujo, Medicare Co-chair  
Pat Stiffler, Awards

GUESTS: Rick Coburn, Irma Romero

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## Board Meeting Minutes

**Meeting Description:** CAHIP Board of Directors

**Date and Time:** May 9, 2022 - 2:00 p.m. to 5:00 p.m.

**Location:** Kimpton Sawyer Hotel/Zoom

*Requests to add agenda items may be presented under item II.*

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- 2:07 p.m. I. Welcome, Call to Order, Antitrust Reminder  
President Elect Brad Davis reviewed the Antitrust reminder.  
Self-introductions were given by all Board meeting attendees.

**Upon motion made by Craig Gussin and seconded by Yolanda Webb, the agenda shall be accepted. The motion carried.**

**Upon motion made by Barbara Ciudad and seconded by Sue Wakamoto-Lee, the minutes of the April 19, 2022, Board of Directors meeting shall be accepted. The motion carried.**

- 2:30 p.m. II. President's Report President  
Brad Davis welcomed everyone to the meeting. Brad noted it has been a long time since we have all met in-person. Brad reminded everyone that after the Board meeting there is going to be a PAC wine mixer right outside the Board room. Make sure to attend the event.

- 2:35 p.m. III. Immediate Past President Report Immediate Past President  
Maggie Stedt reported on the CAHIP Nomination Committee and Governance Committee meetings. Maggie reported that Dorothy withdrew her nomination for VP Communications. CAHIP also has an opening for VP of Corporate Relations. The list below is the positions that have been nominated:
- Tim Kanter, President-Elect
  - Cathy Little, VP Finance
  - Dawn McFarland, VP Legislation
  - Irma Romero, VP Membership
  - Jack Holder, VP Professional Development
  - Dierdre "Dede" Kennedy-Simington, VP PAC
  - Dorothy Cociu, VP Communications
  - Vacant, VP Corporate Relations

Maggie noted CAHIP members can run from the floor for Board positions at the House of Delegates meeting. Maggie reminded the Board about the Bylaws change that is up for voting.

Patrick Burns NAHU Region VIII Vice President gave an update on the name change from NAHU. NAHU is going to be voting on a name change in June. The new name is National Association of Benefits and Insurance Professionals. If the name change passes, AHU associations will be required to change their name to the new NAHU name. NAHU is allowing AHU associations to use DBA names if

they are filed before the new name change is approved in June. Pat does not recommend that CAHU adds the DBA name CAHIP to the bylaws. Pat noted CAHU does not need to add it. Adding the new DBA to the bylaws would also require an approval from NAHU. There could be issues around the new name.

Maggie reported the Governance Committee continues to review the CAHIP Policies and Procedure documents. The Board reviewed the following Policies and Procedure documents:

**Upon motion made by Maggie Stedt and seconded by Norman Sheehan the Board approves Policy and Procedure 1001. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Norman Sheehan the Board approves Policy and Procedure 1002. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Cathy Little the Board approves Policy and Procedure 1003. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Barbara Ciudad the Board approves Policy and Procedure 1004. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Craig Gussin the Board approves Policy and Procedure 1005. The motion carried.**

The Board discussed the order of the listing of Board positions in P&P 1015. The Board recommends changing the order for NAHU Annual Conference. The new order is VP Corporate Relations, VP Legislation, VP PAC.

**Upon motion made by Maggie Stedt and seconded by Craig Gussin the Board approves Policy and Procedure 1015 with the suggested changes. The motion carried.**

3:20 p.m. IV. President Elect Report President Elect  
Sue Wakamoto-Lee reported the CAHIP Leadership Summit is July 18-19, 2022, at the Sheraton Universal hotel. Sue reported the Chapter leaders should attend the Leadership Summit. There will be strategic planning sessions for the AHU Chapters.

3:25 p.m. V. Finance Report VP Finance  
This month's report reflects financials for 10 months into the 2021-22 fiscal year. Total Current Assets as of 4/30 is \$386,818.24.

NAHU dues for March posted on 5/2 in the amount of \$35,818.24. Monthly target is \$32,046.

Reminder about the finance P&Ps on reimbursement for upcoming conferences. CAHIP reimburses members for events based on a global amount so please only claim up to the approved amount on your expense reimbursement form. Please

provide an itemized receipt for any meals you claim; CAHIP does not reimburse for alcohol. Mode of travel: CAHIP pays the cost of the lowest fare at the 21-day advance rate for direct flights. If you wish to add excursion flights to your trip, you must subtract the difference. We will reimburse up to \$25 per first bag checked on airline. Members who opt to drive will be compensated at the rate allowed by the IRS for mileage. Mileage will be based upon a direct route to and from the meeting site. Reimbursement will be limited to the allowable rate for miles or the cost of a direct flight whichever is less.

As chapters plan for sending leaders to upcoming conferences/meetings, the current policy is that expense reimbursement for Capital Summit (May) and Statewide Leadership Summit (July) will include Airfare or Mileage, transport from airport or parking and one night hotel accommodations for all Executive Board & Committee chairs. Chapter representatives attending the board meeting will be reimbursed for their travel expenses (but not hotel accommodations). Registration fee for Cap Sum is comped for the entire CAHIP BOD.

The current budget for NAHU Convention is \$10,000 which allows us to send 5 members at a global cap of \$2,000. Brad Davis discussed since CAHIP is doing well financially he recommends increasing the NAHU convention reimbursement amount so more Board members can attend.

**Upon motion made by Sue Wakamoto-Lee and seconded by Craig Gussin, the Board increased the budget amount for sending Board members to NAHU Annual Convention by \$14,000. The motion carried.**

**Upon motion made by Dawn McFarland and seconded by Tim Kanter, the April financial report shall be accepted as submitted. The motion carried.**

Brad Davies noted CAHIP will be giving the budgeted amount of \$2,000 to the CAHU PAC.

- |           |      |  |                |
|-----------|------|--|----------------|
| 3:40 p.m. | VI.  | Legislation Report<br>Dawn McFarland reported the committee is working on Healthy California for all comments. Dawn is very excited about the speaker line-up at Capitol Summit. Jessica Altman from Covered CA will be speaking. Dawn noted the priority bill list has been added to the Board packet. Faith Borges reported on the details of the Healthy California for all comments. Faith discussed the Capitol building are under construction and you might run into issues finding elected officials. If you have more questions, please reach out to Faith. Faith noted another great speaker you do not want to miss is Justin Wallin. He is going to be going over the single payer poll. | VP Legislation |
| 3:50 p.m. | VII. | PAC Report<br>Craig Gussin reported he is very excited to see everyone at the event. Today we are having a wine mixer. Please make sure to donate to the PAC. He also noted we are having a PAC raffle with many great prizes.   | VP PAC         |

3:55 p.m.	VIII.	Public Affairs Report No report.	VP Public Affairs
4:00 p.m.	IX.	Corporate Affairs Report No report.	VP Corporate Affairs
4:05 p.m.	X.	Membership Report Barbara Ciudad reported the current membership count is 1,603. Barbara thanked the chapters for bringing in new members. There is a new member contest going on. If a new member joins during Capitol Summit they will get a \$100.00 dollar bill.	VP Membership
4:10 p.m.	XI.	Professional Development Jack Holder noted please make sure to save the date for the Leadership Conference, July 18-19, 2022. The leadership committee working on the speakers and venue. The date is set. We do not plan on moving the date of the event.	VP Professional Development
4:20 p.m.	XII.	Communications Report Dorothy Cociu reported the May/June issue of the STATEment was emailed out and posted on the website. Dorothy is going to be transiting some of her tasks. Dorothy noted she will be available to help. The Board thanked Dorothy for all her work on CAHIP Communications.	VP Communications
4:35 p.m.	XIII.	CAHU Foundation Report Tim Kanter reported he will be speaking at the LAAHU Symposium in April. He has received many applications for the mentorship program. He is very excited on the progress of the program. Tim Kanter reported Vanessa Ignacio is interested in being the new CAHIP VP of Community Outreach.	VP Community Outreach
4:40 p.m.	XIV.	Awards Report Pat Stiffler reported she is working the NAHU awards. Pat discussed having the CAHIP awards at the Leadership Conference. The Board would like to hold CAHIP awards at the Leadership Conference.	Awards Chair
4:41 p.m.	XV.	Diversity and Inclusion Report No report	Diversity Chair
4:42 p.m.	XVI.	Medicare Advisory Group Report Rosamaria Marrujo reported the committee had a recent meeting. David Garcia noted the Medicare meetings are important for discussing upcoming events. Rosamaria discussed the options for having virtual Medicare events. They are also working on new Medicare CE classes.	Medicare Chairs

- 4:43 p.m. XVII. Vanguard Report VP Vanguard  
Heather Siems reported the next Vanguard event will be at the Bank tomorrow night. We will be having the very important hot wing challenge. Make sure to register for this event.
- 4:50 p.m. XVIII. Local Chapter Reports Chapter Presidents
- DCAHU – Sandra Barr reported they plan on having their strategic planning in June. DCAHU is working on a DBA name change.
- GGAHU – Janet Powelson reported the GGAHU Symposium on the Hornblower boat is this week. Please make sure to register and attend.
- IEAHU – Yolanda Webb the upcoming IEAHU Expo is May 18, 2022.
- LAAHU – June Taylor reported the LAAHU Sales Symposium was very successful. Next month LAAHU will be having a member meeting.
- NCAHU – Norman Sheehan reported NCAHU had it's first in-person meeting last month. The meeting was very successful. The meeting went well. NCAHU is looking at changing their name.
- NVAHU – Dan Furtado is looking forward to getting the virtual chapter going.
- OCAHU – Jo Ann Vernon reported OCAHU had their golf event last month. The next meeting is woman in business.
- SAHU – Rosamaria Marrujo reported the SAHU Crab had an excellent turnout over 400 people. The next event that is coming up is the golf tournament. You can find more information on the website.
- SDAHU – David Parker reported SDAHU has a June golf event. Then in August SDAHU has the day at the races.
- SBAHU – Laura Murphy reported they are changing their name. She is working on getting her Board to attend the July leadership conference.
- VCAHU – Tim Kanter reported the next meeting is going to be about Cal Savers. VCAHU is looking at changing their name as well.
- 5:17 p.m. XIX. Management Report  
Nathan reviewed the CAMS management report included in the Board packet.
- 5:18 p.m. XX. Old Business
- 5:19 p.m. XXI. Meeting Adjourned at 5:19 p.m.



**Board Meeting Sign In Sheet: May 9, 2022**

**2:00 pm to 5:00 pm**

**Location: Kimpton Sawyer Hotel/Zoom**

<b>Executive Board</b>	<b>Title</b>	<b>INITIAL</b>				
Brad Davis	President	x				
Sue Wakamoto-Lee	President-Elect	x				
Maggie Stedt	Immediate Past President	x	<b>Quorum: 17</b>			
Cathy Little	VP Finance	x				
Dawn McFarland	VP Legislation	x				
Barbara Ciudad	VP Membership	x				
Jack Holder	VP Professional Development	x				
Craig Gussin	VP PAC	x				
Bruce Benton	VP Public Affairs					
Meg McComb	VP Corporate Relations	x				
Dorothy Cociu	VP Communications	x				
Tim Kanter	VP Community Outreach	x				
<b>President or Voting Member (Sub)</b>					<b>President-Elect or Voting Member</b>	<b>INITIAL</b>
Zac Trogdon	President CCAHU	x				
Sandra Barr	President DCAHU	x	Bill Youngblood	x		
Kenneth Coker	President GGAHU	x	Janet Powelson	x		
Yolanda Web	President IEAHU	x	Kristie Scavarda			
Charlotte McPherson	President LAAHU	x	June Taylor	x		
Norman Sheehan	President NCAHU	x	Marti Murray	x		
Dan Furtado	President NVAHU	x				
Jo Ann Vernon	President OCAHU	x	Pat Stiffler	x		
Carmen Perea	President SAHU	x	Rosamaria Marrujo	x		
Kacy Kunkel	President SDAHU		David Parker	x		
Laura Murphy	President SBAHU	x				
Nick Jauhal	President SVAHU					
Don Jones	President VCAHU					

**STAFF:**

Faith Borges  
Nathan Carlson

**COMMITTEE CHAIRS:**

Rosamaria Marrujo, Medicare Co-chair  
David Garcia, Medicare Co-chair  
Pat Stiffler, Awards

**GUESTS:** Rick Coburn, Robert Gotelli, Jose Rodriguez, Vanessa Ignacio, Cerrina Jensen, Pat Burns  
Bill Robinson, Henery Romero, John Evangelista

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## Board Meeting Minutes

**Meeting Description:** CAHIP Board of Directors

**Date and Time:** June 21, 2022 - 8:00 a.m. to 10:30 a.m.

**Location:** Zoom

*Requests to add agenda items may be presented under item II.*

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- 8:10 a.m.      I.      Welcome, Call to Order, Antitrust Reminder  
President Elect Brad Davis reviewed the Antitrust reminder.

**Upon motion made by Jack Holder and seconded by Craig Gussin, the agenda shall be accepted. The motion carried.**

**Upon motion made by Cathy Little and seconded by Tim Kanter, the minutes of the May 9, 2022, Board of Directors meeting shall be accepted. The motion carried.**

- 8:15 a.m.      II.      President's Report      President  
Brad Davis welcomed everyone to the meeting. Brad noted this is his last meeting as CAHIP President. He reported CAHIP is doing great financially. CAHIP achieved many accomplishments over the past year. He thanked the CAHIP board for their support on the projects. and is pleased of all the work he and the board has completed. Brad thanked Craig, Dorothy, Meg, Maggie and Bruce for their hard work on the CAHIP Board. Brad welcomed the new Board members.

- 8:20 a.m.      III.      Immediate Past President Report      Immediate Past President  
Maggie reported the Governance Committee continues to review the CAHIP Policies and Procedure documents. The Board reviewed the following Policies and Procedure documents:

**Upon motion made by Maggie Stedt and seconded by Tim Kanter the Board approves Policy and Procedure 3001 with the review date of 2024. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Craig Gussin the Board approves Policy and Procedure 3002 with the review date of 2024. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Craig Gussin the Board approves Policy and Procedure 3003 with the review date of 2024. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Craig Gussin the Board approves Policy and Procedure 3004 with the review date of 2024. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Charlotte McPherson the Board approves Policy and Procedure 5001 with the review date of 2024. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Craig Gussin the Board approves Policy and Procedure 5002 with the review date of 2024. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Charlotte McPherson the Board approves Policy and Procedure 8001 with the review date of 2024. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Jo Ann Vernon the Board approves archiving Policy and Procedure 3008. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Bruce Benton the Board approves archiving Policy and Procedure 4002. The motion carried.**

**Upon motion made by Maggie Stedt and seconded by Craig Gussin the Board approves archiving Policy and Procedure 1015 with the suggested changes. The motion carried.**

8:26 a.m. IV. President Elect Report President Elect  
Sue Wakamoto-Lee reported the CAHIP Leadership Summit is July 18-19, 2022, at the Sheraton Universal hotel. Sue reminded chapter leaders to register to attend. Susan Combs is the keynote speaker. Each attendee will receive a book when they attend the event. There will be Board training sessions. Jack Holder reported he is working on new marketing information. Jack asked Brad Davis and the Board to record a quick video on why they joined CAHIP and what the association does for them.

8:27 a.m. V. Finance Report VP Finance  
This month's report reflects financials for 11 months into the 2021-22 fiscal year. Total Current Assets as of 5/31 is \$354,268.82.  
  
NAHU dues for April posted on 6/6 in the amount of \$45,453.19. Monthly target is \$32,046.

Reminder: The current policy is that expense reimbursement for Capital Summit (May) and Statewide Leadership Summit (July) will include Airfare or Mileage, transport from airport or parking and one night hotel accommodations for all Executive Board & Committee chairs. Chapter representatives attending the board meeting will be reimbursed for their travel expenses (but not hotel accommodations). Please only claim up to the approved amount on your expense reimbursement forms.

For Executive board members who are attending NAHU Convention in Austin, your global reimbursement cap is either \$2,000 or \$1,000 depending on the P&P hierarchy. If you are attending virtual you will be reimbursed registration. Please submit reimbursement requests in a timely fashion so we can reconcile and close out our year-end accounting.

Cathy is pleased to report that we have received an approval from the California Franchise Tax Board regarding our request for pre-dissolution tax abatement of KERN-AHU. Included in your board packet is the Conditional Approval Letter and instructions on filing the documents necessary to complete the dissolution process. Cathy has duly executed the documents, and these will be filed promptly following the board meeting.

Cathy reported the budget is getting updated and will be available to review soon.

**Upon motion made by Cathy Little and seconded by Dawn McFarland, the May financial report shall be accepted as submitted. The motion carried.**

**Upon motion made by Cathy Little and seconded by Dorothy Cociu, the Board approves the wind up and dissolve of the Kern Association of Health Underwriters. The motion carried.**

- |           |       |   |                             |
|-----------|-------|---|-----------------------------|
| 8:30 a.m. | VI.   | PAC Report<br>No report.  | VP PAC                      |
| 8:32 a.m. | VII.  | Public Affairs Report<br>Bruce noted this was his last CAHIP Board meeting. The Board thanked Bruce for his service. Bruce introduced Jessica Newman from Westbound Communications. Jessica gave a presentation on the work that Westbound has completed to CAHIP. Nathan will be sending the pdf of the presentation to the board. Jessica reported the increase in views from social media and the progress on the CAHIP rebrand rollout. | VP Public Affairs           |
| 8:35 a.m. | VIII. | Corporate Affairs Report<br>No report.  | VP Corporate Affairs        |
| 8:38 a.m. | IX.   | Membership Report<br>Nathan Carlson reported the membership count is 1,600. Please continue to reach out to new members.  | VP Membership               |
| 8:40 a.m. | X.    | Professional Development<br>Jack Holder noted please make sure to save the date for the Leadership Conference, July 18-19, 2022.  | VP Professional Development |
| 8:45 a.m. | XI.   | Communications Report<br>Dorothy Cociu reported she had her last communications committee meeting last week. Dorothy has been transitioning her items to Kristie Scavarda.  | VP Communications           |

8:50 a.m. XII. CAHU Foundation Report VP Community Outreach  
Tim Kanter reported Vanessa Ignacio is interested in being the new CAHIP VP of Community Outreach. She recently ran the last meeting.

8:52 a.m. XIII. Awards Report Awards Chair  
Pat Stiffler reported the CAHIP awards deadline has been extended until Monday. Please make sure to apply for the awards. If you have any questions, please reach out to Pat. Only a couple chapters have applied for awards.

8:53 a.m. XIV. Legislation Report VP Legislation  
Faith Borges reported on the SB 1242 letter that was included in the board packet.

**Upon motion made by Dawn McFarland and seconded by Dorothy Cociu, the Board approves the support level two position for SB 1242. The motion carried.**

Faith Borges reported on the recent California budget changes. She noted one item they are working on is a recession relief package. AB 1130 is getting funding from the budget. This bill would create an office that would analyze the health care market for cost trends. It would create the Office of Health Care Affordability (OHCA). Today Faith and Dawn are attending a meeting with Assemblymember Joaquin Arambula.

**9:00 AM Brad Davis had to leave the meeting and turned the meeting over to Maggie Stedt.**

9:00 a.m. XV. Diversity and Inclusion Report Diversity Chair  
No report

9:05 a.m. XVI. Medicare Advisory Group Report Medicare Chairs  
Rosamaria Marrujo reported the committee had a recent meeting. CAHIP is going to be having a Medicare meeting next week and another in September.

9:10 a.m. XVII. Vanguard Report VP Vanguard  
Heather Siems reported the Vanguard event at the Bank went very well. Brad Davis won the hot wing challenge.

9:15 a.m. XVIII. Local Chapter Reports Chapter Presidents

DCAHU – Sandra Barr reported their meetings are now in-person. They recently got several new members.

GGAHU – Janet Powelson reported their annual meeting is tomorrow. GGAHU is working on their strategic planning. GGAHU will be attending the Statewide Leadership Conference.

LAAHU – Charlotte McPherson reported last week LAAHU had their annual member meeting. Charlotte thanked Bruce and Sue for the work on the governance with LAAHU. LAAHU has filed a DBA for CAHIP Los Angeles.

OCAHU – Jo Ann Vernon reported their meetings have been very successful. Last week OCAHU had their strategic planning. OCAHU has filed a DBA for CAHIP Orange County.

SAHU – Rosamaria Marrujo reported July 28, 2022, is their annual business meeting. They continue to have virtual meetings.

SDAHU – Heather Siems reported SDAHU has their golf event today. The next event is the Day at the races.

VCAHU – Tim Kanter reported VAHU had their 40<sup>th</sup> anniversary meeting. The meeting had a good turnout.

- |           |      |   |
|-----------|------|---|
| 9:22 a.m. | XIX. | Management Report<br>CAMS management report included in the Board packet. |
| 9:23 a.m. | XX.  | Old Business  |
| 9:24 a.m. | XXI. | Meeting Adjourned at 9:24 a.m.  |



## Board Meeting Sign In Sheet: June 21, 2022

8:00 am to 10:30 am

Location: Zoom

Executive Board	Title	INITIAL				
Brad Davis	President	x				
Sue Wakamoto-Lee	President-Elect	x				
Maggie Stedt	Immediate Past President	x	<b>Quorum: 17</b>			
Cathy Little	VP Finance	x				
Dawn McFarland	VP Legislation	x				
Barbara Ciudad	VP Membership					
Jack Holder	VP Professional Development	x				
Craig Gussin	VP PAC	x				
Bruce Benton	VP Public Affairs	x				
Meg McComb	VP Corporate Relations	x				
Dorothy Cociu	VP Communications	x				
Tim Kanter	VP Community Outreach	x				
President or Voting Member (Sub)					President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	x				
Sandra Barr	President DCAHU	x			Bill Youngblood	
Kenneth Coker	President GGAHU		Janet Powelson	x		
Yolanda Web	President IEAHU		Kristie Scavarda	x		
Charlotte McPherson	President LAAHU	x	June Taylor	x		
Norman Sheehan	President NCAHU		Marti Murray			
Dan Furtado	President NVAHU	x				
Jo Ann Vernon	President OCAHU	x	Pat Stiffler			
Carmen Perea	President SAHU		Rosamaria Marrujo			
Kacy Kunkel	President SDAHU		David Parker			
Laura Murphy	President SBAHU					
Nick Jauhal	President SVAHU					
Don Jones	President VCAHU					

STAFF:  
 Faith Borges  
 Nathan Carlson

COMMITTEE CHAIRS:  
 Rosamaria, Medicare Co-chair  
 a, Medicaree Co-chair  
 Pat Stiffler, Awards  
 Heather Siems

GUESTS: Rick Coburn, Dede, Sam Siders

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## Board Meeting Minutes

**Meeting Description:** CAHIP Board of Directors

**Date and Time:** July 19, 2022 - 8:30 a.m. to 11:30 a.m.

**Location:** Sheraton Universal Hotel and Zoom

*Requests to add agenda items may be presented under item II.*

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- 8:33 a.m. I. Welcome, Call to Order, Antitrust Reminder  
President Sue Wakamoto-Lee reviewed the Antitrust reminder.
- 8:35 a.m. II. Invocation – Tim Kanter, CAHIP President Elect
- 8:37 a.m. III. Roll Call – Nathan Carlson Executive Director took roll.
- 8:39 a.m. IV. **Upon motion made by Dede Kennedy-Simington and seconded by Charlotte McPherson, the agenda shall be accepted. The motion carried.**
- 8:40 a.m. V. **Upon motion made by Janet Powelson and seconded by Dede Kennedy-Simington, the minutes of the June 21, 2022, Board of Directors meeting shall be accepted with one punctuation change to the President’s Report. The motion carried.**
- 8:41 a.m. VI. President’s Report President  
Sue Wakamoto-Lee welcomed everyone to the first CAHIP Engage meeting. Sue thanked the CAHIP Engage Committee, Nathan Carlson, and Natalie Sinclair for their hard work making this conference a success. Sue noted that one of her goals is to keep the Board meetings on task so they can be completed early.
- The first order of business is to approve the CAHIP Committee Chairs. Listed below are the Chairs that are up for approval.
- Medicare Co-Chair, David Garcia (Southern CA)
  - Medicare Co-Chair, Rosamaria Marrujo (Northern CA)
  - VP Community Outreach, Vanessa Ignacio
  - Awards Chair, Pat Stiffler
  - Diversity and Inclusion Chair, Vacant
- Upon motion made by Barry Cogdill and seconded by June Taylor, the CAHIP Board approves the Committee Chairs. The motion carried.**
- 8:50 a.m. VII. Immediate Past President Report Immediate Past President  
No report was given.
- 8:50 a.m. VIII. President Elect Report President Elect  
Tim Kanter reported he looks forward to serving the CAHIP Board at his new role as the President Elect.

8:52 a.m. IX. Executive Director Report Executive Director  
Nathan Carlson thanked the Board for their continued hard work on the CAHIP Goals. Nathan noted the Executive Director Status report is included in the Board packet. Nathan reported he is very pleased on the outcomes of the two large events WLS and Capitol Summit. Both events did well. He also noted he is building out the new committee rosters. Please send him your chapter roster so we can update the committee meetings.

8:59 a.m. X. Finance Report VP Finance  
This month's report reflects financials for 12 months into the 2021-22 fiscal year. Total Current Assets as of 5/31 is \$382,044.76. CAHIP has a very healthy balance sheet going into 2022-23, The cash reserves needed to maintain six-month fixed operating costs is \$211,330, we currently have cash on hand of \$336,840.08  
  
The 2022 Cap Summit event made a profit of \$30,235. There are still a few expenses that haven't been reconciled so a final P&L has not yet been completed. Note that A/V and F&B costs have increased significantly (inflation) so have factored that into our budget for next May.  
  
The finance committee has released the 2022-23 proposed budget. Note the proposed budget presented to you for approval reflects an estimated net operating loss of \$109,431.52. As mentioned, we have a healthy balance sheet with two years of accumulated profit totaling \$73,835.42. This money was intentionally built up to help offset the financial commitment we have with Westbound Communications which we undertook knowing it would be a multi-year contract. The finance committee is optimistic that the work WBC is doing on behalf of CAHIP will have a positive impact on membership growth. Therefore, we are cautiously comfortable with the proposed budget deficit.  
  
Executive board members who attended NAHU Convention in Austin, your global reimbursement cap is either \$2,000 or \$1,000 depending on the P&P hierarchy. Any EBD who attended the conference virtually may submit a reimbursement form for the registration. If you're unsure of the amount of your reimbursement cap, please reach out to Nathan. Since we're approaching our fiscal year-end, we certainly appreciate everyone's cooperation and diligence in submitting your final expense reports in a timely fashion so we can reconcile and close out our year-end accounting. For CAHIP Engage, we will reimburse EBDs two nights hotel plus travel. Chapter Presidents who attend the BOD meeting in person will be reimbursed travel expenses as usual, but their own chapters should reimburse their hotel expense for attending the Leadership training.

**Upon motion made by Cathy Little and seconded by Dawn McFarland, the June financial report shall be accepted as submitted. The motion carried.**

- 9:00 a.m. XI. Legislation Report VP Legislation  
 Dawn reported agents need to be aware of recent guidelines released from Centers for Medicare & Medicaid Services (CMS) that will require agents to record Medicare calls and recite a specific legal disclaimer. Dawn has been in discussions with NAHU on getting a message out to members. There is a petition that was created on change.org. Dawn would like CAHIP to promote the petition.
- Upon motion made by Dede Kennedy-Simington and seconded by Barry Cogdill, the Board approves supporting the petition by sending the information out using all communication channels. The motion carried.**
- Dawn reported the new Covered CA rates will be announced very soon. Dawn discussed the Federal ARPA subsidies extension.
- Upon motion made by David Garcia and seconded by Dede Kennedy-Simington, the Board supports the Federal ARPA subsidies extension. The motion carried.**
- Dawn McFarland discussed AB 1130. The bill would establish the Office of Healthcare Affordability. They will be tasked with analyzing health care markets for cost trends and drivers of spending, developing data-informed policies. Dawn is currently tracking who they will be adding to the Board of Directors for the new agency.
- 9:30 a.m. XII. PAC Report VP PAC  
 Dede Kennedy-Simington thanked everyone who participated in the PAC contest yesterday. Dede asked Nathan Carlson to pull the donation results for the event. Dede reported each chapter should be holding a PAC event. Dede is looking forward on working with the chapters on the PAC events.
- 9:35 a.m. XIII. Corporate Affairs Report VP Corporate Affairs  
 Samantha Siders reported she is looking forward to her new role. Sam noted she is meeting with Meg and HealthNet to discuss a new sponsorship opportunity.
- 9:42a.m. XIV. Membership Report VP Membership  
 Irma Romero reported the next membership Committee meeting will be in August. Irma is looking forward to working with the new Committee.
- 9:46 a.m. XV. Professional Development VP Professional Development  
 Jack Holder thanked the Engage Committee for their hard work on the event. Jack noted he is starting to plan the next Engage event.
- 9:49 a.m. XVI. Communications Report VP Communications

Kristie Scavarda reported she is working on the CAHIP social media, videos and the E-news. Kristie noted she would like to change the name of CAHIP Alert to something catchier. If you have any ideas, please send them to Kristie.

9:55 a.m. XVII. Public Affairs Report VP Public Affairs  
Charlotte McPherson introduced Chris Perez and Jessica Neuman from Westbound Communications. They presented an overview of services for CAHIP.

**Upon motion made by Charlotte McPherson and seconded by Dawn McFarland, the Board approves the new Westbound Contract. The motion carried.**

10:00 a.m. XVIII. CAHU Foundation Report VP Community Outreach  
Vanessa Ignacio reported nothing new to report at this time. The next Foundation meeting is coming up and she will be working on strategic planning.

10:05 a.m. XIII. Awards Report Awards Chair  
Pat Stiffler reported CAHIP has received many awards from NAHU. This year CAHIP won the most State awards. Pat thanked the chapters for their work on the awards.

10:10 a.m. XIX. Diversity and Inclusion Report Diversity Chair  
No report

10:15 a.m. XX. Medicare Advisory Group Report Medicare Chairs  
Rosamaria Marrujo reported CAHIP is going to be having a Virtual Medicare event on September 21, 2022. Make sure to register and attend the event.

10:25 a.m. XXI. Vanguard Report VP Vanguard  
Heather Siems reported each chapter should be recruiting for a Vanguard Chair at the local level. If you have any questions, please reach out to Heather. Heather is looking forward to leading the Vanguard Committee.

10:30 a.m. XXII. Local Chapter Reports Chapter Presidents

VCAHU – Juli Canter reported VAHU has a meeting on July 26, 2022. She is currently working on their annual sponsorship program. VCAHU recently had had their 40<sup>th</sup> anniversary in-person meeting. The meeting had a good turnout.

GGAHU – Janet Powelson reported their next meeting is this month in-person. The meeting is a wine event. If you would like to attend, you can register on our website.

SAHU – Rosamaria Marrujo is looking forward to her new role as the President. The SAHU Business Expo is July 28, 2022.

SDAHU – Barry Cogdill reported the next event is the day at the races. Barry reported it has been a challenge to get new annual meeting sponsors.

OCAHU – Pat Stiffler reported September 13, 2022, is the next upcoming meeting. The meeting is a CE Day.

IEAHU - Kristie Scavarda reported IEAHU has a smaller Board this year. The next event is in August.

NCAHU – Vanessa Ignacio reported the next NCAHU event is the Annual Conference on August 26, 2022.

LAAHU – June Taylor reported the next LAAHU event is the Medicare Summit September 15, 2022.

10:34 a.m.      XXIII.    New Business  
Rick Coburn discussed how to make a motion. A member raises a hand to signal they would like to make a motion. Another member seconds the motion. The chairperson restates the motion. Then there is a debate and voting. Rick reported he will include more information on Robert’s Rules during the next meeting.

Sue Wakamoto-Lee reported for the next meeting we will be using a consent agenda. Each Board member will need to submit reports before the meeting.

10:40 a.m.      XXIV.    Meeting Adjourned at 10:40 a.m.



**Board Meeting Sign In Sheet: July 19, 2022**

**8:30 am to 11:30 am**

**Location: Sheraton Unviersal and Zoom**

Executive Board	Title	INITIAL		
Sue Wakamoto-Lee	President	X		
Tim Kanter	President-Elect	X		
Brad Davis	Immediate Past President			
Cathy Little	VP Finance	X		
Dawn McFarland	VP Legislation	X		
Irma Romero	VP Membership	X		
Jack Holder	VP Professional Development	X		
Dierdre Kennedy-Simington	VP PAC	X		
Charlotte McPherson	VP Public Affairs	X		
Samantha Siders	VP Corporate Relations	X		
Kristie Scavarda	VP Communications	X		
Vanessa Ignacio	VP Community Outreach	X		
<b>President or Voting Member (Sub)</b>			<b>President-Elect or Voting Member</b>	<b>INITIAL</b>
Zac Trogdon	President CCAHU	X		
Sandra Barr	President DCAHU		Bill Youngblood	
Janet Powelson	President GGAHU	X	Janine Wilson	X
Kristie Scavarda	President IEAHU	X	Shari Boyce	X
June Taylor	President LAAHU	X	Josh Kaufman	X
Marti Murray	President NCAHU	X	Tara Driscall	
Dan Furtado	President NVAHU			
Pat Stiffler	President OCAHU	X	John Evangelista	
Rosamaria Marrujo	President SAHU	X		
David Parker	President SDAHU			
Laura Murphy	President SBAHU	X		
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU			

**Quorum: 17**

**STAFF:**  
 Faith Borges  
 Nathan Carlson

**COMMITTEE CHAIRS:**  
 Rosamaria Marrujo, Medicare Co-chair  
 David Garcia, Medicaree Co-chair  
 Pat Stiffler, Awards Chair  
 Heather Siems, Vanguard Chair

**GUESTS:** Rick Coburn, Barry Cogdill, Dorothy Cociu, , Juli Canter, Chris Perez, Jessica Neuman.

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## Board Meeting Minutes

**Meeting Description:** CAHIP Board of Directors

**Date and Time:** August 18, 2022 - 8:00 a.m. to 10:30 a.m.

**Location:** Zoom

*Requests to add agenda items may be presented under item II.*

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- 8:09 a.m. I. Welcome, Call to Order, Antitrust Reminder  
President Sue Wakamoto-Lee reviewed the Antitrust reminder.
- 8:10 a.m. II. Invocation – June Taylor, LAAHU President
- 8:12 a.m. III. Roll Call – Nathan Carlson Executive Director took roll.
- 8:14 a.m. IV. **Upon motion made by Dede Kennedy-Simington and seconded by June Taylor, the agenda shall be accepted. The motion carried. Sue Wakamoto-Lee noted the calendar attached to the agenda will be updated.**
- 8:16 a.m. V. **Upon motion made by Brad Davis and seconded by Tim Kanter, the minutes of the July 19, 2022, Board of Directors meeting shall be accepted with the following changes. One acronym change in the President’s Report. Janine Wilson should be noted as a substitute voting member. In the Legislation Report, the correct wording is subsidies extension. The motion carried.**
- 8:17 a.m. VI. President’s Report President  
Sue Wakamoto-Lee welcomed everyone to the meeting today. Sue announced the Governance Committee appointments. The Governance Committee Chair is Brad Davis. Tim Kanter is also going to join the committee. Listed below are the committee members up for approval.
- Richard Coburn, one-year
  - Dave Fear, Sr., one-year
  - Neil Crosby, two-year
  - Patrick Burns, two-year
- Upon motion made by Tim Kanter and seconded by Dede Kennedy-Simington, the CAHIP Board approves the Governance Committee members. The motion carried.**
- 8:20 a.m. VII. Immediate Past President Report Immediate Past President  
Brad Davis reported he has three main goals. First goal is to work on the Executive Director RFP/CAMS. The second goal is to work on the virtual chapter. The third goal is to manage the Governance Committee.

8:25 a.m. VIII. President Elect Report President Elect  
Tim Kanter reported he has three main goals. The first goal is to work on the virtual chapter. The second goal is to work on the Executive Director RFP/CAMS. The third goal is to work with AHU chapters to recruit new Board members.

8:30 a.m. IX. Executive Director Report Executive Director  
Nathan noted the Executive Director Status Report is included in the Board packet. Nathan reported the Committees are diligently working on their goals. The next Membership Committee meeting will have Bob Tretter from NAHU to discuss the new agency dues model. Nathan noted he is working on the hotel contract for Capitol Summit.

8:36 a.m. X. Consent Agenda President Sue Wakamoto-Lee  
Sue Wakamoto-Lee asked if anyone would like to remove their reports. Dede Kennedy-Simington would like to remove her report. Sue would like to remove the communications report.

- Standing Committee/Directors Reports
  - Awards
  - Communications
  - Corporate Affairs
  - PAC
  - Professional Development
  - Public Affairs
- Ad Hoc Committee Reports
  - Community Outreach (CAHU Foundation)
  - Medicare
  - Vanguard

**Upon motion made by Charlotte McPherson and seconded by June Taylor, the Consent Agenda a shall be accepted. The motion carried.**

Dede Kennedy-Simington reminded the chapters to make sure to add PAC fundraising to each of their events. It is very important to continue to raise funds for PAC.

Kristie Scavarda reported anyone can use the google form to submit articles for the E-newsletter. You can also email them to Kristie.

Jack Holder reported he is looking at new venues for the next Engage Conference. Jack noted hotels are very expensive right now. He is looking for something that is more affordable. The PD Committee calls have moved to the third Wednesday of each month.

8:41 a.m.

XI.

Finance Report

VP Finance

This month's report reflects financials for one month into the 2022-23 fiscal year. We do not yet have an approved budget.

A transfer of \$10,000 was made from Summit Bank to Charles Schwab Goldman Sachs CD at the beginning of August for July at 3.30% for 24 months. The second 24-month CD investment was made with American Express at 3.35% which will be reflected on the August financials. A final \$10,000 will be transferred in the next two weeks into another 24-month CD at the best available rate of return.

Dues deposits for June came in at \$41,863.83. We have a monthly target of \$32,046.

The Income Statement shows reflects income and expenses for CAHIP engage event. There are Still expenses outstanding that haven't been reconciled so a final P&L has not yet been completed. As you can see, expenses exceed income for this event and has already been accounted for in the proposed budget. We anticipate a net loss of -\$25,767.00 when everything is reconciled.

The finance committee has released the 2022-23 proposed budget at July's board meeting. You will note the proposed budget presented to you for approval today reflects an estimated net operating loss of \$109,431.52. As mentioned, we have a healthy balance sheet with two years of accumulated profit totaling \$73,835.42. This money was intentionally built up to help offset the financial commitment we have with Westbound Communications which we undertook knowing it would be a multi-year contract. The finance committee is optimistic that the work WBC is doing on behalf of CAHIP will have a positive impact on membership growth. Therefore, we are cautiously comfortable with the proposed budget deficit.

Dawn McFarland noted the loss of money on the Engage conference is high. Dawn also discussed the Capitol Summit Sponsorship income. Cathy Little reported the sponsorship income for Capitol Summit is a stretch goal. Sue Wakamoto-Lee reported that Region VIII might be joining the Engage Conference next year.

**Upon motion made by Cathy Little and seconded by Tim Kanter, the July financial report shall be accepted as submitted. The motion carried.**

**Upon motion made by Cathy Little and seconded by Brad Davis, the 2022-2023 budget shall be accepted as submitted. The motion carried.**

8:50 a.m.

XII.

Legislation Report

VP Legislation

Faith Borges reported the Legislature adjourns August 31, 2022. There are still over one-thousand bills that need to be acted on by August 31, 2022. Many of the bills could be signed next week.

Dawn reported that NAHU has an upcoming webinar on the Inflation Reduction Act. Dawn noted it might be a good idea for CAHIP to have a Leg Update meeting in October. Dawn is also working on succession planning for the Legislation Chair position.

9:00 a.m. XIII. Membership Report VP Membership  
Irma Romero reported the first Membership Committee meeting was held on August 5, 2022. The meeting had good attendance. Irma noted we are having Bob Tretter from NAHU attend the next Committee meeting. Irma is working on the DOI email list and membership marketing materials. The current membership count is 1,571.

9:15 a.m. XIV. Local Chapter Reports Chapter Presidents

SDAHU – David Parker reported the Day at the Races went very well. SDAHU expects to bring in an estimated \$10,000 for PAC. The next member meeting will be in-person.

OCAHU – John Evangelista noted OCAHU recently had their strategic planning meeting. He is pleased to report OCAHU has a full board. OCAHU is also gold certified. The next event is the Annual CE Day.

LAAHU – June Taylor reported last weekend LAAHU had their first annual board retreat. LAAHU approved their 2022-2023 budget. Bruce Benton is working with LAAHU on Policies and Procedures. The LAAHU Medicare Symposium is September 15, 2022.

DCAHU – Sandra Barr reported DCAHU recently had their strategic planning. DCAHU is looking forward to having their health care summit in March.

SBAHU – Laura Murphy noted SBAHU had their strategic planning meeting. Laura is working on getting new Board members. SBAHU is looking to have more in-person meetings.

SAHU – Rosamaria Marrujo reported SAHU had their Business Expo. The event had good attendance. The SAHU Board meeting is tomorrow. SAHU is doing well financially. SAHU is currently looking to fill a President Elect Board position.

9:24 a.m. XV. New Business  
Sue Wakamoto-Lee reported that CAHIP is going to donate champagne glasses and books from CAHIP Engage to WLS for their upcoming meeting.

9:26 a.m. XVI. Meeting Adjourned at 9:26 a.m.



**Board Meeting Sign In Sheet: August 16, 2022**

**8:00 am to 10:30 am**

**Location: Zoom**

<b>Executive Board</b>	<b>Title</b>	<b>INITIAL</b>		
Sue Wakamoto-Lee	President	x	<b>Quorum: 17</b>	
Tim Kanter	President-Elect	x		
Brad Davis	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Irma Romero	VP Membership	x		
Jack Holder	VP Professional Development	x		
Dierdre Kennedy-Simington	VP PAC	x		
Charlotte McPherson	VP Public Affairs	x		
Samantha Siders	VP Corporate Relations			
Kristie Scavarda	VP Communications	x		
Vanessa Ignacio	VP Community Outreach			
<b>President or Voting Member (Sub)</b>			<b>President-Elect or Voting Member</b>	<b>INITIAL</b>
Zac Trogdon	President CCAHU			
Sandra Barr	President DCAHU	x	Bill Youngblood	
Janet Powelson	President GGAHU			
Kristie Scavarda	President IEAHU	x	Shari Boyce	
June Taylor	President LAAHU	x	Josh Kaufman	
Marti Murray	President NCAHU		Tara Driscall	
Dan Furtado	President NVAHU			
Pat Stiffler	President OCAHU		John Evangelista	x
Rosamaria Marrujo	President SAHU	x		
David Parker	President SDAHU	x		
Laura Murphy	President SBAHU	x		
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU			

**STAFF:**  
 Faith Borges  
 Nathan Carlson

**COMMITTEE CHAIRS:**  
 Rosamaria Marrujo, Medicare Co-chair  
 David Garcia, Medicare Co-chair

**GUESTS:**

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## Board Meeting Minutes

**Meeting Description:** CAHIP Board of Directors

**Date and Time:** September 20, 2022 - 8:00 a.m. to 10:30 a.m.

**Location:** Zoom

*Requests to add agenda items may be presented under item II.*

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- 8:05 a.m. I. Welcome, Call to Order, Antitrust Reminder  
President Sue Wakamoto-Lee reviewed the Antitrust reminder.
- 8:10 a.m. II. Invocation – Brad Davis, LAAHU President
- 8:12 a.m. III. Roll Call – Nathan Carlson Executive Director took roll.
- 8:14 a.m. IV. **Upon motion made by Tim Kanter and seconded by Charlotte McPherson, the agenda shall be accepted. The motion carried.**
- 8:16 a.m. V. **Upon motion made by Kristie Scavarda and seconded by Laura Murphy, the minutes of the August 16, 2022, Board of Directors meeting shall be accepted. The motion carried.**
- 8:17 a.m. VI. President’s Report President  
Sue Wakamoto-Lee welcomed everyone to the meeting today. Sue noted she attended the Region VIII meeting. Sue noted that Washington State association is now a one-chapter state. Sue is pleased to announce the next Region VIII meeting will be incorporated with CAHIP Engage. This should increase he attendance to the event. Sue is working on attending at least one meeting from each chapter.
- 8:20 a.m. VII. Immediate Past President Report Immediate Past President  
Brad Davis reported he is working on the Executive Director RFP/CAMS. He has created a committee that includes Tim Kanter, Cerrina Jensen, and Stephanie Berger to review the RFPs. He will also be working with the Governance Committee.
- 8:25 a.m. VIII. President Elect Report President Elect  
Tim Kanter reported he is working on the new Virtual Chapter. Tim also reported he is working on the Executive Director RFP/CAMS.
- 8:30 a.m. IX. Executive Director Report Executive Director  
Nathan noted the Executive Director Status Report is included in the Board packet. Nathan reported reminded the Chapter leaders that CAHIP has over 120 CE courses current with DOI. Over the past year we have filed 30 plus new courses. Nathan reported we have the September webinar CAHIP Medicare event and in October a new PEO CE course. If you need anything please email, call, or reach out to Nathan on one of the many committee meetings.

8:36 a.m. X. Consent Agenda President Sue Wakamoto-Lee  
Sue Wakamoto-Lee asked if anyone would like to remove their reports. Dede Kennedy-Simington would like to remove her report. Kristie Scavarda would like to remove the communications report.

- Standing Committee/Directors Reports
  - Awards
  - Communications
  - Corporate Affairs
  - PAC
  - Professional Development
  - Public Affairs
- Ad Hoc Committee Reports
  - Community Outreach (CAHU Foundation)
  - Medicare
  - Vanguard

**Upon motion made by Tim Kanter and seconded by Brad Davis, the Consent Agenda a shall be accepted. The motion carried.**

Dede Kennedy-Simington reported the goal for this year is to bring in \$150,000 dollars for CAHU PAC. PAC has brought in about \$78,000 this past year. Dede thanked SDAHU for the large donation to the PAC. Dede reminded the chapters to continue to hold PAC events for fundraising.

8:41 a.m. XI. Finance Report VP Finance

This month's report reflects financials for two months into the 2022-23 fiscal year. Our monthly income target from membership dues is \$31,338. Dues deposit for August came in at \$17,410 which is unexpectedly low. We expect to see a nice bump in membership dues in the next couple of months as 63 new members were signed from the Senior Summit which included one agency. Great job to those chapters at the Senior Summit who brought in all the new members.

We have so far transferred \$20,000 from Summit Bank to Charles Schwab and Purchased 24-month CDs. The board approved transferring \$30,000 in \$10,000 increments. The final \$10,000 has not yet been transferred because the checking balance in Summit State Bank has dipped below \$120k. We still have \$123,000 plus in the Schwab MM Account, so the finance committee recommends investing \$10,000 from MM to CD instead of transferring funds from Summit. We still have liquid cash assets of \$259,120 which is above our six-months reserve threshold.

**Upon motion made by Brad Davis and seconded by Tim Kanter, the August financial report shall be accepted as submitted. The motion carried.**

- 8:50 a.m. XII. Legislation Report VP Legislation  
Faith Borges reported the Legislature adjourned August 31, 2022. The Governor has until September 30<sup>th</sup> to sign a bill into law. Faith reported on SB 1473. Faith worked with the leaders of the bill.

**Upon motion made by Dawn McFarland and seconded by Brad Davis, the Board would like SB 1473 changed to a neutral position. The motion carried.**

Faith noted SB 944 was vetoed by the Governor. The veto message is included in the Board packet. The bill would require Covered California to adapt standard benefit designs that reduce cost sharing. The Governor is concerned about a downturn in revenues.

- 9:00 a.m. XIII. Membership Report VP Membership  
Irma Romero could not attend the meeting. Sue Wakamoto-Lee reviewed the membership report that was submitted to the Board. The report was added to the consent agenda.

- 9:15 a.m. XIV. Local Chapter Reports Chapter Presidents

GGAHU (September Chapter Highlight) – Janet Powelson reported GGAHU was the first chapter in the bay area representing San Francisco, Alameda, Contra Costa, Marin, and San Mateo counties. It was founded in 1987. We are celebrating our 35<sup>th</sup> anniversary. GGAHU held the first tech symposium. GGAHU is a small but mighty chapter.

DCAHU – Sandra Barr reported DCAHU recently had their medicare summit this month. The event was very successful. They brought in one new member. DCAHU is holding strong with 45 members.

SBAHU – Laura Murphy reports SBAHU got one new member this month. They also received one new sponsor. They recently had their first in-person meeting. The meeting went well. Laura continues to try and fill open board positions.

OCAHU – John Evangelista reported OCAHU brought in many new members at the Senior Summit. OCAHU recently had their Annual CE Day. The event was well attended. The next meeting is going to be on compliance.

SDAHU – David Parker reported the Day at the Races brought in \$13,000. SDAHU also got many new members at the Senior Summit. SDAHU is currently researching new venues to hold upcoming events.

LAAHU – Josh Kaufman reported LAAHU recently had a very successful Medicare event. The event brought in approximately \$42,000 in revenue. The event had over 200 attendees. The next event is going to be a carrier panel in October.

IEAHU – Shari Boyce reported IEAHU recently had their Board installation meeting. IEAHU created a new member video. The video is very popular. The video welcomes new members to IEAHU.

NCAHU – Marti Murray noted NCAHU had its annual education symposium. The meeting went very well. NCAHU had Faith and Dede as event speakers. NCAHU does a holiday toy drive. Marti is working on creating a NCAHU e-newsletter using the CAHIP template.

VCAHU – Tim Kanter reported VCAHU had a carrier panel meeting yesterday. Sue Wakamoto-Lee attended the meeting. VCAHU has an upcoming compliance meeting. VCAHU will also be having a charity event.

SAHU – Rosamaria Marrujo reported SAHU had a medicare event without the other norcal chapters. The meeting went well. SAHU is working on getting new sponsors. Next week SAHU will be having a CE panel event.

- 9:20 a.m.      XV.      New Business  
Dawn McFarland discussed CAHIP hosting a webinar in October/November. The webinar would have an update from each CAHIP Board Committee. Sue noted the Professional Development committee is tomorrow. Sue will discuss the webinar with Jack Holder on the Professional Development committee call.
- 9:22 a.m.      XVI.      Meeting Adjourned at 9:22 a.m.



**Board Meeting Sign In Sheet: September 20, 2022**

**8:00 am to 10:30 am**

**Location: Zoom**

<b>Executive Board</b>	<b>Title</b>	<b>INITIAL</b>		
Sue Wakamoto-Lee	President	x	<b>Quorum: 17</b>	
Tim Kanter	President-Elect	x		
Brad Davis	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Irma Romero	VP Membership			
Jack Holder	VP Professional Development			
Dierdre Kennedy-Simington	VP PAC	x		
Charlotte McPherson	VP Public Affairs	x		
Samantha Siders	VP Corporate Relations			
Kristie Scavarda	VP Communications	x		
Vanessa Ignacio	VP Community Outreach	x		
<b>President or Voting Member (Sub)</b>				
Zac Trogdon	President CCAHU			
Sandra Barr	President DCAHU	x	Bill Youngblood	
Janet Powelson	President GGAHU	x		
Kristie Scavarda	President IEAHU	x	Shari Boyce	x
Linda	President LAAHU	x	Josh Kaufman	x
Marti Murray	President NCAHU	x	Tara Driscall	
Dan Furtado	President NVAHU			
Pat Stiffler	President OCAHU	x	John Evangelista	x
Rosamaria Marrujo	President SAHU	x		
David Parker	President SDAHU	x		
Laura Murphy	President SBABU	x		
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU			

**STAFF:**  
 Faith Borges  
 Nathan Carlson  
**GUESTS:**

**COMMITTEE CHAIRS:**  
 Rosamaria Marrujo, Medicare Co-chair  
 Heather Siems, Vanguard Chair  
 Rick Coburn

**CONFIDENTIAL**

*This document and the information it contains are strictly for the use of the California Association of Health Underwriters.*



# Board Report

## PRESIDENT

President: Sue Wakamoto-Lee

Month: September, 2022

<b>STRATEGIC GOALS:</b>
-------------------------

- |  |
|--|
| <ol style="list-style-type: none"><li>1. Keep monthly BOD meetings to one hour (especially virtual ones)</li><li>2. Get 100% participation of chapters in BOD meetings by EOY</li><li>3.</li></ol> |
|--|

- Region 8 call
  - Stephanie Berger, RVP, confirmed that the Region 8 Leadership Training in 2023 will be hosted by CAHIP through Engage.
  - NAHU is forming a small chapter task force to assist chapters that are struggling with low membership and participation. More to come on that.
  - NAHU name change will be effective January, 2023. Toolkits will be coming out.
  - Leadership Academy – Level 2 will be starting in 2023
  - Washington is consolidating into one state chapter from 4 local chapters.



# Board Report

## PRESIDENT-ELECT

President-Elect: Tim Kanter

Month: September, 2022

<b>STRATEGIC GOALS:</b>
-------------------------

- |  |
|--|
| <ol style="list-style-type: none"><li>1. Launch virtual chapter</li><li>2. Identify struggling chapters and populate their boards with 2-3 people</li><li>3. Conduct RFP for Executive Director (with Immediate Past President)</li></ol><br><ul style="list-style-type: none"><li>• Working to get my starting point for next steps for virtual chapter.<ul style="list-style-type: none"><li>○ Speaking at the CAHIP Ventura County in person meeting about mentorship, but more importantly, to encourage people to be a part of the CAHIP Ventura County board.</li></ul></li><li>• Helped form a committee with Brad to begin researching exec directors to get bids started.<ul style="list-style-type: none"><li>○ Helping compile list of potential exec directors</li><li>○ Connecting preliminarily with CAMS to inform Jenny Blevins that we will request an RFP from them as well.</li></ul></li></ul> |
|--|



# Board Report

## AWARDS

Chair: Pat Stiffler

Month: September, 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Work with Irma to increase membership</li><li>2. Sponsor one NAHU certification class</li><li>3. 75% of chapters have an Awards chair by 1/1/2023</li><li>4. Every chapter apply for at least one award (CAHU or NAHU)</li></ol>



I would like to see CAHU promote a Health Insurance Awareness Week (sometime in October) to Chapters and encourage them to have one.

Will be contacting Board members to let them know what I'll be needing from them throughout the year

If any Chapter is inviting or meeting legislators at a Chapter meeting prior to the upcoming elections please send a report to me.



# Board Report

## COMMUNITY OUTREACH

Vice President: Vanessa Ignacio

Month: September, 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. 3 to 5-year strategic plan in Q3 (in-person)</li><li>2. Standard process for mentor/mentee intake</li><li>3. Expand mentorship program by 50%</li></ol>

1. 3 to 5-year strategic plan in Q3 (in-person)
2. Standard process for mentor/mentee intake
3. Expand mentorship program by 50%

1. Members of the board presented information on becoming a mentor/mentee as various events in the state
2. We had a virtual strategic planning session on 9/14. We will schedule another planning session at a later date
3. We are going to be working with NAHU on combining forces for the mentorship program.



# Board Report

## LEGISLATION

Vice-President: Dawn McFarland

Month: September, 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Succession training process by end of year</li><li>2. New ways for name recognition (ongoing)</li><li>3. Quarterly (virtual) legislative update webinars</li></ol>



Exec Leg Committee voted to oppose SB 1473 based on amendments made on Aug 15<sup>th</sup>. The vote was unanimous at oppose level 2 with Faith lobbying as educational effort (fraud and waste with out of network providers leads to increased premium costs), once lobbying began it came to our attention that CAHP was no longer opposed after amendments, committee quickly agreed to move to a neutral position. I move that the BoD ratifies the final position of neutral on SB 1473.

SB 944 Update (see attached)

Faith to report on the final standings of our priority bill list, [see here](#).

In the relationship building goal – DCHS reached out, recognizing the importance of CAHIP in getting out messages to agents (boots on the street) and are working with us to help our agents understand the 2023 CalAIM transitions affecting dual eligible Medicare beneficiaries. Our Medicare Chairs, David and Rosamaria will have more to report as they are leading the distribution to members.

### Federally:

Current Operation Shouts:

#### [Employer Reporting](#)

[\(and one for your clients – Employer Reporting\)](#)

#### [CMS Medicare Marketing Rule](#)

[\(and one for your clients – CMS Marketing Rule\)](#)

#### [COBRA as Creditable Coverage \(FINALLY!\)](#)

[\(and one for your clients - COBRA\)](#)

Inflation Reduction Act, [Here is a great timeline](#) by KFF to show when the Rx benefits take effect. There is a Part D list of approved vaccinations for Seniors, and as of 1/1/2023 = they will all be provided to Seniors at NO COST, including the costly Shingrix vaccine for Shingles!

Hear the full details in the NAHU Healthcare Happy Hour: <https://nahu.org/membership-resources/podcasts/healthcare-happy-hour/what-s-in-the-final-version-of-democrats-reconciliation-package>

Compliance Blog: <https://nahucompliance.com/>



# Board Report

## MEDICARE

Chairs: Rosamaria Marrujo (Northern CA)  
David Garcia (Southern CA)

Month: September, 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Continue a CAHIP Annual Medicare Summit Virtual</li><li>2. Conduct 2 meetings – Annual Summit &amp; Committee</li><li>3. Promote NAHU Medicare Certification</li><li>4. Minimum of 4 CE virtual Medicare webinars</li><li>5. Add Medicare content to CAHIP website</li></ol>



9/6/2022 Medicare Board Meeting held virtually including Board Chairs Rosamaria Marrujo & David Garcia.

Meetings reviewed the strategic goals listed above.

1. Continue a CAHIP Annual Medicare Summit Virtual – 9/2022 Update: Goal is Completed! Event on September 21<sup>st</sup>, 2022 via zoom. Now have 1 sponsor Warner Pacific! Over 60 attendees registered.
2. Conduct 2 meetings – Annual Summit & Committee – 9/2022 Update: Goal is Completed! Done: 9/2022 Update: Meeting conducted with over 5 committee members on 9/6/2022 via zoom.
3. Promote NAHU Medicare Certification – Need help from Jack Holder Professional Development and Patricia Stiffler. Awards Chair. Still need to work this.
4. Minimum of 4 CE virtual Medicare webinars – 9/2022 Update: 1 CE Confirmed for CAHIP Annual Medicare Summit Virtual 9/21/2022.
5. Add Medicare content to CAHIP website – 9/2022 Update: Regularly updated. Just sent 2 important items to be posted to the site. Call Recording Guidelines and Medicare 2023 Updates as of 9/2022.



# Board Report

## PROFESSIONAL DEVELOPMENT

Vice President: Jack Holder

Month: September, 2022

STRATEGIC GOALS:
<ol style="list-style-type: none"><li>1. 90% attendance of the PD at monthly call at minimum – September</li><li>2. Add PD Vice – Chair</li><li>3. Plan next Engage 2023</li><li>4. CE Update by 1/1/2023</li></ol>



Have a webinar scheduled with CE credit for October 4<sup>th</sup> at 1pm led by Just Works. **When Professional Employer Organizations Can Best Resolve Client's Benefits, Risk, Compliance, HR, and Payroll Needs.**

**Is Parity Working? Mental Health & Substance Use Disorder Claim Advocacy for Brokers** CE course approved and led by Dede Kennedy. Dede can run for local chapters.



# Board Report

## PUBLIC AFFAIRS

Vice President: Charlotte McPherson

Month: September, 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Keep Westbound on track (ongoing)</li><li>2. CAHIP featured in external publication once per quarter</li><li>3. Consumer-facing page (website) – insurance basics</li></ol>



Bi-weekly check-in calls with Westbound are moving along. We are introducing a monthly meeting for the committee to discuss/organize content and objectives for the month. Special shout out to Kristie for her hard work sourcing content for the newsletter! 😊

I have been in communication with a reporter with the LA Times, and she is looking for content that addresses the steps our industry/fellow professionals are taking to address inequities in underserved and economically challenged communities: access to care, education, and education to name a few. Please reach out to me if you have anything to contribute, however, it must include data and evidence, and it can't be purely based on conjecture, or opinions.

Shortly I will be reaching out to all Media Chairs to see what resources we have available to bring greater awareness to the important work we are doing as a community.



# Board Report

## MEMBERSHIP

Vice President: Irma Romero

Month: September, 2022

### STRATEGIC GOALS:

1. First Meeting with Membership chairs - share "How to" Resources
2. Each Monthly meeting invite a guest to share best practice, 3 – 5 minutes, something executable
3. New Licensed Agents list – process, turn key for chapters to utilize – by 12/31/2022
4. Identify Groups for collaboration

### September 2, 2022 – Meeting Recap

Intention – Change, Collaboration, Growth

Bob Tretter – Agency Model Membership & Best Practices

Recorded Session: <https://www.youtube.com/watch?v=2QZ9WMFqDIY>

Next Working Meeting September 23, 2022 | 1:00 – 2:00 pm

\*\*\*

Agenda 9/2/2022

CAHIP Membership Monthly Meeting

In Attendance - Justine Sobczyk, Rick Coburn, Sue Wakamoto, Kristie Scavarda, Bob Tretter, Shari Bryce, Gonzalo Verduzco, Rosamaria Marrujo

Meeting was recorded and stored in our Dropbox

1. Welcome
  - a. Intention – Change, Collaboration, Growth
  - b. Sharing, Invite, Ask – Great Example Senior Summit
    - i. Supported by great speakers
    - ii. Inviting to join membership
    - iii. Synergy of 3 local chapters
  - c. Dropbox set up – invite sent out
    - i. Script for video – modify for your local or not
2. Guest Speaker – Agency Membership
  - a. *Bob Tretter from NAHU. Bob will be discussing the Agency Dues Model 2022.*
    - i. *Shared Best Practices*

3. Check in – Please share
  - a. Success/win for the past month
  - b. Brief best practice that achieved traction or success, if any
  - c. What can we support you with?
4. Working Sessions
  - a. One for September - 9/23/2022
5. Any questions or requests

Copied from NAHU website August Report

State Orders		MONTH START 8/1/2022	NEW THIS MONTH	LAPSED THIS MONTH	ADJUST	MONTH END 8/31/2022
	CA Central	81	4	2	2	85
	CADesertCities	38	0	0	0	38
	CAGoldenGate	129	3	1	-3	128
	CAInland	118	11	2	1	128
	CA LosAngeles	297	8	5	4	304
	CANorthCoast	41	0	0	-1	40
	CANorthValley	29	1	0	0	30
	CAOrange	256	28	1	1	284
	CASacramento	130	0	2	-1	127
	CASanDiego	182	9	4	-1	186
	CASantaBarbara	30	0	0	1	31
	CASilicon	135	0	0	0	135
	CASW	1	0	0	0	1
	CAVentura	76	0	0	0	76
8	CA Total	<b>1,543</b>	<b>64</b>	<b>17</b>	<b>3</b>	<b>1,593</b>
Order State Chapters		MONTH START 8/1/2022	NEW THIS MONTH	LAPSED THIS MONTH	ADJUST	MONTH END 8/31/2022

Next meeting Membership Meeting: October 7, 2022 at 10:00 am



# Board Report

## POLITICAL ACTION COMMITTEE (PAC)

Vice President: Dede Kennedy-Simington

Month: September, 2022

### STRATEGIC GOALS:

1. \$150,000 Total (\$250,000 Stretch)
2. 75% PAC Chairs call participation
3. Communication piece by 8/31/22

- YTD - as of 9/19/22 - \$78,210.55
  - Increase of \$20,762.55 since 6/13/22
  - 1/1/22 - 6/13/22 - \$57,448
  - On pace for \$105k
- Faith-approved PAC Script available for chapters
  - Will distribute before next PAC Chair meeting on 9/27
- Requested and receive a list of donors who gave in 2021 but have not yet in 2022
  - I sent personal email to all 16 in LAAHU
    - Received one note back that he'd donate later that day -hasn't yet
  - Will send to all PAC Chairs before next meeting with my email template
- Request – All major meetings have a PAC Event
  - OCAHU, IEAHU & SDAHU did not do a PAC event at Medicare Symposium
  - LAAHU did not do a PAC event at LAAHU Medicare Symposium
- Last PAC Chair meeting was held on 8/23 – thank you Marti Murray from NCAHU for pushing us to 70% participation on the call!!

Chapter	Chapter Size as of Aug 22	Gave in 2021, not yet in 2022	Title	First Name	Last Name	Email	CAHIP Engage	July	August
CAHU	1582	93	VP PAC	Dede	Kennedy	<a href="mailto:dedek@benassisthealth.com">dedek@benassisthealth.com</a>	yes	yes	yes
DCAHU	38	4	PAC Chair	Bill	Youngblood	<a href="mailto:bill@insurancesuperstore.net">bill@insurancesuperstore.net</a>	no	no	no
GGAHU	129	3	PAC Chair	Patrick	Burns	<a href="mailto:patrick@burnsemmployeebenefits.com">patrick@burnsemmployeebenefits.com</a>	yes	no	partial
IEAHU	118	10	PAC Chair	Cherrie	Crutcher		no	no	no
LAAHU	302	16	PAC Chair - Co Chair	Jose	Rodriques	<a href="mailto:jrodriguezjr@ofisinsurance.com">jrodriguezjr@ofisinsurance.com</a>	yes	yes	yes
OCAHU	283	13	PAC Chair	John	Austin	<a href="mailto:jaustin@choiceadmin.com">jaustin@choiceadmin.com</a>	no	yes	yes
SAHU	130	3	PAC Chair	Cerrina	Jensen	<a href="mailto:Cerrinaj@solvins.com">Cerrinaj@solvins.com</a>	yes	no	yes
SBAHU	31	1	PAC Chair	Jose	Blanco	<a href="mailto:jose_blanco@us.aflac.com">jose_blanco@us.aflac.com</a>	no	yes	yes
SDAHU	183	23	PAC Chair	Cheryl	Cote	<a href="mailto:cheryl.cote@sharp.com">cheryl.cote@sharp.com</a>	no	yes	no
VCAHU	76	1	PAC Chair	Chris	Messing	<a href="mailto:cmessing@lisibroker.com">cmessing@lisibroker.com</a>	no	yes	yes
VCAHU	76	1	PAC Chair	Juli	Canter	<a href="mailto:Juli.Canter@warnerpacific.com">Juli.Canter@warnerpacific.com</a>	no	no	no
CCAHU	86	9	PAC Chair						
NCAHU	41	2	President	Marti	Murray				yes
NVAHU	30	5	PAC Chair					6 of 10	7 of 10
SVAHU	135	3	PAC Chair					60%	70%

- Homework for August mtg
  - Little traction
  - Report 2 PAC events and dates planned
  - Chapter goal – in addition to auto giving
  
- Please have your President or President-Elect attend our monthly meetings if there's no chair
  - CCAHU
  - NVAHU
  - SVAHU
  
- In the next month:
  - Leaning into targeted outreach to
    - Past donors
      - Email and phone
    - All members
    - Develop expectation and culture of CAHU PAC giving
  - PAC appeal blurb & QR code on all member communications

August 2022 Report:

PAC Chair meeting – 4<sup>th</sup> Tuesday of month at 2 pm (August 23 is next)

- July 26 – held meeting, 6 chairs (including me) attended
- Introductions, training repeated
- Reasonably pleased with participation – 60%
  - 10 chapters have CAHU PAC Chairs
  - 4 chapters do not have CAHU PAC Chairs
    - Please have your President or President-Elect attend our monthly meetings if there’s no chair
    - CCAHU
    - NCAHU
    - NVAHU
    - SVAHU
  - Note VCAHU has 2 chairs, get full credit if 1 attends

CAHIP PAC Local Chairs Roster 2022-2023					Attendance at PAC Chair Meeting		
Chapter	Title	First Name	Last Name	Email	CAHIP Engage	August	Sept
CAHU	VP PAC	Dede	Kennedy	<a href="mailto:dedek@benassisthealth.com">dedek@benassisthealth.com</a>	yes	yes	
DCAHU	PAC Chair	Bill	Youngblood	<a href="mailto:bill@insurancesuperstore.net">bill@insurancesuperstore.net</a>	no	no	
GGAHU	PAC Chair	Patrick	Burns	<a href="mailto:patrick@burnsemployeebenefits.com">patrick@burnsemployeebenefits.com</a>	yes	no	
IEAHU	PAC Chair	Craig	Gussin	<a href="mailto:craig@auerbachandgussin.com">craig@auerbachandgussin.com</a>	no	no	
LAAHU	PAC Chair - Co Chair	Jose	Rodriques	<a href="mailto:jrodriguezjr@ofisinsurance.com">jrodriguezjr@ofisinsurance.com</a>	yes	yes	
OCAHU	PAC Chair	John	Austin	<a href="mailto:jaustin@choiceadmin.com">jaustin@choiceadmin.com</a>	no	yes	
SAHU	PAC Chair	Cerrina	Jensen	<a href="mailto:Cerrinaj@solvins.com">Cerrinaj@solvins.com</a>	yes	no	
SBAHU	PAC Chair	Jose	Blanco	<a href="mailto:jose_blanco@us.aflac.com">jose_blanco@us.aflac.com</a>	no	yes	
SDAHU	PAC Chair	Cheryl	Cote	<a href="mailto:cheryl.cote@sharp.com">cheryl.cote@sharp.com</a>	no	yes	
VCAHU	PAC Chair	Chris	Messing	<a href="mailto:cmessing@lisibroker.com">cmessing@lisibroker.com</a>	no	yes	
VCAHU	PAC Chair	Juli	Canter	<a href="mailto:Juli.Canter@warnerpacific.com">Juli.Canter@warnerpacific.com</a>	no	no	
CCAHU	PAC Chair					6 of 10	
NCAHU	PAC Chair					60%	
NVAHU	PAC Chair						
SVAHU	PAC Chair						
LAAHU	HUPAC Chair	Naama	Pozniak	<a href="mailto:naama@rightplan.com">naama@rightplan.com</a>	no	no	
No PAC Chair - Local Chapter Presidents & Elects							
CCAHU	President	Zac	Trogdon	<a href="mailto:ztrogdon@gmail.com">ztrogdon@gmail.com</a>	no	no	
NCAHU	President	Marti	Murray	<a href="mailto:marti@myhealthquotenow.com">marti@myhealthquotenow.com</a>	no	no	
NCAHU	President Elect	Tara	Driscoll	<a href="mailto:tdriscoll@choiceadmin.com">tdriscoll@choiceadmin.com</a>	no	no	
NVAHU	President	Dan	Furtado	<a href="mailto:dan@heritage-agency.com">dan@heritage-agency.com</a>	no	no	
SVAHU	President	Nick	Jauhal	<a href="mailto:njauhal@beerepurves.com">njauhal@beerepurves.com</a>	no	no	

Email sent to PAC Chairs, and Presidents where no PAC chairs:

- Appeal to attend August meeting
- Homework for next mtg
  - Report 2 PAC events and dates planned
  - Chapter goal – in addition to auto giving
- Distributed
  - Event Idea List
  - QR Code
  - Training materials, Do’s & Don’ts, Roster
  - Sample blurbs for newsletters and correspondence with QR code

Reached out to LAAHU Leadership in advance of chapter's strategic planning & budget meeting

- Provided specific detailed ideas of potential CAHU PAC events
- Asked for commitment regarding two
- Offered help
- Lots of enthusiasm and pleased with response

Reached out to Medicare Summit (IEAHU, OCAHU, SDAHU) leadership team and PAC Chairs regarding PAC event at summit

- Offering help or to organize if not already in place
- I don't see on agenda
- **No response (as of 8/11)**

Held Cornhole Tournament at CAHIP Engage in July 2022

- Roughly netted \$1770 in donations

Current PAC Donations:

1/1/22 - 6/13/22 - \$57,448



# Board Report

## VANGUARD

Chair: Heather Siems

Month: September, 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. 50% CA Association boards have a Vanguard chair by September 1.</li><li>2. Each chapter plan one in-person fun connection event</li><li>3. Work with Region 8 Vanguard chair and secretary to identify and define Vanguard brand first meeting by end of August</li></ol>



### Monthly Meeting with Vanguard Chairs

- Discuss and keep on track the in-person event planning for each chapter
- Stay connected and share ideas

### Rally for Vanguard Chairs

- Falling short of goal to have 50% of Association to have a VC chair
- Need to identify and rally remaining chapters to find and appoint

### Vanguard Brand

- Still being worked through from the national level
- Have not been able to meet with Region 8 VC and Secretary yet



# Board Report

**ORANGE COUNTY**

President: Pat Stiffler

Month: September, 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Platinum certification</li><li>2. 30 new members</li><li>3. Increase in CE credits and one NAHU certification</li></ol>

1. Platinum certification
2. 30 new members
3. Increase in CE credits and one NAHU certification

We participated in a very successful Medicare Summit and recruited 27 new members!

We held our annual CE Day on September 13 and had over 70 attendees. The week of October 9<sup>th</sup> is designated as Health Insurance Awareness Week. On Wednesday, October 12 we are having a Client Day and encouraging our members to invite their clients.



# Board Report

## GOLDEN GATE

President: Janet Powelson

Month: September, 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Complete NAHU Leadership Academy by May 15th</li><li>2. Update P&amp;P's – Q3 (done)</li><li>3. Update Bylaws after NAHU name change packet received</li><li>4. Recruit for Education/PD chair – September</li><li>5. Recruit for Legislative chair - December</li></ol>



- GGAHU website
  - Reviewed site and saw updates needed on links for BOD, P&P's, budget, strategic plan. Newsroom page out of date.
  - All links have been updated as of 9/2
  - Work with Irma to post articles from Engage and July member meeting
- Recruiting for Education/PD
  - Reached out to three members inviting them to join committee and attend BOD and/or business meeting. Scott Stoddard, Robert Coronel and Rhod Ureta
  - Jack Holder reached out
- Member meetings
  - Friday business meetings doing PD committee work
  - 9/22 noon webinar Medicare CE by David Garcia
  - October – likely CE webinar 10/18 or 10/19 by Paul Roberts, “Transparency: No Surprises”



## Board Meeting Minutes

**Meeting Description:** CAHIP Board of Directors

**Date and Time:** October 18, 2022 - 8:00 a.m. to 10:30 a.m.

**Location:** Zoom

*Requests to add agenda items may be presented under item II.*

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- 8:03 a.m. I. Welcome, Call to Order, Antitrust Reminder  
President Sue Wakamoto-Lee reviewed the Antitrust reminder.
- 8:10 a.m. II. Invocation – Sue Wakamoto-Lee, President
- 8:12 a.m. III. Roll Call – Nathan Carlson Executive Director took roll.
- 8:14 a.m. IV. **Upon motion made by Tim Kanter and seconded by Kristie Scavarda, the agenda shall be accepted. The motion carried.**
- 8:16 a.m. V. **Upon motion made by Kristie Scavarda and seconded by Laura Murphy, the minutes of the September 20, 2022, Board of Directors meeting shall be accepted with the following changes. Brad Davis should be listed as Immediate Past President. Kristie Scavarda yielded her time. Sue Wakamoto-Lee noted that Agency Dues is paid upfront causing the August dues amount to be lower. The motion carried.**
- 8:17 a.m. VI. President's Report President  
Sue Wakamoto-Lee welcomed everyone to the meeting today. Sue noted she attended the Region VIII meeting. Sue noted NAHU has posted name change resources on their website. CAHIP had a meeting with chapter Presidents to go over the name change. Sue noted chapter presidents would like to have a task force beginning in January to share information and collaborate on the NAHU name change requirements. Sue attended the Democrat Caucus event with Faith Borges. Sue reported she sat at a table with several legislators. The event went well.
- Sue Wakamoto-Lee discussed that Patrick Burns and David Smith have reached out to CAHIP for their NAHU Board Nomination.
- Upon motion made by Janet Powelson and seconded by Vanessa Ignacio, CAHIP Nominates Patrick Burns for NAHU Secretary. The motion carried.**
- Upon motion made by Dede Kennedy-Simington and seconded by Brad Davis, CAHIP Nominates David Smith for NAHU Treasurer. The motion carried.**
- 8:20 a.m. VII. Immediate Past President Report Immediate Past President  
Brad Davis yielded his time.

8:25 a.m. VIII. President Elect Report President Elect  
Tim Kanter reported he is working on the new Virtual Chapter. Tim is working on creating rules for joining the Virtual Chapter based on locations. The members of the association will be the NVAHU members and those who fit into the new rules based on location. The board voted on the new name for the Virtual Chapter. The name that received the most votes was CAHIP Virtual.

8:30 a.m. IX. Executive Director Report Executive Director  
Nathan noted the Executive Director Status Report is included in the Board packet. Nathan gave an overview of the NAHU Website Navigation Program and the four core leadership modules.

8:36 a.m. X. Consent Agenda President Sue Wakamoto-Lee  
Sue Wakamoto-Lee asked if anyone would like to remove their reports. Dede Kennedy-Simington would like to remove her report.

- Standing Committee/Directors Reports
  - Awards
  - Communications
  - Corporate Affairs
  - PAC
  - Professional Development
  - Public Affairs
- Ad Hoc Committee Reports
  - Community Outreach (CAHU Foundation)
  - Medicare
  - Vanguard

**Upon motion made by June Taylor and seconded by Vanessa Ignacio, the Consent Agenda a shall be accepted. The motion carried.**

Dede Kennedy-Simington reminded everyone on how important the PAC funds are. Dede noted the goal for this year is to bring in \$150,000 dollars for the CAHU PAC. Dede reminded chapters to continue to hold PAC events for fundraising. Dede has created a call script to help with recruiting PAC donors.

Sue Wakamoto-Lee requested when submitting Board Reports include the attendance roster.

8:41 a.m. XI. Finance Report VP Finance  
Cathy little reported this month's report reflects the financials for two months into the 2022-23 fiscal year. Our monthly income target from membership dues is \$31,338. Dues deposit for August came in at \$17,410 which is unexpectedly low. We expect to see a nice bump in membership dues of approximately

\$8,800 in the next couple of months as 63 new members were signed from the Senior Summit which included one Agency. Way to go!

Cathy Little noted that we owe Westbound Communications Approximately \$53,000. Cathy reported we need to watch expenses to minimize the loss at the end of the year.

We have so far transferred \$20,000 from Summit Bank to Charles Schwab and purchased 24mos. CDs. The board approved transferring \$30,000k in \$10,000k increments. The final \$10,000k has not yet been transferred because the checking balance in Summit State Bank has dipped below \$120k. We still have \$123,000+ in the Schwab MM Account, so the finance committee recommends investing \$10k from MM to CD instead of transferring funds from Summit. We still have liquid cash assets of \$259,120 which is above our six-mos. reserve threshold.

The September 2022 financial statement was reviewed by the Board of Directors. The balance sheet shows total current assets of \$291, 788.38. The income statement shows total income of 97,811.06 and expenses of \$161,408.26 for a net of (\$63,585.36).

**Upon motion made by Cathy Little and seconded by Brad Davis, the September financial report shall be accepted as submitted. The motion carried.**

Dede Kennedy-Simington asked if we are on track with Westbound Communications. Sue reported that Charlotte is not on the meeting today. Sue shared Charlotte's report that was included in the board packet. Kristie Scavarda reminded the board to submit their videos for the upcoming E-news.

8:50 a.m.

XII.

Legislation Report

VP Legislation

Dawn McFarland noted the Priority Bill list is updated on the website. Dawn also discussed the sign-on letter to Congress urging continued flexibility for telehealth under HAS-eligible health plans.

**Upon motion made by Dawn McFarland and seconded by Dede Kennedy-Simington, the Board would like to sign-on to the letter to Congress urging continued flexibility for telehealth under HAS-eligible health plans. The motion carried.**

Dawn reported NAHU has an upcoming webinar on the family glitch final rule. The webinar is on October 20, 2022. DCHS is hosting an educational webinar for our members. Our Medicare Chairs, David and Rosamaria will have more to report as they are leading the distribution to members.

Dawn noted she was selected to serve on the Covered CA 2022-2024 Marketing, Outreach, and Enrollment Assistance Advisory Group. CAHIP will have their

annual leg update webinar in January. Bill review will be in March next year. The Capitol Summit is May 8-10, 2023.

Faith Borges reported the Legislature adjourned August 31, 2022. The Governor has until September 30<sup>th</sup> to sign a bill into law. Faith reported on SB 1473. Faith worked with the leaders of the bill.

**Upon motion made by Dawn McFarland and seconded by Brad Davis, the Board would like SB 1473 changed to a neutral position. The motion carried.**

Faith Borges reported Bright Health Group announced that it will withdraw from the individual market in every State, including California by the end of 2022. Faith noted the Governor is ending the COVID State of Emergency on February 28, 2022.

- 9:00 a.m. XIII. Membership Report VP Membership  
Irma Romero reviewed her board report. Gonzalo Verduzco from OCAHU was the last guest on the membership committee meeting. He discussed his success stories on how to bring in new members. The meeting was recorded, and you can get the link in Irma's report. Irma also discussed the new membership PowerPoint the committee is working on. Nathan Carlson shared the draft PowerPoint with the board.
- 9:15 a.m. XIV. Local Chapter Reports Chapter Presidents
- SDAHU (October Chapter Highlight) – David Parker reported SDAHU started in 1986. The first President of SDAHU was Doug Jones. In 1999 SDAHU received their exempt status. SDAHU currently has 190 members. SDAHU is well known for the Day at The Races event. The event brings in over \$10,000 for the CAHU PAC. SDAHU is also a partner in the very popular Senior Summit. SDAHU focuses on help charities like the San Diego Food Bank. SDAHU also helps a local children's hospital.
- DCAHU – Sandra Barr reported DCAHU is doing very well. The next member meeting is October 20<sup>th</sup>, 2022. The meeting will be in-person. will be held this month.
- LAAHU – June Taylor reported the LAAHU Carrier Panel meeting is this Thursday. LAAHU is also supporting the annual Turkey Trot 5k run on November 20<sup>th</sup>, 2022.
- SBAHU – Laura Murphy thanked Sue Wakamoto-Lee for attending their last in-person membership meeting. SBAHU is working on upcoming meetings.
- NCAHU – Vanessa Ignacio noted NCAHU recently had their strategic planning session. NCAHU is going to start having in-person board meetings.

IEAHU – Dawn Carroll reported IEAHU is doing very well. The Senior Summit was very successful this year. The next event for IEAHU is the annual charity event.

OCAHU – John Evangelista reported OCAHU goal is to become NAHU Platinum certified. OCAHU also plans to increase CE classes. The next member meeting will be on ethics taught by Bobbi Kaelin. OCAHU will also be supporting Toys for Tots charity.

SAHU – Rosamaria Marrujo reported SAHU has a member meeting tomorrow. They will have a toy drive in November. More information can be found on the SAHU website.

- 9:30 a.m.      XV.      New Business  
Irma Romero noted many of the chapters are giving to local charities. Once you have your meeting send photos and info to CAHIP so we can promote in the E-news.
- 9:33 a.m.      XVI.      Meeting Adjourned at 9:22 a.m.



**Board Meeting Sign In Sheet: October 18, 2022**

**8:00 am to 10:30 am**

**Location: Zoom**

<b>Executive Board</b>	<b>Title</b>	<b>INITIAL</b>		
Sue Wakamoto-Lee	President	X	<b>Quorum: 17</b>	
Tim Kanter	President-Elect	X		
Brad Davis	Immediate Past President	X		
Cathy Little	VP Finance	X		
Dawn McFarland	VP Legislation	X		
Irma Romero	VP Membership	X		
Jack Holder	VP Professional Development	X		
Dierdre Kennedy-Simington	VP PAC			
Charlotte McPherson	VP Public Affairs	X		
Samantha Siders	VP Corporate Relations	X		
Kristie Scavarda	VP Communications	X		
Vanessa Ignacio	VP Community Outreach	X		
<b>President or Voting Member (Sub)</b>				
Zac Trogdon	President CCAHU			
Sandra Barr	President DCAHU	X	Bill Youngblood	
Janet Powelson	President GGAHU	X		
Kristie Scavarda	President IEAHU		Shari Boyce	
June Taylor	President LAAHU	X	Josh Kaufman	
Marti Murray	President NCAHU		Tara Driscall	
Dan Furtado	President NVAHU	X		
Pat Stiffler	President OCAHU		John Evangelista	X
Rosamaria Marrujo	President SAHU			
David Parker	President SDAHU	X		
Laura Murphy	President SBAHU	X		
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU			

**STAFF:**  
 Faith Borges  
 Nathan Carlson

**COMMITTEE CHAIRS:**  
 Rosamaria Marrujo, Medicare Co-chair  
 David Garcia, Medicare Co-chair  
 Heather Siems, Vanguard Chair  
 Dawn Carroll, Gail James Clarke

**GUESTS:**

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## Board Meeting Minutes

**Meeting Description:** CAHIP Board of Directors

**Date and Time:** November 15, 2022 - 8:00 a.m. to 10:30 a.m.

**Location:** Zoom

*Requests to add agenda items may be presented under item II.*

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- 8:07 a.m. I. Welcome, Call to Order, Antitrust Reminder  
President Sue Wakamoto-Lee reviewed the Antitrust reminder.
- 8:10 a.m. II. Invocation – Charlotte McPherson
- 8:12 a.m. III. Roll Call – Nathan Carlson Executive Director took roll.
- 8:14 a.m. IV. **Upon motion made by Brad Davis and seconded by Tim Kanter, the agenda shall be accepted. The motion carried.**
- 8:16 a.m. V. **Upon motion made by Laura Murphy and seconded by Jack Holder, the minutes of the October 18, 2022, Board of Directors meeting shall be accepted. The motion carried.**
- 8:17 a.m. VI. President's Report President  
Sue Wakamoto-Lee welcomed everyone to the meeting today. Sue noted her report is in the Board packet. Sue reported one of the main items she has been working on is updating the CAHIP antitrust statement. The antitrust statement was reviewed by Mike Belote and Faith Borges. The board reviewed the updated antitrust statement.  
  
**Upon motion made by Tim Kanter and seconded by Rosamaria Marrujo, the amended CAHIP antitrust statement is approved by the Board. The motion carried.**
- 8:20 a.m. VII. Immediate Past President Report Immediate Past President  
Brad Davis yielded his time.
- 8:25 a.m. VIII. President Elect Report President Elect  
Tim Kanter yielded his time.
- 8:30 a.m. IX. Executive Director Report Executive Director  
Nathan noted the Executive Director Status Report is included in the Board packet. Nathan gave an overview of the Sponsorship Improvement Program (SIP). Nathan shared the new CAHIP partnership document with the Board.
- 8:36 a.m. X. Consent Agenda President Sue Wakamoto-Lee  
Sue Wakamoto-Lee asked if anyone would like to remove their reports. Samantha Siders would like to remove her report. Dede Kennedy-Simington

would like to remove her report. Vanessa Ignacio would like to remove her report.

- Standing Committee/Directors Reports
  - Awards
  - Communications
  - Corporate Affairs
  - PAC
  - Professional Development
  - Public Affairs
  
- Ad Hoc Committee Reports
  - Community Outreach (CAHU Foundation)
  - Medicare
  - Vanguard

**Upon motion made by Tim Kanter and seconded by Kristie Scavarda, the Consent Agenda a shall be accepted. The motion carried.**

Samantha Siders reported she is working on improving the sponsorship program. The program updates are almost ready to go live. Sam noted she is very excited about marketing the new updates.

Dede-Simington noted the goal for this year is to bring in \$150,000 dollars for the CAHU PAC. Dede reported we have brought in a total of \$86,668.55 for the year. Dede Kennedy-Simington reminded everyone on how important the PAC funds are.

Vanessa Ignacio reported the CAHU Foundation is going to be supporting the NAHU Mentorship Program. The information on the website will point to the NAHU program. Vanessa noted the CAHU Foundation is going to be working on ask an agent information. It was reported that NAHU has ask an agent information. The CAHU Foundation will review the information.

8:41 a.m.

XI.

Finance Report

VP Finance

This month's report reflects financials for four months into the 2022-23 fiscal year. Our monthly income target from membership dues is \$31,338. Dues deposit for September is \$25,161.26 which is not reflected in October's month's bank statement because the deposit hit on November 3, 2022. This is a higher amount than the previous two months but still below target.

The checking balance in Summit State Bank is \$72,740 and the balance in Wells Fargo is \$12,103 plus Charles Schwab MM \$123,845 – a total of \$208,688 which represents the liquid (cash) assets; plus \$20,000 invested in 12-mos. term CDs. Our six-month reserve of cash should be kept at or above \$212,446.50. Cathy

recommended CAHIP close the Wells Fargo account since it is not being used after the final Westbound payments. The Board agreed with this process.

Cathy noted our income is below where we need it to be. Cathy is monitoring the financials closely. Cathy reviewed the comparison balance sheet noting the income variation.

The October 2022 financial statement was reviewed by the Board of Directors. The balance sheet shows total current assets of \$293,260.86. The income statement shows total income of \$135,006.06 and expenses of \$193,059.55 for a net of (\$58,041.65).

**Upon motion made by Cathy Little and seconded by Dede Kennedy-Simington, the October financial report shall be accepted as submitted. The motion carried.**

Dede Kennedy-Simington noted the CAHIP events need to make a profit. The engage event did not have great attendance. Dawn McFarland noted CAHIP needs to recruit new sponsors.

- |           |       |   |                    |
|-----------|-------|---|--------------------|
| 8:50 a.m. | XII.  | Legislation Report<br>Dawn McFarland reported the recent webinar on understanding new Medicare requirements had over 90 attendees registered. The webinar was well received by the members. Dawn thanked everyone for their support on attending the local Covered CA meetings. Dawn reported the CAHIP Legislation Update webinar will be January 18 <sup>th</sup> , 2023. Bill review will be on March 9 <sup>th</sup> , 2023. Each chapter gets two votes. The Legislation Chair and President can attend.<br><br>Faith Borges reported there are many close races that are still being determined. It does look like the Republicans will take Congress. So far, the California elections have not had any surprises. California continues to be a very blue State. | VP Legislation     |
| 9:10 a.m. | XIII. | Membership Report<br>No report was given.   | VP Membership      |
| 9:15 a.m. | XIV.  | Local Chapter Reports<br><br>SBAHU (November Chapter Highlight) – Laura Murphy reported SBAHU was founded in 1982 Brett Anderson and Phil Gulley. The founders are still involved in the association. The first big event was the annual golf tournament. The association continues to thrive. SBAHU is back holding in-person meetings and they are going well.<br><br>SVAHU (November Chapter Highlight) – Michael Traynor reported SVAHU was originally called the Greater Bay Area Association. Then it split into two associations. Prior to the pandemic SVAHU had many in-person events. The golf tournament is SVAHU’s largest event. The event will be held again in 2023.   | Chapter Presidents |

DCAHU – Sandra Barr reported DCAHU is doing very well. Nothing else to report at this time.

LAAHU – June Taylor reported LAAHU will be participating in the Annual Turkey Trot & Health Insurance Awareness Day on November 20<sup>th</sup>, 2022. The LAAHU holiday party is on December 13, 2022. The holiday event will benefit the RDJ Foundation.

OCAHU – John Evangelista reported OCAHU membership is currently growing. The next OCAHU meeting will be an ethics meeting taught by Bobbi Kaelin. John noted that Pat Stiffler is receiving an award from the Orange County Business Journal. The OCAHU holiday luncheon will be held on December 13, 2022. The annual Sales Expo will be held on February 9, 2022.

SAHU – Rosamaria Marrujo reported SAHU has recently updated the sponsorship program. The very popular SAHU Crab Feed will be held in March.

NCAHU – Marti Murray reported NCAHU had their holiday mixer last week. The event raised money for the PAC.

NVAHU – Dan Furtado he is working on the virtual chapter with Tim Kanter. Tim noted he is working on the bylaw changes.

- |           |      |                                |
|-----------|------|--------------------------------|
| 9:45 a.m. | XV.  | New Business                   |
| 9:46 a.m. | XVI. | Meeting Adjourned at 9:46 a.m. |



**Board Meeting Sign In Sheet: November 15, 2022**

**8:00 am to 10:30 am**

**Location: Zoom**

<b>Executive Board</b>	<b>Title</b>	<b>INITIAL</b>		
Sue Wakamoto-Lee	President	x	<b>Quorum: 17</b>	
Tim Kanter	President-Elect	x		
Brad Davis	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Irma Romero	VP Membership			
Jack Holder	VP Professional Development	x		
Dierdre Kennedy-Simington	VP PAC	x		
Charlotte McPherson	VP Public Affairs	x		
Samantha Siders	VP Corporate Relations	x		
Kristie Scavarda	VP Communications	x		
Vanessa Ignacio	VP Community Outreach	x		
<b>President or Voting Member (Sub)</b>			<b>President-Elect or Voting Member</b>	<b>INITIAL</b>
Zac Trogdon	President CCAHU			
Sandra Barr	President DCAHU	x	Bill Youngblood	
Janet Powelson	President GGAHU			
Kristie Scavarda	President IEAHU	x	Shari Boyce	
June Taylor	President LAAHU	x	Josh Kaufman	
Marti Murray	President NCAHU	x	Tara Driscall	
Dan Furtado	President NVAHU	x		
Pat Stiffler	President OCAHU	x	John Evangelista	x
Rosamaria Marrujo	President SAHU	x		
David Parker	President SDAHU			
Laura Murphy	President SBAHU	x		
Michael Traynor	President SVAHU	x		
Don Jones	President VCAHU			

**STAFF:**  
 Faith Borges  
 Nathan Carlson  
**GUESTS:**

**COMMITTEE CHAIRS:**  
 Rosamaria Marrujo, Medicare Co-chair  
 Heather Siems, Vanguard Chair

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# Board Report

## PRESIDENT

President: Sue Wakamoto-Lee

Month: November, 2022

<b>STRATEGIC GOALS:</b>
-------------------------

- |  |
|--|
| <ol style="list-style-type: none"><li>1. Keep monthly BOD meetings to one hour (especially virtual ones)</li><li>2. Get 100% participation of chapters in BOD meetings by EOY</li><li>3.</li></ol> |
|--|

- Region 8 call
  - Call was canceled for October
- Name Change
  - Chapter presidents will designate someone to be representative for the Name Change effort, if not themselves
  - Task force of chapter representatives will start meeting in January
- Antitrust Compliance Policy update
  - President, Immediate Past President and President-Elect met with Mike Belote (CA Advocates) and Faith Borges
  - Reviewed antitrust compliance policy and discussed updating it
  - Recommended update policy voted on by Executive Board
- CoveredCA OE 10<sup>th</sup> Anniversary Roadshow Kick-off in Los Angeles
  - Appreciate Dede and Dawn attending from the BOD and voicing their concerns to Faith who relayed them to CoveredCA



# Board Report

## PRESIDENT-ELECT

President-Elect: Tim Kanter

Month: November, 2022

<b>STRATEGIC GOALS:</b>
-------------------------

- |   |
|---|
| <ol style="list-style-type: none"><li>1. Launch virtual chapter</li><li>2. Identify struggling chapters and populate their boards with 2-3 people</li><li>3. Conduct RFP for Executive Director (with Immediate Past President)</li></ol><br><ul style="list-style-type: none"><li>• Finalizing changes to the bylaws for the Virtual Chapter.<ul style="list-style-type: none"><li>○ I expect to be ready for a chapter meeting to vote on changes within the next month or two.</li></ul></li><li>• Executive Director RFP<ul style="list-style-type: none"><li>○ Working with the committee, we will soon be preparing an RFP.</li></ul></li><li>• Continued to assist with updating our Antitrust Statement to be voted on at the next meeting.</li></ul> |
|---|



# Board Report

## COMMUNICATIONS

Vice President: Kristie Scavarda

Month: November 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Change the name of CAHIP Alert e-newsletter - Accomplished</li><li>2. Promote/emphasize social media presence</li><li>3. Chapter toolkit</li></ol>



### CAHIP 2022 Newsletter Plan

#### Newsletter cadence

The CAHIP Newsletter will be sent out on the third Wednesday of every month.

#### Content submission deadline

Content submissions are due by the first Wednesday of every month.

- Content received after the submission deadline will be considered for the following edition.
- Content will be considered for publication based on the order in which it was received. Overflow content will be considered for the following edition.

#### How to submit content

- CAHIP Board Members: Please email content to Jessica Neuman (jneuman@westboundcommunications.com) and Claire Muranaka (cmuranaka@westboundcommunications.com).
- CAHIP members/Local chapters: Please have CAHIP members and local chapters submit content via the [CAHIP Newsletter Content Submission Google Form](#).
- Requesting each Chapter to provide content – Articles, Videos, Events, etc.

#### Approvals

- The newsletter copy and images will be sent to the Public Affairs committee for review on the second Wednesday of each month. Edits are due by EOB on the following Monday.
- Westbound will send the finalized copy and images to Nathan for formatting.
- Westbound will review and approve the formatted content before it is sent out.

#### CAHIP November Communications Agenda

CAHIP Newsletter October & November

CAHIP Videos

Local Chapter Content request

CAHIP Social Media

CAHIP Template

**Here are a couple articles for the November Newsletter:**

Legislative Update 2022 Faith Borges and Dawn McFarland - <https://youtu.be/1abD1GR1-Qw>

Jack Holder Video - [https://youtu.be/zYFWbRyOI\\_o](https://youtu.be/zYFWbRyOI_o)

Heather Siems Video - <https://youtu.be/v0A9Wqqgio0>

Tim Kanter Video - [https://youtu.be/slf\\_Wb\\_gkhA](https://youtu.be/slf_Wb_gkhA)

Kristie Scavarda Video - <https://youtu.be/JTaRFGR3tjs>

Sam Siders [https://youtu.be/9pwtorV\\_9NE](https://youtu.be/9pwtorV_9NE)



# Board Report

## PROFESSIONAL DEVELOPMENT

Vice President: Jack Holder

Month: November, 2022

### STRATEGIC GOALS:

1. 90% attendance of the PD at monthly call at minimum – September
2. Add PD Vice – Chair
3. Plan next Engage 2023
4. CE Update by 1/1/2023

### CAHIP Engage

- Need to advertise as a Region 8 event, not a CAHIP event
  - Becomes hosted by CAHIP
  
- Monthly Committee Meeting Attendance
  - Next meeting 11/16 9am  
<https://us06web.zoom.us/j/89897667938?pwd=TUJIUWorekZkN09xbDdnQjZVWXpmdz09>
  - Present

Title	First Name	Last Name	Chapter	10/19/22
PD Chair	Darlene	Jackson	IEAHU	Present
PD Chair	Dorothy	Cociu	OCAHU	Present
PD Chair	Adam	Aguilar	SAHU	Present
PD Chair	Heather	Siems	SDAHU	Present
President	Sue	Wakamoto-Lee	CAHU	Present
VP PD	Jack	Holder	CAHU	Present
President	Kristie	Scavarda	IEAHU	Present
President	June	Taylor	LAAHU	Present
President	Rosamaria	Marrujo	SAHU	Present

- Absent

<b>First Name</b>	<b>Last Name</b>	<b>Chapter</b>	<b>10/19/22</b>
Joanna	Capriola	CCAHU	
Randy	Donsky	DCAHU	
Kevin	Carlin	LAAHU	Sub
Leslie	Williams	NVAHU	
Stacy	Moskowitz	SDAHU	Sub
Kim	Novak	SBAHU	
Juli	Rowlands	SVAHU	
Tamar	Arouchian	VCAHU	



# Board Report

## PUBLIC AFFAIRS

Vice President: Charlotte McPherson

Month: November, 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Keep Westbound on track (ongoing)</li><li>2. CAHIP featured in external publication once per quarter</li><li>3. Consumer-facing page (website) – insurance basics</li></ol>



I'm still working on trying to get CAHIP cited w/the LA Times. Will be following up with DEI chairs.

We are in discussions with CalBroker Magazine on a collaborative broker registry. CAHIP BoD members would get a free listing, the regular cost is \$99/yr

CB 2023 Directory CB to include at NO cost to the 13 Chapter Board members , a 2023 Cal Broker Directory Basic Listing at no cost. \$99 Basic annual listing fee waived. **Trade for** CB to provide funnel to sign up for CB eMagazine at Chapter Events through QR code.



# Board Report

## VANGUARD

Chair: Heather Siems

Month: November, 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. 50% CA Association boards have a Vanguard chair by September 1.</li><li>2. Each chapter plan one in-person fun connection event</li><li>3. Work with Region 8 Vanguard chair and secretary to identify and define Vanguard brand first meeting by end of August</li></ol>

1. 50% CA Association boards have a Vanguard chair by September 1.
2. Each chapter plan one in-person fun connection event
3. Work with Region 8 Vanguard chair and secretary to identify and define Vanguard brand first meeting by end of August

- Currently working with National Vanguard Council & NAHU Leadership to establish and promote the future direction of Vanguard Council.
- A little quiet right now due to Q4 but will be getting together more as a VC CA Chairs board into 2023 and planning for in person events.
- We will be able to support the recruitment of Vanguard Chair members beginning of 2023 when things slow down a bit more.



# Board Report

## LEGISLATION

Vice-President: Dawn McFarland

Month: November 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Succession training process by end of year</li><li>2. New ways for name recognition (ongoing)</li><li>3. <del>Quarterly (virtual) legislative update webinars</del> - Do not want to deter from local chapters</li></ol>



Attendance:

Website updated including updated priority bill list, [see here](#).

In the relationship building goal – We had 90 register and 50 attend the DCHS educational webinar for our members. It is available on the Medicare page on our website. Thank you to all that went to support and take pictures at the Covered CA 2022-2023 Open Enrollment Kick Off events. I saw some great posts!

Mark these dates in your 2023 Calendars –

Annual Update Webinar Jan 18<sup>th</sup> @10:30 a.m,

Bill Review in Sacramento March 9<sup>th</sup> (plan for all day), and

Capitol Summit May 8-10 (Sacramento)



# Board Report

## MEMBERSHIP

Vice President: Irma Romero

Month: November, 2022

### STRATEGIC GOALS:

1. First Meeting with Membership chairs - share "How to" Resources
2. Each Monthly meeting invite a guest to share best practice, 3 – 5 minutes, something executable
3. New Licensed Agents list – process, turn key for chapters to utilize – by 12/31/2022
4. Identify Groups for collaboration

### November & December, 2022 – No Committee Meetings Scheduled

Next Working Meeting November 18, 2022, TBA | 10:00 –11:00 am

**Working on strategic goal 3 develop process for newly licensed agents list**

\*\*\*

### Attended Membership Chair Training November 8, 2022

Hosted by Leslie Shelton – informative, reviewed agency model and resources on NAHU website.

Powerpoint on Member Benefits – still in rough draft. Adding visual on membership at three levels, national, state, and local.

\*October Membership Report not available – only found September on the NAHU.org website  
Reported October 2022 meeting



# Board Report

## AWARDS

Chair: Pat Stiffler

Month: November, 2022

<b>STRATEGIC GOALS:</b>
<ol style="list-style-type: none"><li>1. Work with Irma to increase membership</li><li>2. Sponsor one NAHU certification class</li><li>3. 75% of chapters have an Awards chair by 1/1/2023</li><li>4. Every chapter apply for at least one award (CAHU or NAHU)</li></ol>



1. I will be applying for Legislative awards in January. They are due on January 10, 2023. Would like some recommendations for a nominee for Legislative Achievement Award. The criteria:  
The Legislative Achievement Award recognizes members who have performed special service in state legislative affairs during a single association year or over an extended period of time.

Also, would like suggestions for a nominee for the Freedom of Spirit Award. The criteria:  
The Spirit of Freedom Award recognizes members who have performed outstanding service and made significant contributions of time and effort in State and Federal Legislative work.

2. I will also be applying for the Legislative Excellence Award for CAHIP. I will be in touch regarding documentation I will need.



# Board Report

**POLITICAL ACTION COMMITTEE (PAC)**

Vice President: Dede Kennedy-Simington

Month: November, 2022

<b>STRATEGIC GOALS:</b>
-------------------------

- |   |
|---|
| <ol style="list-style-type: none"><li>1. \$150,000 Total (\$250,000 Stretch)</li><li>2. 75% PAC Chairs call participation</li><li>3. Communication piece by 8/31/22</li></ol> |
|---|

Goals – status:

1. YTD - as of 11/14/22 - \$86,161.60
  - a. On track for \$93,993 in calendar year 2022
2. October's 10/25/22 PAC Chair Call – 100% participation – Fantastic!!
  - a. Up from
    - i. 50% in September
    - ii. 70% in August
    - iii. 60% in July
3. Communication piece - distributed

Held meeting with PAC Chairs on 10/27/2022



# Board Report

## ORANGE COUNTY

President: Pat Stiffler

Month: November, 2022

<b>STRATEGIC GOALS:</b>
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- |  |
|--|
| <ol style="list-style-type: none"><li>1. Platinum certification</li><li>2. 30 new members</li><li>3. Increase in CE credits and one NAHU certification</li></ol> |
|--|

1. On November 8 we had an online ethics course presented by Bobbi Kaelin
2. On November 17<sup>th</sup> OCAHU (CAHIP OC) will be presented with the Outstanding Philanthropic Group of Orange County by the Orange County Business Journal and the OC Register. The event will be held at the Grove in Anaheim with over 900 in attendance.
3. On December 13<sup>th</sup> we will have a special holiday luncheon meeting. Lisa Hutcherson will be our keynote speaker
4. Our Sales Symposium will be held on February 9, 2023 at the Springfield Banquet Center in Fullerton.



## Board Meeting Minutes

**Meeting Description:** CAHIP Board of Directors

**Date and Time:** December 20, 2022 - 8:00 a.m. to 10:30 a.m.

**Location:** Zoom

*Requests to add agenda items may be presented under item II.*

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- 8:06 a.m. I. Welcome, Call to Order, Antitrust Reminder  
President Sue Wakamoto-Lee reviewed the Antitrust reminder.
- 8:08 a.m. II. Invocation – Cathy Little
- 8:12 a.m. III. Roll Call – Nathan Carlson Executive Director took roll.
- 8:14 a.m. IV. **Upon motion made by Tim Kanter and seconded by June Taylor, the agenda shall be accepted. The motion carried.**
- 8:16 a.m. V. **Upon motion made by Rick Coburn and seconded by Kristie Scavarda, the minutes of the November 15, 2022, Board of Directors meeting shall be accepted. The motion carried.**
- 8:17 a.m. VI. President’s Report President  
Sue Wakamoto-Lee welcomed everyone to the meeting today. Sue noted her report is in the Board packet on page 6. Sue reported Samantha Siders has resigned from the CAHIP Board. The CAHIP Board wishes Sam well and thanks her for her work on CAHIP.
- 8:20 a.m. VII. Immediate Past President Report Immediate Past President  
Brad Davis yielded his time.
- 8:25 a.m. VIII. President Elect Report President Elect  
Tim Kanter noted his report is in the Board Packet. Tim reported the nominations committee had their first meeting on December 15, 2022. Tim noted if you are interested in continuing the CAHIP Board please reach out to him. If you know of anyone that is interested in being on the Board, please send them to Tim.
- 8:30 a.m. IX. Executive Director Report Executive Director  
Nathan noted the Executive Director Status Report is included in the Board packet and NAHU website navigation.
- 8:36 a.m. X. Consent Agenda President Sue Wakamoto-Lee  
Sue Wakamoto-Lee asked if anyone would like to remove their reports.
- Standing Committee/Directors Reports
    - Awards
    - Communications

- Corporate Affairs
  - PAC
  - Professional Development
  - Public Affairs
- Ad Hoc Committee Reports
    - Community Outreach (CAHU Foundation)
    - Medicare
    - Vanguard

**Upon motion made by Tim Kanter and seconded by Charlotte McPherson, the Consent Agenda a shall be accepted. The motion carried.**

8:20 a.m.      XI.      Finance Report      VP Finance

This month’s financials include the balance sheet and income statement for five months ending Nov 30, 2022. Our accountant has been using an estimated accrual amount for monthly NAHU dues of \$32,046 since July 2021. This “placeholder” amount is what we accrue in our financials until the actual dues are deposited into the bank account and then the financial statement is trued-up and reflects the actual deposits; but there is typically a thirty-to-sixty-day lag. For example, dues for October hit our bank account on December 2, so this does not reflect in November financials; so, for November financials the accrual amount was used and next month the actual will be reconciled. The deposits we’ve been averaging for the past several months has been more like \$25,000 but since our accrual amount has been higher, our income statement is overstated. For our financials to more accurate, I’ve requested our accountant to change the accrual amount to \$25,000 starting with this month’s financial statement. Note that our actual dues deposit for October deposited on 12/2 was \$39,498.17, so we had that nice bump in income from the Medicare Summits that I’ve been expecting that will be trued-up in our financials next month.

- I updated the YTD Income Summary Table in my report to show the Year-end comparison for 6/30/22. It was previously showing YE-6/30/21.
- I reported last month the WF checking account is solely being used to pay the invoices for Westbound Communications. The Finance committee recommended drawing down the balance in WF and closing the account. We now have \$1,525.43 remaining in WF which will be transferred to Summit checking and Westbound invoices from December forward will be paid from our general funds out of Summit Bank. The monthly contractual amount we pay to WBC is \$5,195.
- The finance committee reviewed our budget and recommends making the following changes to the budget requires a board vote. These changes will help improve our bottom line.
  - **6120** (Board Banquet) – reduce budget from \$4,000 to \$2,000 as we don’t anticipate scheduling in person board meetings except for May 2023 Capital Conf-SAC.

- o **6160** (Board Travel & Lodging) – reduce budget from \$10,000 to \$8,000 as we don't anticipate scheduling in person board meetings except for March Bill Review & May 2023 Capital Conf-SAC.
- o **6525** (Website) – reduce budget from \$7,500 to \$5,000 as we don't anticipate needing to make many ad hoc changes to the website. Our annual fixed cost for maintenance is \$3,750.
- o **6625 & 6630** (Vanguard) – reduce to \$0 as CAHIP is not hosting WLS event
- o **6460** (Cap Con-DC 2023) – increase budget from \$6,000 to \$7,000 and reduce the reimbursement cap per person from \$2,000 to \$1,750 in order to send four (4) persons. The October 2022 financial statement was reviewed by the Board of Directors. The balance sheet shows total current assets of \$293,260.86. The income statement shows total income of \$135,006.06 and expenses of \$193,059.55 for a net of (\$58,041.65).

The November 2022 financial statement was reviewed by the Board of Directors. The balance sheet shows total current assets of \$257,926.74. The income statement shows total income of \$153,621.32 and expenses of \$243,008.93 for a net of (\$80,375.77).

Brad Davis asked Cathy to investigate what the Accounts Receivable amount of \$57,046.00 is used for. Brad noted CAHIP is going to be in the red for some time. Brad noted we need to continue to bring in new members and sponsors.

Sue Wakamoto-Lee asked Cathy for a profit and loss statement on the SLC event.

**Upon motion made by Cathy Little and seconded by Brad Davis, the November financial report shall be accepted as submitted. The motion carried.**

**Upon motion made by Cathy Little and seconded by Tim Kanter, the budget changes shall be accepted as submitted. The motion carried.**

- |           |       |  |
|-----------|-------|--|
| 8:29 a.m. | XII.  | <p>Legislation Report <span style="float: right;">VP Legislation</span></p> <p>Dawn McFarland reported there was a recent operation shout for TPMO. There is also a Podcast about the bill. Please be aware of the following dates.</p> <ul style="list-style-type: none"> <li>• Annual Update Webinar Jan 18, 2023 - 10:30 AM</li> <li>• Bill Review in Sacramento March 9<sup>th</sup> (plan for all day 10:00 AM – 5:00 PM)</li> <li>• Capitol Summit May 8-10, 2023</li> </ul> |
| 8:35 a.m. | XIII. | <p>Membership Report <span style="float: right;">VP Membership</span></p> <p>Irma Romero discussed the membership report she sent in. Irma noted membership numbers this month are lower. Irma is working on a new membership campaign.</p>  |

- 8:45 a.m.      XIV.      Local Chapter Reports      Chapter Presidents
- GGAHU – Janet Powelson reported GGAHU is finishing the 2023 sponsorship package. GGAHU has also finished the calendar of events for this year.
- OCAHU – Pat Stiffler reported OCAHU is sending ten people to Cap Con. The next big event is the Sales Symposium on February 9<sup>th</sup>, 2023.
- SVAHU– Michael Traynor reported SVAHU gave a donation to the Silicon Valley food bank. SVAHU currently has two new Board members.
- SAHU – Rosamaria Marrujo reported SAHU has recently has their events posted on the website.
- 9:03 a.m.      XV.      New Business
- 9:04 a.m.      XVI.      Meeting Adjourned at 9:04 a.m.



**Board Meeting Sign In Sheet: December 20, 2022**

**8:00 am to 10:30 am**

**Location: Zoom**

<b>Executive Board</b>	<b>Title</b>	<b>INITIAL</b>				
Sue Wakamoto-Lee	President	x				
Tim Kanter	President-Elect	x				
Brad Davis	Immediate Past President	x	<b>Quorum: 17</b>			
Cathy Little	VP Finance	x				
Dawn McFarland	VP Legislation	x				
Irma Romero	VP Membership	x				
Jack Holder	VP Professional Development	x				
Dierdre Kennedy-Simington	VP PAC	x				
Charlotte McPherson	VP Public Affairs	x				
Vacant	Vacant					
Kristie Scavarda	VP Communications					
Vanessa Ignacio	VP Community Outreach	x				
<b>President or Voting Member (Sub)</b>					<b>President-Elect or Voting Member</b>	<b>INITIAL</b>
Zac Trogdon	President CCAHU					
Sandra Barr	President DCAHU	x	Bill Youngblood			
Janet Powelson	President GGAHU	x				
Kristie Scavarda	President IEAHU		Shari Boyce			
June Taylor	President LAAHU	x	Josh Kaufman			
Marti Murray	President NCAHU		Tara Driscall			
Dan Furtado	President NVAHU					
Pat Stiffler	President OCAHU		John Evangelista	x		
Rosamaria Marrujo	President SAHU	x				
David Parker	President SDAHU	x				
Laura Murphy	President SBAHU	x				
Michael Traynor	President SVAHU	x				
Don Jones	President VCAHU					

**STAFF:**

Faith Borges  
Nathan Carlson

**COMMITTEE CHAIRS:**

Rosamaria Marrujo, Medicare Co-chair  
David Garcia Medicare Co-chair  
Heather Siems, Vanguard Chair  
Pat Stiffler, Awards Chair

**GUESTS:**

Rick Coburn, GGAHU

**CONFIDENTIAL**

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## Executive Board of Directors Meeting Minutes

7/18/2023

8:00 AM PT

Attendees: Tim Kanter, Sue Wakamoto-Lee, Rosamaria Marrujo, Dawn McFarland, Pat Stiffler, Kristie Scarvada, Nikki Leske, Charlotte McPherson, Elizabeth Underhill, Vanessa Ignacio, Irma Romero, Paul Roberts, David Garcia, Kerri Sanford, Helen Ornellas, Shannon Zajec, Cathy Little, Rick Coburn, David Parker, Josh Kaufman, Adam Rochon, Henry Romero

- Tim Kanter, CAHIP President, call meeting to order at 8:06 am
- Roll Call Done
- Quorum Met (15 voting members in attendance)
- Tim Kanter welcomes everyone, references Anti-Trust policy
- Rosamaria Marrujo, CAHIP President Elect shares her “why” moment
- Meeting agenda approved at 8:10 am
- June minutes approved at 8:11 am, Motioned by Helen Ornellas, Second by Rosamaria Marrujo
- Tim Kanter gives President’s report:
  - Remembering Johnny Scharnweber
  - Gives Region 8 update
    - Encourages people to come learn how to grow their business
    - Reminds Chapter Presidents & President Elects to invite their Board and Chapter members to attend – use special registration discount
    - Asks for everyone to help get the word out on social media- share LinkedIn posts
- Sue Wakamoto-Lee gives Immediate Past – President Report”
  - Shares agency dues report
    - NABIP sending approximately 15K at end of July  
Sue will continue to investigate, finances seem off, 15K is short of what was anticipated (around 80K), NABIP asked Sue to do her own report to make sure numbers match. Sue is doing an audit.
    - Sue spoke at NABIP conference – spoke with NABIP executives – they were aware of problem and working on it, Sue thanked staff for their work



- Governance Committee has its first meeting
  - There are a few P&Ps to revise
  - Updating a few bylaws
  
- President-Elect Rosamaria Marrujo gives report:
  - Following in the footsteps in Tim
  - Working on Engage event with Dawn in January
    - Event for membership
    - Looking to find a place
    - Looking to making it financially feasible
  
- Executive Director Nikki Leske gives report:
  - Working with everyone to make all CAHIP activities possible
  
- Consent Agenda approved at 8:25 am, Motioned by Sue Wakamoto-Lee, second by David Parker
  
- Awards Committee Chair Pat Stiffler gives report:
  - California won many awards at the NABIP convention
  - **CAHIP**
    - Presidential Citation Award for Sue Wakamoto-Lee
    - Landmark Award
    - Media Relations Award
    - Website Award
    - Highest Retention for Large Chapter Award
    - **Orange County Chapter**
    - Presidential Citation Award for Pat Stiffler
    - Pacesetter Award
    - Media Relations Award
    - William Flood Award
    - Professional Development Award
    - **Sacramento Chapter**
    - Presidential Citation Award for Rosamaria Marrujo
    - Pacesetter Award
    - Local Chapter Website Award
    - **Los Angeles Chapter**
    - Presidential Citation Award for June Taylor
    - Pacesetter Award



- Local Chapter Website Award
  - **Santa Barbara**
  - Most New Members Tiny Chapter Award
  - **Ventura**
  - William Flood Public Service Award
- 
- Executive Director Nikki Leske and Sponsorship Committee Chair Shannon Underhill give sponsorship report:
    - Committee working hard to secure sponsorships
    - Elizabeth excited for the year ahead
    - Feedback from companies is that sponsorships do not fall in line with their budget planning
      - Helen Ornellas shared that her Chapter does sponsorships in July and January to align more with companies' budget year
  - Professional Development Chair Dawn McFarland give report:
    - Dawn plugs sharing on social media – that everyone share on their personal feeds
      - -Share Region 8
    - Planning January “Engage” Conference – all in one spot event, place to see what is available to them
      - Pricing booths at \$750
      - Targeting Jan 22, 2023 as a date
    - Three Medicare summits coming up
    - Do webinars to increase revenue
  - Public Affairs Chair Charlotte McPherson gives report:
    - Working with Vanessa on public facing website
  - Sue Wakamoto-Lee makes motion to approve Vanessa Ingnacio as the VP of Community Outreach and David Garcia and Kerri Sanford ad Medicare Co-Chairs
    - Charlotte McPherson approved the motion
    - Motion moved
  - Medicare Co-Chairs Kerri Sanford and David Garcia give report:
    - Kerri attending SAHU/Business Summit
    - Working on goals, hosting quarterly webinar – September 20th



- Worked with Dawn on dates
  - Three webinar summits in August
- VP of Finance Shannon Zajec gives Finance Report:
  - Need to dip into reserves (Charles Schwab account) to pay bills
  - Hopeful new revenue coming in
  - Shannon makes motion for the budget to be approved July 1 2023-June 2024. Rick Coburn seconds, budget approved
  - Outstanding reimbursement events that will be taken care of
  - Request reimbursement via the website
  - Looking to build up reserves
  
- Shannon makes motion to accept financials, Kristie Scarvada seconds, Motion moved
  - Legislative Chair Paul Roberts gives report:
  - July 14<sup>th</sup> last day for policy information
  - Sep 1 last day of fiscal committee
  - August 31 all bills alive on key bill list will be determined
  - Leg Board will keep you updated
  - Quiet time because leg is in recess
  - Two meetings to close the year – Aug/Sep
- Membership Chair Irma Romero gives report:
  - Ended 2022-2023 at 1577 members
  - Need to work on retention
  - 307 new member applications in 2022-2023
  - Need to call to say happy anniversary
  - \$50 incentive for new members
  - \$50 discount when they join
  - Have a working group every third week of month to call and connect with members
  - Gamify Activity – have award and recognition
  - Monthly themes
  - Invite a friend to next chapter meeting
  - Hashtag #cahip #reach2000 on social
  - Pick up phone and share why you are a CAHIP member
  - Share messaging Keith Wallace shared
  - Want to focus on language and scripting
  - #CAHIP 2K
- Local Chapter Reports



- Tim is going to try and attend all big meetings and visit every chapter at least once; Will be attending all Medicare events
- CCAHU – Adam Rochon
  - Strategic Planning Meeting on Thu, July 21
  - Small social events – non members attending – trying to capitalize on momentum
  - Focusing on Bakersfield and north valley
  - Planning in person meetings
  - Hoping to send people to Region 8
  
- GGAHU – Cathy Little
  - Started phase #1 of strategic planning
  - Planning in person events
  - Looking to fill Secretary position
  - Looking to extend out to other areas – dissolved chapters, etc.
  - Sending 2 Board members to Region 8
  - Transitioning to new administration – working with Capshure
- Inland Empire – Henry Romero
  - Strategic meeting to be held on August 1<sup>st</sup>
  - 2023-2024 budget approved
  - Golf event – raised 20K – giving portion to chapter
  - Doing other events
  - Reached out to desert chapter to invite them in
  - Will be hosting meeting in desert in October and in Spring
  - Monthly in-person meeting – gets good turnout
  - Hoping to get membership to 200 plus
- LAAHU – Josh Kaufman
  - Has strategic planning coming up
  - Increase membership 20% percent plus
  - Will do regional meetings
  - Five people attending region 8
  - Transitioning to Jaffe Communications
  - Excited about new website – job board, blog, etc
- OCAHU – Pat Stifler



- Co-Hosting Medicare summit
- September 12<sup>th</sup> CE day with various CE classes
- Many attending Region 8
- SAHU – Helen Ornellas
  - Retreat on July 21
  - Focusing on the following: Mentorship, Leadership, Single Payer
  - Added new events this year – corn hole tournament
  - Working on name change
  - Looking at new executive Director
  - Sending Two People to Region 8
  
- SDAHU – David Parker
  - Successful June golf event
  - August Medicare summit
  - PAC Event in August – 150 people already registered
  - Setting up strategy meeting
  - People will be attending Region 8
- SBAHU – Laura Murphy
  - Doing a wine event on September 7 - looking for sponsors
- VCAHU – David Garcia
  - Great strategy meeting
  - Social meeting in August
- No new business
- Meeting adjourned 9:21 am

California Agents and Health Insurance Professionals





## **CAHIP Executive Board Meeting – August 6, 2023**

In-Person

Attendees: Tim Kanter, Rosamaria Marrujo, Eric Kohlsdorf, Kerri Sanford, Vanessa Ignacia, Irma Romero, Pat Stifler, Charlotte McPherson, Sue Wakamoto Lee, Jack Holder

- Meeting started at 12:15pm
- Everyone can see what everyone's goals are
- Tim Kanter wants to see more collaboration among Board – purpose of meeting to share ideas, have fun
- Be bigger and better together – grow and work together
- Tim reviews budget
  - Waiting to hear from national to know what additional funds we are getting
    - Will be changes to budget – hopefully positive changes
  - Working harder to get Sponsors
    - Build back up sponsorship dollars
    - Tim spoke with Benefit Mall, Anthem, and Ideal Trade – they are interested but need to think about it – will attend our events to see what they are all about
- We need people at events who can sell products – otherwise we won't get sponsors
- Eric Kohlsdorf does not think audit will show a big windfall

- o Membership numbers are not as high as we thought – who paid/who has paid
  - How are we going to collect their money/are we going to collect their money
- Eric believes we need to think of new ways to do business
  - o State controls budget (local chapters as well) locals go to state – work for state etc
    - Eliminate overhead at local levels
    - RVP tasked with figuring out local chapters can get NABIP votes
    - Local chapters can sustain their current state
    - Think outside the box
- 1560 members
  - o Warner Pacific accounts for 40 member plus
  - o Membership has been level over the past year
  - o NABIP task force looking into CRM to track broker, etc.
- Executive Goals
  - o Tim Kanter talks about his Presidential goals.
    - Grow membership
    - Wants to support all Board members reach their goals
  - o Irma Romero talks about membership goals.
    - New membership deal \$50 off
    - Wants to give people/members recognition.
    - Share people’s story – connect with others
    - Show values
    - Gamifying extracting value of NABIP
    - Quarterly new member orientation socials
    - Wants to focus on retention #cahip2K
    - Do a Google survey
    - Text marketing
    - Talk to members about goals, what they are interested in – can do more targeted messaging
    - Eric – need to engage members day 1
    - Lisa to show Irma membership campaign talking points spreadsheet – How to reach out to members throughout the year
  - o Kristie Scavarda talks about Communication goals.
    - Replicate new member survey that SAHU does
      - Rosamaria to send us survey to see what it looks like
      - Vanessa wants to work with Kristie on consumer facing messaging.
      - Highlight CAHIP’s members’ knowledge.
      - Connect with Irman on new member spotlights
      - Include industry updates in our newsletter.

- Open enrollment consumer facing campaign
  - Marketing PD events
- o Rosamaria Marrujo talks about President-Elect goals.
  - Wants to focus on social media
    - Create facebook group
    - Used LinkedIn to invite people
    - Wants to create a President Advisory Council
- o Dawn McFarland talks about Professional Development goals.
  - Virtual leadership training
  - Talk about history of NABIP – 90 yrs old
  - PD events not getting engagement – they are getting it elsewhere
    - Wants to do more networking, stuff that will give people FOMO
      - o January Engage event – make it more like an exhibit show – trade show
  - Focus on new products, etc
- o Sue Wakamoto-Lee talks about Past Presidency goals
  - Wants to finish the agency dues situation
- o Jack Holder talks about PAC goals
  - Getting up to speed with all thing PAC
  - Working to increase contributions.
  - Looking to do fun events
    - Wants to inspire to do one fun event this year
  - Working with Faith to come up with a VIP incentive – to give pertinent info to people ahead of time
  - Certain levels get legislator to speak
- o Elizabeth Undershill talks about Sponsorship goals
  - Wants to get more sponsorship dollars – non conventional sponsors
  - Wants to get PNC wholesalers
  - Wants to add a more personal touch
  - Sponsorship email to everyone – become a sponsor
- o Paul Roberts talks about Legislative goals.
  - Need to get content to use for social media, etc. – video commercials for article he writes
- o Vanessa Ignacio talks about Foundation goals.
  - o Wants to promote membership – work with Tim, Rosamaria, Sue on messaging
    - QR codes in the works
    - Website long term project
    - Going into new areas to show presence
- o Kerri Sanford talks about Medicare goals.
  - o Kerri to send communications to Nikki to use and push out

- o Pat Stiffler talks about Awards goals.
  - o Shooting for Landmark award
- o Meeting ends at 2:08 pm



## **CAHIP Board of Directors Meeting**

9/9/2023

- Meeting started at 8:30 am
- Roll Call
- Motion to Accept Consent Agenda
  - Shelley moved. Rosamaria Second - Approved
  - Item 15
  - Jennifer McKenzie President-Elect, not President
- Tim Kanter gives President's Report
  - Dues coming for agency dues model
- Sue Wakamoto-Lee gives Immediate Past President's Report
  - Still working on Dues Reconciliation
- Rosamaria Marrujo gives President-Elect's Report
  - Focusing on sponsorship packages
  - Rosamaria wants to do business strategy sessions with local chapters to help them make their chapters stranger, getting people on board to volunteer
- Nikki Leske gives Executive Director's Report
  - Engagement is up in communications and social media
- Pat Stifler gives an Awards report
  - CAHIP Awards presented at January Engage event for all of 2023
  - Will work with Nikki to get information out and going
    - Rosamaria suggested that since awards for the whole year perhaps past Award Chairs could help current Award Chairs
    - Block out 15 minutes for awards at January Engage
- Elizabeth Underhill gives a Corporate Affairs report
  - Great new sponsorship packages
  - Will be sending mass email to board to see if they have contacts at different companies for sponsorships
  - Lisa explains new sponsorship packages
    - Completely revamped to add more value and digital marketing opportunities
    - Anyone who sponsors going forward the events will be January Event and Cap Summit
    - Pay a little extra to be an annual sponsors but you get much more value

Sponsorships now all tie together - can present to companies what we have for the year

- Dawn McFarland gives a Professional Development report
  - Talks about CAHIP Innovate Event in January
    - New and innovative event focused on exhibitors
    - Looking to gamifying event
    - Asks Board to start spreading the word about the event to get buzz
    - Asks Board to share any higher contacts they have at larger agencies to reach out to to explain why it is important for producers to attend
    - If Board has any vendor ideas please share with Dawn
    - Tim asks for a big keynote speaker - does anyone have a contact?
      - Someone like a Shark Tank person
  - Looking forward to the Medicare webinar with Kerri Sanford and David Garcia on 9/27
  - October will have a mental health webinar
  - February will have a tech event
- Charlotte McPherson gives a Public Affairs report
  - Working on video and op-ed for Jaffe
  - Have a call with the Foundation to discuss public facing website
- Vanessa Ignacio gives a Community Outreach report
  - Quiet time - dealing with personal health issues
- David Garcia & Kerri Sanford give a Medicare report
  - Looking forward to medicare webinar next week
  - Last week - David spoke at CAHU. GGAHU events very well attended and made a pitch for membership
- Irma Romero shares her “why”
- Shannon Zajec gives a Finance report
  - P&L with prior period comparison:
    - Membership Dues up from \$49,456 last July-Aug period to \$52,565
    - Interest income up from \$32 to \$364
    - General Admin expenses down from \$14,628 to \$10,815
  - Budget vs. Actuals:
    - Cap Summit: \$41K in sponsorship needed to meet budget
    - SLC/Region 8: \$18,900 Registration budgeted, \$9,961 actual, \$5000 event sponsors budgeted, \$12,500 actual. SLC/Engage will sunset on P&L and a new category will appear next month for Engage 2024. Annual sponsors will now be allocated 50% revenue to Engage and 50% to Cap Summit.
    - Dues budget monthly \$31,333, trending at \$26,282
  - NABIP membership dues deposit on 8/31. Other deposits received in August include: \$1000 from PAC for PAC event at Cap Summit and \$922.28 from North Coast, funds that are being held for them for two years.
  - The sponsorship committee is working hard to bring in many more sponsors.

- All reimbursement requests submitted up to August 31<sup>st</sup> have been processed and checks disbursed. Board members requesting reimbursements can find the reimbursement forms on the Chapter Resources page on the website. Reimbursement requests must be received in the CAHIP office within 45 days after the expense and will not be made until all forms are completed and receipts are received.
- 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:
  - \$58,982.42 Summit State Checking Account Balance Ending on 8/31/23
  - \$44,956.14 Schwab MMA
  - \$19,659.12 Schwab Fixed Income (not liquid)
  - \$123,597 Total Accounts
  - \$103,938 Liquid Assets (checking + Schwab MMF)
  - \$74,480 Needed to fund reserves (6 mo. Expenses – Liquid Assets)
- Submit reimbursement forms in a timely matter (45 days)
- Goal is to restore reserves in the next couple of years - Shannon will be tracking monthly
- Sponsorship dollars look low b/c they work on a calendar budget - will be expecting this to increase later
- Shannon makes a motion to accept financials
  - Henry Romero seconds
  - Financials approved
- Paul Roberts give a Legislation report
  - Legislative has been busy
  - Leg will not be back in session to Jan 3, 2024
    - Will work on bills in second year cycle
    - Faith will work to help us
    - Second year cycle - legislators are all up for elections
  - Key bill report was distributed yesterday
    - Status Update Meanings
      - Governor's desk means it is with Governor
      - Enrollment status - engrossment and enrollment - final spell check to make sure it is in line with constitution
    - SB770
      - Passed both houses will be sent to Governor's desk
        - Newsom likely to pass it
      - CAHIP is on record in opposition to single payer
      - Not putting out the large shout out because:
        - Threat of single payer becomes larger to us in 2024 b/c AB1690 - remaining single payer bill in January

- If Newsom passes SB770 it is likely that AB1690 would fizzle out and would put a pause on single payer discussions for a few years
  - None of our jobs will be lost
  - Keeping an eye on 1690
- Review bill lists that were sent out - live bills, etc
  - Noteworthy bills
    - AB85 - CAHIP supports
    - AB242 - CAHIP supported
    - AB451 - this bill is chaptered (signed and it law) - CAHIP supported
    - AB716 - CAHIP supported
    - AB 1048 - CAHIP opposed
      - Being sent to Newsom's desk for signature
      - Faith is writing a letter on behalf of CAHIP to send
    - AB 1241 - CAHIP supported, signed into law
    - SB 90 - CAHIP supported
    - SB 263 - CAHIP had a watch position - bill failed b/c of budgeting concerns
    - One leg council meeting on Thu, Oct 5 at 4 pm PT
    - Thinking about setting up bill review session/locations
- Faith Borges provides update
  - Put together a longer term care working group
    - To examine the possibility of CA adapting a long term care program
      - Task force coming out with a actuarial report - no laws have been passed
  - Faith gave feedback at last task force meeting
  - Put together a white paper on what happened in Washington, what happens in Cali, etc.
    - Will go to members - need to think about how to roll it out to members first
    - Hopefully to brand it as an official CAHIP document and roll out at next board meeting
    - Task force is accepting social comments
      - Need to have this in this week
      - Task force came up with an excel document of questions
        - Faith reviewed answers to questions with Board
        - Vote to have this branded as CAHIP's official response
- Paul makes motion to approve, second by Janet

- Dawn brings up discussion point about opt out procedure upset Washington
  - CAHIP said yes to opt out
    - Motion passes.
  - Covered CA Auto Enrollment - putting everyone on silver plan
    - Faith will give comments about enrollment changes at meeting on Thursday
      - Asking for maximum amount of time to allow agents to have discussions with clients about the changes (gold, silver and bronze)
    - Vanessa asks that a report sent to agents to understand what the changes are and where they will be moving
- Irma Romero gives a Membership Report
  - 69 new member applications in August
  - 1561 members in August
  - Need to focus on retention
    - Working group this Friday to discuss retention campaign
  - Doing a 12 week of gratitude campaign starting in October
- Local Chapter Reports
  - Janet Powelson - Golden Gate
    - Cathy working on sponsorships with KapSher
    - Using CAHIP's new logo
    - Books set up
    - GGAHU webinar very well attended - agents from all over the place
      - Made a strong membership push - shared registration list with Irma and local chapters
  - Shelly Hoover - Inland Empire
    - Gained 23 new members in August
    - Installed new board
    - Setting up calendar for year
    - Engaging desert chapters
  - Josh Kaufman - Los Angeles
    - Working on getting budget done
    - Planning out the rest of year
    - Planning in Oct 6 event
    - New Board meeting will be in Pasadena
    - Reaching out to members to thank them
  - John Evangelista -Orange County
    - Participated in Senior Summit - great event
    - 17 new members
    - Raised \$1400 for NABIP PAC, \$500 for CAHIP PAC
    - 100 attendees at CE Day
    - Paul Roberts at next meeting





## Board Meeting Sign In Sheet: October 17, 2023

8:30 am to 10:00 am

Location: Zoom

Executive Board	Title	INITIAL		
Tim Kanter	President	x		
Rosamaria Marrujo	President-Elect	x		
Sue Wakamoto-Lee	Immediate Past President	x	<b>Quorum:</b>	<b>18</b>
Shannon Zajec	VP Finance	x		
Paul Roberts	VP Legislation	x		
Irma Romero	VP Membership			
Dawn McFarland	VP Professional Development	x		
Jack Holder	VP PAC	x		
Charlotte McPherson	VP Public Affairs			
Elizabeth Holder	VP Corporate Relations			
Kristie Scavarda	VP Communications	x		
Vanessa Ignacio	VP Community Outreach	x		
<b>President or Voting Member (Sub)</b>			<b>President-Elect or Voting Member</b>	<b>INITIAL</b>
Adam Rochon	President CCAHU	x		
	President DCAHU			
Janet Powelson	President GGAHU	x	Cathy Little	
Henry Romero	President IEAHU	x	David Johnston	
Josh Kaufman	President LAAHU	x	Dede Kennedy	

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

STAFF: COMMITTEE CHAIRS:

Faith Borges

Pat Stiffler, Awards Chair x

David Garcia, Medicare Co-chair

Kerri Sanford, Medicare Co-chair x

GUESTS:

Rick Coburn, GGAHU x

Ricky Haisha, Shelly Hoover

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## **CAHIP Board of Directors Meeting**

10/17/2023

- Meeting called to order at 8:30 am
- Roll Call
- Motion to Accept Consent Agenda
  - Vanessa moves to approve, Kerri Sanford seconds,
    - Correction on Page 11 - “Long Term Care Working” Group should be added and capitalized
    - Motion passes
- Tim Kanter gives President’s Report
  - New Mental Health Task Force Working Group just launched
    - Anyone who has interest in becoming more involved - reach out to Paul and Faith
    - Working to improve communications
      - Want to communicate more with members about what CAHIP is doing for them and all the things we are working on
    - New CE Process
      - Nikki to send out instructions to all PD Chairs and Chapter
    - Paul Roberts shares “why” story
- Sue Wakamoto-Lee gives Immediate Past President’s Report
  - Has not been working on Dues Reconciliation
  - Waiting to hear back from State regarding name change
- Rosamaria Marrujo gives President-Elect’s Report
  - Supporting team to get new sponsorships
    - OneDigital - new sponsor
  - Reaching out to chapter presidents to check in and discuss their succession strategies and planning
- Nikki Leske gives Executive Director’s Report
  - Send info to build up social media
- Pat Stifler gives an Awards report
  - 2023 Award applications are out - Jan 1-Dec 15 - deadline is Dec 22
  - Will keep sending out reminders to chapter

- Jack Holder gives a PAC report
  - Reminds everyone to mention PAC at all meetings
  - PAC reports going out to all chairs
  - More of a PAC focus on Jan 1
  - Doing soft reminders throughout the year
  - Still working on forms, should be done by next month
  - If you have ApplePay you won't see your name when you pay - it is an ApplePay thing
- Dawn McFarland gives a Professional Development report
  - Mental Health Webinar on Nov 1
    - Filed for CE - still waiting to hear back on approval
  - Continue to Meet for Innovate Expo in Jan
    - Board meeting will be on Tuesday morning following event
    - Happy hour/awards at 5pm on Monday night after event ends
    - Encouraged everyone to share info about becoming exhibitors/attendees
    - Executive Boards go free; Chapter Pres/Pres Elect get 50 off
    - If you attend the board meeting - travel to event is reimbursed but not hotel room
  - PD Chairs very motivated - working on creating a collaborative sponsorship package that will work for any chapter
- Vanessa Ignacio gives a Community Outreach report
  - Jaffe created two versions of a mentorship flier to present at Foundation meeting
  - Working on DBA
- Kerri Sanford gives a Medicare report
  - Kerri and David co-hosted Medicare Update in September
- Paul Roberts gives a Legislation report
  - Major deadline just passed - Oct 14 - deadline for Newsom
    - CAHIP had 15 key priority bills

Seven new chaptered bills - 7

- AB 242
  - *Title: Critical access hospitals - employment*
  - CAHIP supports, L3
  - Would delete the prohibition on federally certified critical access hospitals (CAHs) employing physicians. AB 242 keeps hiring decisions in the hands of managing physicians, so they can meet the needs of the community they serve. AB 242 supports CAHs and improves access to care in rural and often underserved areas.
- AB 451
  - *Title: Insurance license examinations*
  - CAHIP Supports, L2

- Requires the CA insurance license exam to be provided in English, Spanish, Simplified Chinese, Vietnamese, Korean (1/24) and Tagalog (7/24).
- AB 716
  - *Title: Ground medical transportation*
  - CAHIP Supports, L1
  - Would protect injured Californians from expensive balance bills and would remove them from the middle of billing and contracting disputes for emergency services that are out of their control. AB 716 would specify that an enrollee/member who receives covered emergency *ground* medical transport services from a non-contracting ground ambulance provider would not be required to pay more than the same cost-sharing amount required for services from a contracted ground ambulance provider. The bill would also prohibit non contracting ground ambulance providers from billing an uninsured or self-pay patient more than established Medi-Cal or Medicare rates
- AB 1048
  - *Title: Dental benefits and rate review*
  - CAHIP Opposed, L2
  - Would prohibit large group dental plans from issuing/amending/renewing a plan that imposes dental waiting period provisions or preexisting condition provisions upon an insured/enrollee. If signed, this could have significant impacts for dental benefits in the fully insured large group space. California agents have fought hard against this one.
    - Note: This bill initially proposed to also include Small group and Individual dental plans, but CAHIP and other groups were successful at changing this one so it only impacts large groups (100+ employees in CA).
- AB 1241
  - *Title: Medi-Cal - Telehealth*
  - CAHIP Supports, L3
  - Ensures Medi-Cal patients retain the ability to receive services through telehealth. Clarifies two provisions of current law requiring a provider furnishing services through video or audio telehealth to offer services in-person or facilitate in-person care, including clarifying that current law does not require a provider to schedule an appointment with a different provider on behalf of a patient.
- SB 793
  - *Title - Insurance: privacy notices and personal information.*
  - CAHIP Watched
  - Brings California insurance law into line with federal Gramm-Leach-Bliley Act by requiring insurers to send

privacy notices once initially and thereafter only when a change to the policy has been made. Comment from the author (Glazer): Notices to consumers are only effective so long as they are meaningful. A phenomenon has been noted that the more frequent, numerous, lengthy notices are the less likely consumers are to read them. Given the importance of privacy notices, it is critical that notice for privacy rights be enacted and distributed in a manner most likely to inform consumers.

- SB 770
  - *Title - Health care: unified health care financing.*
  - CAHIP Opposed
  - This bill would direct “the Secretary of the California Health and Human Services Agency to pursue waiver discussions with the federal government with the objective of funding a unified health care financing system in California.” The waivers would redirect all current funding from the Federal Government used for Medi-Cal and Medicare, to instead finance single payer – creating a government monopoly of medical, behavioral health, pharmaceutical, dental, vision, and LTC benefits – while also eliminating the valuable services and consumer advocacy of agents. It would also eliminate both Medicare and Medicaid (Medi-Cal) entirely in California. And, it would only be a small fraction of the funding required to build and fund a true single payer system in California. We’d still need another \$300 billion.
  - This new law requires the waiver framework to be prepared by June 1, 2025, which will be subject to a 45-day public comment period. A report on the finalized waiver framework is due by November 1, 2025. CAHIP, NABIP, and our coalition will be active participants in all related opportunities for engagement during the waiver creation process and for any subsequent legislation.

#### 2 year bill

- AB 1690
  - *Title: Universal health care coverage*
  - Watch, Priority 1
  - A nearly blank bill pertaining to single payer. A bill lacking substance is referred to as a “spot bill” and it simply states the legislative intent to mandate single payer health care for all California residents. Spot bills are common ways for legislators to stake a claim on an issue while satisfying a constitutional deadline to introduce legislation. This spot bill is void of all substantiated language to create enforceable policy, and also lacks a funding source for the \$500 billion government monopoly on CA health care

### Five failed bills

- AB 4
  - *Title: Covered CA Expansion*
  - Failed in Appropriations on 7/13, May be enacted upon in January
  - CAHIP Supports, L-3
  - Brings CA closer to our goal of universal coverage without the need to enact Single Payer
  - Under current law, the Covered CA has to ask the federal government (via waivers) for permission to offer health insurance to people who otherwise don't qualify because of their immigration status. This bill would get rid of that requirement, allowing Covered CA to offer health insurance to these people in a way that's available to other documented Californians
  
- AB 236
  - *Title: Health care coverage: provider directories.*
  - Failed in Appropriations Suspense on 4/19, may be acted upon in January
  - CAHIP Watched
  - Would require plans to annually audit and delete inaccurate provider listings, and would subject plans to penalties if they fail to meet prescribed benchmarks for accuracy.
  
- AB 512
  - *Title: Mental health and substance use disorders: database of facilities.*
  - Failed in Appropriations Suspense on 3/29, may be acted upon in January
  - CAHIP Supports, L3
  - Would require the CA Health and Human Services Agency to create an ad hoc committee to study how to develop a real time, internet based database to display information about available treatment beds in facilities for the treatment of individuals in mental health or substance use disorder crisis. It would also require the committee to submit a report of its findings to the Legislature.
  
- AB 892
  - *Title: Kern County Hospital Authority.*
  - CAHIP Watched
  - Bill was ordered to "inactive file" by request of the author, Senator Caballero, on 9/7. Bill has virtually died but may be resurrected in January
  - Would specify that all entities controlled, owned, and administered, or funded by Kern County Hospital Authority be subject to transparency laws. Would ensure Kern Hospital is operated transparently and with accountability to the public workforce, so it does not experience similar crises as Madera Community Hospital (which is now closed). The loss of public hospitals can strain already limited health care resources and

further restrict access to care in CA's most disadvantaged communities. Kern Medical is the San Joaquin Valley's only Level II Trauma Center.

- SB 263
  - *Title - Insurance: annuities and life insurance policies.*
  - Did not make it out of Suspense/Appropriations on 8/16
  - CAHIP Watched
  - Would enhance and update the existing Annuity Suitability law and make it the strongest suitability law in the country. It would also require enhanced training for life agents who sell life policies that tend to be more complex than traditional term life products.

#### Two vetoed bills

- AB 85
  - *Title: Social determinants of health – Screening and Outreach*
  - CAHIP Supports, L2
  - Would require coverage and reimbursement for Social Determinants of Health (SDOH) screenings and would require insurers to provide “primary care providers with adequate access to community health workers... and inform primary care providers of how to access these community health workers.” SDOH has the potential to lower health care costs, while improving health options for everyone, and is largely supported by CA agents.
- SB 90
  - *Health Care coverage: insulin affordability*
  - CAHIP Supports, L2
  - Would prohibit health care service plans issued/amended/renewed on/after 1/2024 – or a contract in the small group market or individual market on/after 1/2025 – from imposing a copayment of more than \$35 for a 30-day supply of an insulin prescription drug, or a deductible, coinsurance or other cost sharing for an insulin prescribed drug. This aligns with a recent announcement that CA signed a contract with CIVICA to manufacture affordable insulin for \$30 to all who need it.
- Bill Review will be on March 7 - working on location
- New Mental Health Working Group had been formed
- Have a second long term care group in CAHIP
  - Faith put together an amazing white paper
  - Nikki to send out to board for approval
- Shannon Zajec gives a Finance report
  - We have amended the P&L to rename the Engage/SLC conference to Region 8 and added an additional category for our annual Engage conference. This will provide greater clarity for future years as we will not be hosting a Region 8 conference every year.
  - Membership Dues up 34% to \$94,125 YTD due to the catch up from agency dues model with payments of \$15,333.33 in July plus \$16,560 in September.
  - Region 8 Revenue \$48,147, expenses \$34,078. Net income \$14,069.

- Net Revenue YTD \$18,088. 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 -\$63,511.
- Budget vs. Actuals:
  - Cap Summit: \$14,000 in event sponsorship is needed in addition to the budgeted annual sponsorship dollars.
  - Region 8: \$18,900 Registration budgeted, \$9,961 actual, \$5000 event sponsors budgeted, \$12,500 actual. Budgeted net income was \$13,250 so we did better than budget.
  - New Annual sponsors will now be allocated 50% revenue to Engage and 50% to Cap Summit.
  - NABIP membership dues deposit from August was late. Deposited \$16,560.28 on 9/6 September's deposit came on as reflected in open invoices for \$25,497.36. Other deposits received in September: \$578 from Innovation Expo attendees and sponsors plus non- member registrations for the Medicare webinar.
  - The sponsorship committee is working hard to bring in many more sponsors. Anuvi, Principal and California Broker are new sponsors.
  - All reimbursement requests for Region 8 submitted up to Sept 30th have been processed and checks disbursed. Reimbursements are now closed. Reimbursement requests must be received in the CAHIP office within 45 days after the expense and will not be made until all forms are completed and receipts are received.
  - 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 2025
- Total Accounts:
  - \$41,878.45 Summit State Checking Account Balance Ending on 9/29/23
  - \$44,973.29 Schwab MMA
  - \$19,665.13 Schwab Fixed Income (not liquid)
  - \$106,516 Total Accounts
  - \$86,851 Liquid Assets (checking + Schwab MMF)
  - \$74,480 Needed to fund reserves (6 mo. Expenses – Liquid Assets)
- Shannon makes a motion to accept financials; Paul seconds. Motion approved.
- Nikki Leske gives a Membership Report
  - Up to 1572 members
    - Gained more members than lost
  - Q4 Gratitude Campaign for members in process and going well
- Local Chapter Reports
  - Janet Powelson - Golden Gate
    - Difficulty getting members to come out to event and getting sponsors
      - Switched Oct event to virtual; might do November virtual as well
    - Open to new ideas
    - Getting 2023 sponsorships rolling

- Henry Romero - Inland Empire
  - Well attended monthly luncheon/CE
  - This week's meeting invited Desert chapter agent meetings to make them feel included
    - Will have CE
  - Strong board - strong attendance
- Josh Kaufman - Los Angeles
  - Successful Revenue for Oct 6 event
  - Planning stages for holiday event
- Pat Stifler -Orange County
  - Oct 10 Paul Roberts Talk
  - November webinar about Gag Clause
  - Dec 12 holiday get together
  - Sales symposium in February
- Helen Ornellas - Sacramento
  - Events scheduled through Expo 2024
  - Turkey Drive for River Oaks
    - Sponsor 25 families for Turkey dinner
  - PAC event Feb 9
  - Working on mentorship/leadership
  - Next Membership meeting is from Josh Keller - Single Payer Presentation
  - Starting to reach out for 2024 sponsors
- David Parker - San Diego
  - Membership just under 200
  - Up 15% financially
  - Sponsorships up
  - Had a payroll Palooza
  - Doing a virtual presentation in Oct
  - November 28 for Membership Appreciation Event
  - 2024 Event locations have been secured
- Motion to adjourn meeting by Rosamaria; Janet seconds; Motion passes.
- Meeting ended at 10:50 am



## Board Meeting Sign In Sheet: November 21, 2023

8:30 am to 10:00 am

Location: Zoom

Executive Board	Title	INITIAL		
Tim Kanter	President	x		
Rosamaria Marrujo	President-Elect	x		
Sue Wakamoto-Lee	Immediate Past President	x	<b>Quorum:</b>	<b>19</b>
Shannon Zajec	VP Finance			
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		David Johnston	
Josh Kaufman	President LAAHU	x	Dede Kennedy	

John Evangelista	President OCAHU	x	Sarah Knapp	x
Helen Ornellas	President SAHU	x	David Brabender	x
David Parker	President SDAHU	x	Richard Haisha	
Laura Murphy	President SBAHU	x		
Jennifer McKenzie	President SVAHU		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:

Rick Coburn, GGAHU x

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## CAHIP Board of Directors Meeting Minutes

11/21/2023, 8:30 am -10:00 am

- President Tim Kanter called the meeting to order at 8:33 am and reviewed the Antitrust Reminder
- Roll Call
- David Garcia shares his “Why”
- Motion to Accept Consent Agenda
  - Remove Minutes
  - Motion to approve Consent Agenda with Minutes
    - Motion by Jack, seconded Kristie. The motion carried.
    - Motion to approve Minutes
      - Motioned by Dawn with Minutes as edited by Sue, seconded by Janet - The motion carried.
        - Second page - attendance remove Ricky Haisha as guest, mark in table as President-Elect
        - Page 8 & 15 - make sure Pat Stiffler’s name is spelled correctly
- Tim Kanter gives President’s Report
  - Motion to nominate Stephanie Berger as a State Chapter
    - Laura Murphy motions, Sue seconds. The motion carried. - Approved
  - Tim discusses Emergency Board sponsorship meeting
    - Need to reach out and ask people to sponsor
    - Board members signed up and asked to call companies
    - Need every Executive Board member to be involved so CAHIP can pay bills
    - Tim advises Board members who were not in meeting to reach out to him for more information
    - Tim suggests that local boards reach out as well - can use CAHIP talking points if they would like to raise funds for their own chapters
- Sue Wakamoto-Lee gives Immediate Past President’s Report
  - State of California has approved name for state chapter
    - Sue will be sending out email with instructions about how local state chapters can submit name change to the state
  - Sue working on election timeline

- Rosamaria Marrujo gives President-Elect's Report
  - Almost secured a new sponsor -In process of making payment
  - Asks local presidents to reach out to her to talk about how to gain sponsors - discuss strategic ways to reach out to sponsors
  - Started doing strategy media with annual sponsors - creating strong partnerships
- Nikki Leske gives Executive Director's Report
  - Continue working with everyone
  - Encourages everyone to continue sending information about what is going on to promote in marketing and social media
- Elizabeth Underhill gives Corporate Affairs report
  - Need everyone to help out in bringing sponsors in
  - Put together a list of of companies - a lot that we still need help with
    - Board members can tag team reaching out to sponsorships
- Pat Stiffler gives an Awards report
  - CAHIP awards due December 22
    - Nikki to send out reminder
  - Pat also will apply for Legislation awards
  - Looking for suggestions for nominees for the NABIP Legislative Achievement Award and Spirit of Freedom Award. They are due by January 15 and to be presented at Cap Con
- Jack Holder gives a PAC report
  - \$38,000 in account
    - Need more members participating
    - Dropped about 6 monthly members
    - Slower time
    - Jack has ideas for January marketing
    - Have new forms - waiting for approval from Pac Board
    - Helen Ornellas - suggests that we can create messaging as to why people should donate - create marketing messaging
      - Jack has given scripts to local chapters, a lot more happening next year, more marketing, improved messaging
- Dawn McFarland gives a Professional Development report
  - Innovation Expo is coming up
    - Continue to get word out - board members need to reach out to their audiences
  - 2024 CMS Rule Medicare webinar on December 14
  - Should we grant event exhibitors the opportunity to get/purchase attendee list?
    - Helen Ornellas references that NABIP is giving vendors attendee lists and it adds value - could raise exhibitor fee

- Vanessa Ignacio - is fine with it
  - Jack Holder - suggest that we give names to vendors at higher sponsorships; ok with giving lists to free speakers
  - Need to be consistent with messaging on what we are giving
  - Rosamaria suggested that we have an opt in/opt out check box for attendees; list should be allowed at higher levels or an add on fee
  - Sue suggested that if we don't allow vendors to get lists it is going to make it harder to get sponsors
    - Need to provide sponsors with value - should be at a certain level or above
  - David was curious how many people buy the full list of members (only 1) - agrees that sponsors should get list if they are higher levels - annual sponsors should get member list
  - Lisa suggested that opt in/opt out will make sponsor's upset if they don't get a lot of names - it is a necessary value for sponsors - advocate bronze levels or higher
  - Sue makes a motion that for statewide events there be no opt-out option for vendor contact by attendees & bronze or higher receives attendee list, Vanessa seconds,
    - Lisa notes that we don't do pre attendee list
  - Sue restates a motion that for statewide events there No opt out option & bronze or higher receives post attendee list, Vanessa seconds, Approved
  - Sue to write a P&P to reflect this
- Vanessa Ignacio gives a Community Outreach report
  - Working on Foundation DBA
- Paul Roberts gives a Legislation report
  - Long term sponsors of single legislation aim to introduce additional legislation in January
  - Have heard info that single pay legislation will be introduced in January - will wait in see
  - Paul penned a SB 770 article - will be in CAHIP newsletter, CalBroker and Word and Brown communications - also talks about the value of PAC contributions
  - Bill review will be in San Diego on March 7 - still finalizing details
  - Discussions have begun about Capitol Summit on May 13-15
  - CAHIP annual legislative webinar - February 1
  - Paul working on creating a legislative CE
  - Finalizing Long Term Care white paper - will be sending to PAC chairs first and then to all members
  -
- Tim Kanter gives the Finance Report in Shannon's absence
  - P&L with prior period comparison:  
Membership Dues YTD \$135,810.49. This is 33% up from this time last year.

- Net Revenue YTD \$25,772.95. 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 -\$57,936.
- Budget vs. Actuals:
  - Cap Summit: \$14,000 in event sponsorship is needed in addition to the budgeted annual sponsorship dollars.
- New Annual sponsors will now be allocated 50% revenue to Engage and 50% to Cap Summit.
- NABIP membership dues deposit from September was late. Deposited \$41,187.18 on 11/3. October's deposit came on as reflected in open invoices for \$41,187.18.
- Two brand new bronze annual sponsors, OneDigital & CalCPA.
- Annual sponsorship goal is \$82,000. Currently, we have raised \$38,750 leaving us short of \$43,250. Last year, we raised \$56,000. We had an emergency Executive Board meeting on 11/13/23 to address this and to execute a strategy to increase this amount.
- 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.
- 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.
- \$11,282.49 Summit State Checking Account Balance Ending on 10/31/23
- \$44,989.89 Schwab MMA  
\$19,693.58 Schwab Fixed Income (not liquid) \$75,965.96 Total Accounts
- \$56,272.38 Liquid Assets (checking + Schwab MMF) \*Liquid assets are lower due to dues being received late.
- Paul motion to accept. Jack seconds. The motion carried.
- 
- Irma Romero gives a Membership Report
  - Membership numbers are down - members are lapsing - membership chapter chairs need reach out to members
  - Bob Tretter gave Irma a list of people to reach out - Irma will send out the list to local chapters
  - Membership working group is starting back up in January
  - Doing a big push in February
  - CAHIP new member orientation in April
  - Encourage members to invite a friend to CAHIP events
- Local Chapter Reports

- Tim happy to go to any local event
- Janet Powelson - Golden Gate
  - Working hard to get people to come to “In person” event
  - Working on sponsorships
  - December 14 Holiday Party
- Jon Evangelista -Orange County
  - Had a virtual meeting earlier in month - good event
  - December party on Dec 12 - boat in the back bay - officially sold out - has a toy/gift card drive
  - February 13 sales symposium
  - Legislative event in January
  - Have a full Board
  - 300 members
- Helen Ornellas - Sacramento
  - Finished turkey drive - Gave \$2400 to feed families
  - PAC event is April 11
  - Strategy to send new generation folks to Capitol event in DC
  - \$75,000 annual sponsorship goal - about half way there
    - Reinforces Rosamaria’s business strategy session with partners
  - December toy drive
- Dawn McFarland - Los Angeles
  - November bites update - gave sponsors one minute sponsorship to give updates
  - December 14 holiday dinner
  - Symposium in April
- David Parker - San Diego
  - 60 attendees at last webinar
  - Taco and Tequilas coming up
  - Doing a Thanksgiving pie drive - feeds critically ill
- Michael Traynor - Silicon Valley
  - Holiday party and toy drive coming up
- New business
  - Irma went to a local candidate event, for a candidate that she was against the insurance industry
    - Do we want to engage with her and better educate her?
    - If anyone is interested, reach out to Irma
- Motion to adjourn meeting by Paul, Irma seconds. The motion carried.
- Meeting ended at 10:57 am.



**Board Meeting Sign In Sheet: December 19, 2023**

**8:30 am to 10:00 am**

**Location: Zoom**

<b>Executive Board</b>	<b>Title</b>	<b>INITIAL</b>		
Tim Kanter	President	x		
Rosamaria Marrujo	President-Elect	x		
Sue Wakamoto-Lee	Immediate Past President	x	<b>Quorum:</b>	<b>20</b>
Shannon Zajec	VP Finance	x		
Paul Roberts	VP Legislation	x		
Irma Romero	VP Membership			
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		
<b>President or Voting Member (Sub)</b>			<b>President-Elect or Voting Member</b>	<b>INITIAL</b>
Adam Rochon	President CCAHU	x		
	President DCAHU			
Janet Powelson	President GGAHU	x	Cathy Little	x
Henry Romero/Shelley Hoover	President IEAHU		David Johnston	
Josh Kaufman	President LAAHU	x	Dede Kennedy	

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

GUESTS:

Rick Coburn, GGAHU x

**CONFIDENTIAL**

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## CAHIP Board of Directors Meeting Minutes

12/19/2023, 8:30 am -10:00 am

- President Tim Kanter called the meeting to order at 8:33 am and reviewed the Antitrust Statement
- Roll Call
- Dawn McFarland shares her “Why”
- Motion to Accept Consent Agenda
  - Sue asks to Remove the agenda from the consent agenda
  - Sue Motions to approve the agenda without agenda for today’s meeting, seconded by Kristie. The motion carried.
  - Page 3
    - Under LA correct Dede’s name
  - Sue motions to accept agenda with Dede’s name correction, seconded by Jack. The motion carried.
- Tim Kanter gives President’s Report
  - Sent email to Chapter Presidents and President Elects to give a CAHIP “State of the Union” about what is going on and what is changing – to further build unity and partnerships between local chapters and the state chapter.
    - Tim asks that everyone responds to his email so he can speak at their Board Meeting
  - Asks that local chapters promote Innovation Expo
- Sue Wakamoto-Lee gives Immediate Past President’s Report
  - Sue owes everyone the name change email
  - There will be a nominations email to go out shortly.
  - Looking for people who want to serve on the nominations committee – contact Sue if interested.
- Nikki Leske gives Executive Director’s Report
  - Updating email system
- Rosamaria Marrujo gives President-Elect Report
  - Getting ready for conference in January
  - Working on sponsorships
  - Offered assistance with local boards to discuss sponsorship opportunities.
- Pat Stiffler gives an Awards report.
  - Award submissions due on Friday
  - Only has one so far
  - Made it easy to submit award submissions
  - Will start working on awards for Cap Conference
  
- Elizabeth Underhill gives Corporate Affairs report.

- Working hard on annual sponsorships
- We need everyone's help.
- Looking at numbers – not strong financially
- Sending master sponsor list to everyone on Executive Board
  
- Jack Holder gives PAC report
  - More promotion of PAC at the beginning of the year
  - Working with Faith to come up with strategies.
  - If chapter needs a report, please ask Jack.
  - Form is live on website for people to use.
- Dawn McFarland gives a Professional Development report.
  - Dawn emailed out to all the chapters presidents requesting they promote Innovation Expo
  - Momentum is building for Expo.
  - Have about 30 exhibitors
  - Need to work on getting attendees.
  - People having issues with Star Chapter
    - Nikki to create a video instruction/info to teach people how to use system.
    - Janet asked to share to with Golden Gate
  - Word and Brown speaker to share innovation and technology update.
- Charlotte McPherson gives Public Affairs report.
  - Pushed out NABIP updates via marketing.
- Vanessa Ignacio gives a Community Outreach report.
  - Submitted DBA
- David Garcia gives Medicare Update
  - Successful Medicare Webinar
    - Was at max capacity.
    - David spent time responding to agents' comments and requests
  - Working on next year's schedule
- Shannon Zajec gives a Finance report
  - P&L with prior period comparison:  
Membership Dues YTD \$152,625. This is 26% up from this time last year.
  - Net Revenue YTD \$9,063. 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 -\$79,845.
  - Budget vs. Actuals:
    - New Annual sponsors will now be allocated 50% revenue to Engage and 50% to Cap Summit.
    - NABIP membership dues \$41,187.18 on 11/3 for Sept dues. \$16,814.72 invoiced for October dues.
    - Deposit of \$21,116 from Desert Cites closure, need to hold for two years.
    - Deposit of \$2000, Bronze Expo sponsor, Employee Navigator
    - Deposit of \$1500, Annual Sponsorship, Gaspar Insurance
    - Annual sponsorship goal is \$82,000. Currently, we have raised \$41,750 leaving us short \$40,250. Last year, we raised \$56,000. We still need all board members to assist in getting additional sponsorships.
    - 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.

- Shannon makes motion to move \$25,000 from Schwab account with low interest to CD earning ~5%, Elizabeth seconds, Open for discussion.
  - Cathy says we have a P&P that says we need 6-month reserves – should we move money in Schwab account in case we need it.
    - Tim says we can still get at the money even in a CD.
  - If Money was put in longer CDs, it would be up for renewal next year.
    - Shannon will break it this out for next month's report.
  - Charlotte asks if we looked at a high yield bank account with Amex (through Schwab)
    - Shannon to look into this.
  - Josh recommends looks at "BankRate.com" for research.
- Shannon makes motion to make sure we get a prevailing CD rate and invest \$25,000 into this CD, investigate CD rates, etc, Elizabeth seconds, motion moved.
- Shannon makes motion to accept financials, seconded by Helen. The motion carried.
- Paul Roberts gives the Finance Report
  - Legislature is still adjourned.
  - Gearing up for January
  - Looking for space for Bill Review
  - Long term white paper going out beginning of new year.
    - Going to Pac members first and then the rest of the member
  - Faith – 68-billion-dollar budget deficit
    - Nurses plan to reintroduce single payer.
- Tim Kanter gives a Membership Report
  - Great job 6 new members so far for December
  - Forward focus to new year
  - We will continue to work on retention for 2024.
  - To support to local chapters, we will be launching reminder emails for lapsing members modeling after State of Washington
  - Reminder March membership month - keep an eye out for social collateral.
- Local Chapter Reports
  - Michael Traynor - Silicon Valley
    - Successful holiday party
  - David Garcia – Ventura
    - Successful holiday party
  - Laura Murphy – Santa Barbara
    - Having a meeting in January
  - David Parker – San Diego
    - Preparing for February event
      - Sold out sponsorships.
  - Helen Ornellas – Sacramento
    - Will be getting award in before deadline.
    - Successful toy drive
    - \$55K sponsorships working towards goal.
    - Working on crab feed/corn hole event
    - Working on name change
    - Sending 5 people to CapCon – SAHU fully sponsoring them
- Jon Evangelista -Orange County
  - Holiday cruise was a success.

- Raised a lot of money and toys
  - January Leg update
  - Feb symposium
  - Membership holding steady.
  - Passed motion to fun 10 people for tech event.
- Josh Kaufman - Los Angeles
  - Successful holiday party
  - Local charity donation made.
  - Planning two events in the new year
  - February membership happy hour
- Kristie Scavarda – Inland Empire
  - Successful holiday lunch – 70 attendees
  - Gave to local charity – raised over 3K.
  - Everything booked for rest of the term.
- Janet Powelson – Golden Gate
  - Successful holiday party
  - Gave to local charity.
  - In-person meeting this person to work on sponsorships
  - Working on submitting awards
  - Doing in-person legislative update in January
  - February is a PAC event.
- Adam Rochon – Central California
  - Working to get Board more engaged.
  - Had a holiday – raised money for charity.
  - Got a new Exec Administrator
  - Wellness meeting in January
  - Events planned for the Spring.
- Motion to adjourn meeting by Janet Powelson. Seconded by Dawn McFarland. The motion carried.
- Meeting ended at 9:30 am