

California Agents and Health Insurance Professionals



**CAHIP**

Shaping the *future* of healthcare  
NABIP - California

# BOARD OF DIRECTORS MEETING MINUTES

CAHIP BOARD OF DIRECTORS MEETING: FEBRUARY 12, 2026  
Legacy Resort, San Diego, CA

9:10 President Dawn McFarland

- Call to order
- Reminder about anti-trust

9:13

- Quorum confirmed.
- Cap Con reminders:
  - Bus tour
  - Dinners – local chapters
- Consent approval for agenda/minutes

9:17 Awards – Pat Stiffler

- Met last week with local awards chairs/chapter leaders.
- Certifications from local chapters – trying to get details earlier this year.
- Encouraged to apply for national awards – pacesetter, etc. Many of these awards are quite easy to apply for like website, public speaking, etc. Presidential Citations.
- State awards – very easy to apply on cahip.com with new updated forms.
- Use board minutes as documentation in your award applications.
- Gustavo – needs assistance with application process; Sarah/Pat have a video already recorded.
- Irma – remember to keep track of triple crown status.
- Craig – suggests a list/explanation of which awards are for state vs local chapter applications

9:33 President Dawn McFarland

- Congratulations to all on yesterday's event.
- Few nonmembers were present to sell membership to

9:37 Immediate Past Pres – Rosamaria Marrujo

- P&Ps
  - 7012 – recommended to archive regarding detailing the sponsorship for website advertising
  - 7014 - online job board recommended to archive
    - Motion, Second, No discussion, Motion carries.
  - 7016 Use of logo – removed references to NABIP and added email sigs.
    - Motion to approve edits, second, Motion carries.
  - 7017 Comms to membership – updated and clarified the language.
    - Motion to approve edits, Second, Motion carries.
- Nominations reminder – due March 10.

9:47 Pres Elect Craig Gussin

- Wants to grow farm team
- Still looking for candidates for Pres Elect, PAC and Public Affairs

9:52 Executive Director Sharon Frank

- Congratulations on a successful event

9:53 Membership – Irma Romero

- Shoutout to Naama for LA
- Shoutout to San Diego
- Introducing March Madness
  - 5/4/3 + bonus points
- Question: Local chapters can promote state's campaign and count for award applications; Campaigns should be 3 months, however, for the award submission; you can double-dip in the various campaign activities.
- Craig – carrier reps are an avenue to new members.
- Kerry – trying to recruit for LA board – Marcia Israel – not currently a NABIP member, husband is. small mom/pop agencies can't necessarily afford memberships for both husband/wife.
- Membership dues are entirely a NABIP topic; state does not have any influence
- Pat – NABIP is likely going to move forward with a dues increase this summer; new tech will enable additional dues structures. ADM+ for large agencies includes heavy discounting already.

10:15 Legislation – Janet Powelson/Faith Borges

- Bill Review – March 11
- Register on cahip.com
- Cap Sum – May 5 – Registration is live
- Tomorrow CAHIP Know Before You Go to CapCon
  - PBM talking points will continue to update
- SB354 – vote in June.
- AB298 – died in appropriations
- Single Payer being introduced today.
- Need to build back PAC funding; bringing in larger corporate funding.
- Irma – need education on how agents differentiate which PAC to donate to when their employers have their own PAC

10:33 Finance Kerry Wright

- Innovation Expo looks to be significantly more profitable than budgeted
- Membership dues in January were significantly lower than previous months
- Motion to accept January financials, Second, Motion carries

10:38 Communications Kristie Scavarda

- Thanks for sharing photos from yesterday
- Kristie wants to put together comms for those who weren't able to attend
- Make sure to take photos in DC
- Tomorrow comms call will include a media training presentation from NABIP materials.

10:40am Corporate Relations – Elizabeth Underhill

- Wants \$10-15K new sponsorship before May
- Will be following up specifically with exhibitors from Innovation Expo who are candidates to upgrade to an annual partnership

10:46 PAC Jordan Futch

- January was light at 3200; several dropped off.
- PAC-dash challenge – Ventura is in the lead with \$8.61/member.
- Would a membership dues increase to allow for PAC donations have an impact on membership itself?
- Governance to look into – notify NABIP of state dues increase by Sept 1 for increase to go into effect Jan 1.

10:58am Public Affairs – Vanessa Ignacio

- Testifying at Senate Hearing on how last year's open enrollment went. March 4 in Sacramento.
- Working on specific talking points for her 2 minutes.
- Working draft shared.

11:04am Community Outreach – Patrick Burns

- Emerging Leaders Applications launched yesterday.
- Should send this out to our sponsors.
- Irma – use the buzzword “cohort” to attract these new leaders

11:09 Medicare – Greg Wolin

- Molina exiting market causing some turmoil for next AEP
- Nationwide recall icosepan
- Brian/Greg will stay on as medicare chairs another year
- Dawn – NABIP is meeting with CMS and trade groups monthly

11:10am DEIB Monica Spencer

- National – collaboration but inconsistency in DEIB activities

11:13am PD Manny Alcaine

- Congratulations on successful event. Look forward to similarly helping increase profitability for Capitol Summit.

11:20am Meeting adjourned. Those present in person are splitting into smaller groups to workshop with Past Presidents Rosamaria Marrujo, Pat Burns, Bruce Benton.

## **CAHIP Legislative report for February 12, 2026.**

**CAHIP Bill review** March 11<sup>th</sup>, at Faith's office, 9:30 – 3:30pm. Optional HH afterwards.

**Capitol Summit:** Save the Dates. BOD on May 4<sup>th</sup> at Faith's office. May 5<sup>th</sup> Conference and HOD. May 6<sup>th</sup> Hill visits.

Room block at the Hyatt Centric Downtown Sacramento. May 4 – May 6. \$249.

New venue – Capitol Event Center, 1020 11<sup>th</sup> Street

### **State Bills**

[SB354: Insurance Consumer Privacy Protection Act.](#) This will not be voted on in the Insurance Committee until June.

[AB 298:](#) Health Care Cost Sharing. Authored by Mia Bonta, Chair of Health Committee. For under age 21, free preventive care in network and no OOP in network after deductible is met. DIED IN APPROPRIATIONS 1/23.

**Federal:** CAA 2026 passed on February 3<sup>rd</sup>. It included PBM reform (PBM and TPA fee disclosure to plan fiduciaries, data reports to large plans, rebate pass-through), site neutrality and Medicare Advantage plan provider directory accuracy. It did not include an extension of PTCs.

### **CapCon Attendees:**

CAHIP Know Before You Go – February 13<sup>th</sup> 1:00PM

If your work and home addresses are in different districts, please confirm that in your NABIP account your “mailing address” is your home address. That is address that will be used by Advocacy Associates to identify constituents and assign people to meetings.


Talking Points will be updated to reflect CAA 2026 changes.

Recordings of webinars be made available to registrants via email. They will not be published to the NABIP website.

Remaining webinars:

### **Washington Update: What's Driving Policy and Politics in 2026**


Get the latest insights on legislative and regulatory developments shaping this year's advocacy agenda.

 February 10, 2026 — 2:00 p.m. ET

 [Register here](#)

### **Your Advocacy Toolkit: Scheduling Hill Meetings & Using the Mobile App**

Learn how Hill meetings are coordinated and how to use our new digital tools to stay organized, informed, and effective throughout Capitol Conference.

 February 17, 2026 — 2:00 p.m. ET

 [Register here](#)

# CAHIP Board

Financial Report Prepared: 02/05/2026

Kerry Wright, VP Finance

A quick snapshot from our accrual books for the Engage/Innovate event as of 01/31/26 is:

Total Engage/ Innovate Income	\$53,469
Total Engage/ Innovate Budgeted Expenses	\$44,700
Show Profit	\$ 8,769

This report is going to concentrate on the current account of CAHIP because the fiscal task is to stay in front of current expenses. Since the beginning of the fiscal year (July 1, 2025) these are the major cash inflows into the Summit State Bank Checking Account:

## Dues

07/07/25	\$32,004.80
08/06/25	\$18,319.80
09/09/25	\$25,296.00
10/06/25	\$23,360.17
11/10/25	\$21,900.61
12/19/25	\$35,943.56
12/23/25	\$20,121.53
01/16/26	\$19,623.14
Total	\$196,569.61
January Invoice	\$ 17,000.00

### Annual Sponsorships

July 2025	\$15,275.00	
August 2025	\$25,000.00	
September	\$6,750.00	
10/14/25	\$5,000.00	
11/04/25	\$2,000.00	
12/01/25	\$ 950.00	
12/05/24	\$ 500.00	
12/19/25	\$5,000.00	To pay for our participation in the coalition
12/29/25	\$5,000.00	
12/24/25	\$7,500.00	
Total As Of 01/31/26	\$72,975.00	

The ending balance for the checking account as of 1/31/2026 was \$113,757.35, a full \$7,614 more than the ending balance for last month. This amount puts us in an excellent position to pay our February obligations which should be in the neighborhood of \$60,000 which includes our \$5,000 payment to participate in the coalition.

A back of the envelope calculation shows we could have about \$53,757.35 on hand going into March. With the projected \$17,000.00 dues payment we should have about \$70,757.35 available to cover March obligations which could be in the neighborhood of \$40,000.

We had planned to repay the \$20,000 we took out of the investment account from revenues generated by the regional dinners which have been delayed. I project we should have enough cash on hand at the end of the fiscal year to make a repayment of at least \$5,000.

**CAHIP Board Report**  
**Financial Report Account Status: January 31, 2026**

<u>6 month Operating Costs (Fixed)</u>		
6400	Jaffe	\$66,000.00
6365	Legislative Advocacy	\$72,000.00
6525	Website	\$2,137.00
6320	Insurance	\$2,800.00
6495	Postage/Printing	\$50.00
6520	Telephone/Fax/Internet	\$471.00
6050	Bank Fees	\$2,250.00
6310	Dues/Subscriptions	\$1,150.00
	Total	\$146,858

Total Accounts:

\$113,757.35 Summit State Checking Account Balance Ending on 01/31/26

\$49,925.17 Schwab MMF Balance Ending on 01/31/26

**\$163,682.52 Total Accounts as of 01/31/26**

**\$96,932.83 Needed to fund reserves (6 mo. Expenses – Schwab Acct.)**



**Board Meeting: FEB 12 2026**

**9:00am, San Diego, CA**

<b>Executive Board</b>	<b>Title</b>	<b>Attendance Noted</b>		
Dawn McFarland	President	x		
Craig Gussin	President-Elect	x		
Rosamaria Marrujo	Immediate Past President	X		
Kerry Wright	VP Finance	X		
Janet Powelson	VP Legislation	X		
Irma Romero	VP Membership	x		
Manny Alcaine	VP Professional Development	x		
Jordan Futch	VP PAC	x		
Vanessa Ignacio	VP Public Affairs	X		
Elizabeth Underhill	VP Corporate Relations	X		
Kristie Scavarda	VP Communications	X		
Pat Burns	VP Community Outreach	X		
<b>Chapter Presidents</b>			<b>Chapter Pres Elects</b>	
Kim Ball	Central California President			
Irma Romero	Golden Gate President			
Cherie Crutcher	Inland Empire President	zoom	Shelley Hoover	
Bruce Benton	LA President	X		
Brad Wright	NorCal President			
Sarah Knapp	OC President	X	Gonzalo Verduzco	zoom
Ricky Haisha	San Diego President		Gustavo	X
Steven Woodward	Santa Barbara President			

Jennifer McKenzie	Silicon Valley President	X	Melanie Meister	
David Garcia	Ventura County President		Rod Owen	x

COMMITTEE CHAIRS/MISC:

Faith Borges	Lobbyist	X
Patricia Stiffler	Member Recognition Chair	X
Monica Spencer	DEIB Chair	X
Greg Wolin	Medicare Co-Chair: Northern CA	X
Brian Bilhartz	Medicare Co-Chair: Southern CA	
Sharon Frank	Exec Director	X
Lisa Strug	Exec Director	

Zoom: Gonzalo Verduzco, Cherie Crutcher

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