

California Agents and Health Insurance Professionals



CAHIP

Shaping the *future* of healthcare
NABIP - California

BOARD OF DIRECTORS MEETING MINUTES

5:18 call to order
Consent agenda:
Motion, Second, Carries

Pres Report:

Are nonmembers allowed to participate in Board meetings? Chapters should check their bylaws.
Dede – We invite to BOD meeting for a prospective member – shall we no longer?
Rosamaria – Use our “Farm Team” to encourage leadership.
Ensure bylaws aren’t being broken, but continue to encourage members to be engaged.

Ad Hoc Committee PP3015:

Lowering to \$1500 instead of \$2000 for expense reimbursements at National Convention
Motion, Second, Carries.

IPP TIm

PP3012 – Motion, Second, Carries

Pres Elect –

“Farm Team” reminder.

Opportunity to new ppl in the room:

Jordan Futch – Santa Barbara

Cherie

Ashley – GG Secretary

Eileen Costello – social media OC

Brad Wright – incoming NorCal Pres

ESI Stakeholder letter – federal issue

Pat Burns – controversial if NABIP is supporting? (should state also be signing?)

Faith – check with NABIP staff on whether they want states sharing support alongside them

Dawn – will forward and ask Michael – motion to follow and sign based on NABIP Feedback,
Second, Carries.

ED:

Delegates for National Cnvention will be confirmed later this week based on attendance survey
Cap Sum with record number of registrants

Awards Pat Stiffler –

Gold certification – needs to be done at end of month.

Chapters can work with Pat – let her know if submitted directly.

Comms – Kristie not in attendance

Comment on posts, like/re-share/etc.

Corp Affairs – Elizbeth Underhill

Working to coordinate with all local chapters – those not yet responded, please do so. –
budget/sponsorship dollars/collaboration, etc.

Trying to do more to attract our group plan audience.

Help open doors where you’re doing business.

PAC – Jack Holder

This event is a great opportunity to collect more PAC donation.

Review of all Diamond donors.
Let donors know how close they are.
Pat - \$10K for PAC event exposure – don't even have to be a member
Senior Summit will include PAC donation promotion
Jordan stepping into Jack's role for the next year

PD – Manny had to drop off
He's reviewing Legacy for Innovation Expo Feb 11
Paul – religious implications?
Jack – National currently running sale on new courses in learning institute.

Public Affairs – Vanessa
Looking forward to working with Craig on media development

Community – Pat Burns
Fdn still in delinquency
Working on an Emerging Leaders program for next year
Enabling charitable contributions with tax deductibility for chapter use

Medicare – not present
Round tables need to be scheduled

DEIB – Kerri Sanford
Virtual symposium was held May 1
Great feedback

Finance – Shannon Zajec
Membership dues audit to be conducted regarding any possible missing dues
Dropping membership is affecting our fiscal situation and putting us in a deficit for the budget.
\$20K Reserves were pulled into our main account.
Keep in mind – adding members impacts sponsors.
Will stay on committee working towards sponsorship following leaving exec board
Dawn – 22% drop in 2 years on membership. We need local chapters to bring in members.
They can only come in at the local level.
Motion to accept financials, second, Carries.

Bruce – Suggest to ratify vote on pulling the reserves.
Motion to ratify, second, carries
Need a P&P regarding electronic voting outside of meetings. Governance will explore.

Leg – Paul Roberts
We'll be focusing on 3 issues

- 1 Awareness of affordability with expiration of enhanced premium tax credits (federal issues)
 - Will hit red states hard.
 - Will take an act of congress
- 2 AB 280 – opposition. (Note: this bill was assigned to someone who asked for an easy/light load) Accuracy of provider directories with various benchmarks.
- 3 SB 242 - reincarnation of last year's bill. Medigap on guarantee issue basis without underwriting every year.
Operation shut coming tomorrow

Kerry – Covered Ca living in a dreamworld regarding tax credits?

Faith – budget details coming Wednesday. Politicians will likely find some other solution as needed to fill any gaps and offer some resources regarding affordability, even if tax credit are no longer available. Gives opportunities to put value in the role of the agent. Stories and personalization helps.

2 Bills from our priority list died (Success)

Membership – Irma Romero

Continue best practices

Let's get to 2000 members

#1 reason for members is networking/connection

Central CA – Kim Ball

Hanging on by a thread

Doesn't have time bc doing the exec director work. It's just too hard.

Dawn – other chapters might be able to help make the calls to lapsing members

Only 3 chapters are not feeling financial pressure –

Inland, san diego and oc

Sales symposium successful.

Making sure sponsors get value they're looking for.

Senior summit.

Advice: start with strategic planning and infrastructure development.

Pat Burns – we need to figure out how state or national can help local with such infrastructure

Silicon Valley – Jennifer McKenzie (Submitted in writing via email)

- We have been busy getting our nominations in for our upcoming annual member meeting to vote in a new board. Excited to announce we have ALMOST a full board (including a President elect) yay!
- Our only open spot is sponsorship chair but still working on it!
- We have 5 or 6 members/board at this (summit) event, very exciting.
- Our gold tournament is coming together and will be June 12th. We will also announce our 2025-26 board.
- Had a great mixer in April and working to get more members and getting current more involved. Seeing more participation which is really inspiring.
- Lastly we are planning to collaborate with GG to put on a Medicare symposium in the fall.

MEETING ADJOURNED 4:00PM

(Welcome Reception at Capitol Summit began at 4:00pm with sponsors and guests)



Board Meeting Sign in Sheet: May 12, 2025

2:00pm

Location: Zoom

Executive Board	Title	Attendance Noted		
Rosamaria Marrujo	President	X		
Dawn McFarland	President-Elect	X		
Tim Kanter	Immediate Past President	X		
Shannon Zajec	VP Finance			
Paul Roberts	VP Legislation	X		
Irma Romero	VP Membership	X		
Manny Alcaine	VP Professional Development			
Jack Holder	VP PAC	X		
Vanessa Ignacio	VP Public Affairs	X		
Elizabeth Underhill	VP Corporate Relations	X		
Kristie Scavarda	VP Communications			
Pat Burns	VP Community Outreach			
President or Voting Member (Sub)			Sub	
Kim Ball	Central California President	X		
Cathy Little	Golden Gate	X	Irma Romero	X

	President			
David Johnston	Inland Empire President	X	Cherie Crutcher	
Dede Kennedy	LA President	X	Bruce Benton	X
Barbara Ciudad	Orange County President	X	Sarah Knapp	
David Brabender	Sacramento President	X	Brad Wright	
Ricky Haisha	San Diego President	X		
Laura Murphy	Santa Barbara President			
Jennifer McKenzie	Silicon Valley President	X		
Juli Canter	Ventura County President		David Garcia	

COMMITTEE CHAIRS/MISC:

Faith Borges	Lobbyist	X
Patricia Stiffler	Member Recognition Chair	X
Kerri Sanford	DEIB Chair	X
Henry Romero	Medicare Co-Chair: Southern CA	
Janet Powelson		X
Sue Wakamoto Lee	Parliamentarian	
Sharon Frank	Exec Director	X
Lisa Strug	Exec Director	X

CONFIDENTIAL

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