



## CAHIP Board of Directors Meeting Minutes

4/16/2024, 8:30 – 10:00 am PT

- Meeting begins at 8:33 am.
- President Tim Kanter called the meeting to order at 8:34 am and reviewed the Antitrust Reminder.
- Approval of Consent Agenda and March Minutes. Rosamaria motions to approve; Kristie seconds, motion moved.
- Tim Kanter gives President report.
  - Making a strong efforts to visit all the chapters.
  - Got sponsorship dollars for SV and Santa Barbara Chapters.
  - Working to help strengthen chapters.
  - Involved in many conversations to help grow Association.
  - Working to improve and increase membership.
- Charlotte McPherson to record her “Why” and email to Nikki.
- Sue Wakamoto-Lee gives Past President report.
  - Reports on Nominations Committee Meeting.
    - There is not a full slate of nominees
    - Sue reviews current nominations.
    - Reminds Chapter Presidents to send in HOD
    - A few will be nominated from floor
      - Irma running for Membership
      - Shannon running for Finance
      - Rosamaria finding people for others roles.
        - Reached out to seven people for PD
        - Reached out to someone regarding Corporate Affairs.
        - Rosamaria appointing a second in command for each role.
  - Will be presenting two new P&Ps during new business.
- Rosamaria Marrujo gives President-Elect report.
  - Rosamaria finalizing succession planning process.
  - Putting together checklists to make it a smoother transition for anyone running a position.
- Nikki Leske gives Executive Director report.
  - Social media numbers and email open rates on the rise.

- Reminds everyone to register for Capitol Summit.
  - Reminds Chapter Presidents to send in HOD.
- Pat Stiffler gives Awards Report.
  - Applied for landmark, media, presidential citation awards.
  - Get your certifications in.
- Tim Kanter gives Corporate Affairs report.
  - Several companies signed on for annual partnerships.
  - A lot of movement.
  - CCSB partnership – paying CAHIP for teaching mental CE course. \$800 per meeting minus the speaker fee amount.
- Jack Holder gives PAC report.
  - \$13,900 generated this year.
  - Reminds everyone to register for PAC event at Topsy Putt.
  - Sacramento had a successful PAC event.
- Dawn McFarland gives Professional Development report.
  - SDOH webinar on April 24.
  - May Medicare CE.
  - Innovation Expo on February 3rd on QE2.
- David Garcia gives Medicare report.
  - Attended Medicarian conference.
    - Received many NABIP questions. People interested in annual sponsorships.
    - Medicare CE on May 8.
    - Adding more articles on website
- Shannon Zajec gives Finance Report.
  - P&L with prior period comparison:
  - Membership Dues YTD \$234,008. This is 7.72% up from this time last year. Net Revenue YTD \$5,892.12. 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 -\$128,470.
  - Budget vs. Actuals:
    - NABIP membership dues deposits of \$21,213 on March 4 for February dues. 62% of budget.
    - Annual sponsorship goal is \$82,000 (\$41,000 Cap Summit and Engage). For Cap Summit we have secured \$24,747 in annual sponsors/\$4000 in event sponsors and need an additional \$16,253 in annual sponsorships/\$10,000 in event sponsorships. We request that all board members assist in getting additional sponsorships.
  - Note:
    - Health Equity Silver (\$3000) Sponsor for Cap Summit, payment received. Pending payments and committed: Excel Health (\$5000) Gold sponsor for Cap, Annual sponsorships from Equitable (\$1500), Navia (\$5000), Berkley Accident and Health (\$5000).
    - Annual sponsors will be allocated 50% revenue to Engage and 50% to Cap Summit.

- 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.
  - Total Accounts:
    - \$36,432.37 Summit State Checking Account Balance Ending on 3/31/24
    - \$20,709.50 Schwab MMA
    - \$24,912.33 US Treasury (Schwab Acct, 3 month not liquid)
    - \$19,875.66 Schwab Fixed Income (not liquid)
    - \$101,929.86 Total Accounts
    - \$57,141.87 Liquid Assets (checking + Schwab MMF)
    - \$115,276.13 Needed to fund reserves (6 mo. Expenses – Liquid Assets)
  - Shannon makes motion to accept the financials, Jack seconds, motion moved.
- Paul Roberts gives Legislative Report.
  - Submitted three letters:
    - Letter in support of AB 2268 - Cranial Prosthesis
    - Letter in opposition AB 2200
      - Also sent an Operation Shout to brokers only for now.
    - Letter in opposition to AB 2028 dental loss ratios.
    - Leg meeting on Thursday. Will focus on Capitol Summit.
    - Priority Bill Report – who needs to approve to be posted on website.
      - Leg committee approve, board approves, communications P&P aka team (50 percent plus one)
      - If it already been approved communications can be done
    - Patrick Burns mention NABIP is stepping up as a plaintiff in a court case against CMS.
      - Dede to share update about this at Capitol Summit.
- Irma Romero gives Membership report.
  - All chapters participated in March Madness Membership campaigns.
  - 1449 CAHIP members.
  - New Member Orientation was well attended. Recording will be in April newsletter. Next orientation on June 27<sup>th</sup> and will go on a quarterly rotation.
  - 18 new members for March Membership Madness.
    - LA and OC had three new members each.
  - Two chapters with most points for March Campaign – LA and OC.
  - Membership campaign in September
- Local Chapter Reports
  - Tim Kanter gives Central California
    - Chapter having difficulty getting leadership. Tim and Rosamaria gave Adam strategies on how to grow board.
      - Possibly have a new President.
    - New member meeting last month. Will call for volunteers to get more leaders.
    - Chapter moving in the right direction.
    - Adam Rochon hops on – bringing 4 people to the day at Capitol.

- Cathy Little gives Golden Gate report.
  - Annual CE day on April 18.
  - Attendance is lower than expected.
  - Trying to determine why there has been low attendance.
  - Golf tournament to be held in late summer.
  - Several Board members will continue to serve in next term.
- Tim has been to member meetings where attendance has not been strong.
  - During Board meetings and hears other chapters say that their meetings are strong, but they are not as strong as they say. Suggest everyone be honest with their numbers so as not discourage other chapters with low attendance and to work together as a Team.
- Kristie Scavarda gives Inland Empire Report
  - Successful charity event raised 8K.
  - Updating chapter bylaws.
  - Annual symposium in May
  - Golf event in June.
- Josh Kaufman gives Los Angeles Report.
  - Successful Annual Symposium.
  - Mental Health Day in May.
  - Day at the Races in June.
  - Firming up Board for next year.
- Pat Stiffler gives Orange County report.
  - Golf tournament benefitting cystic fibrosis.
  - May CE
  - Member recognition ceremony
  - Women in Business June event.
- Helen Ornellas gives Sacramento report.
  - Moving forward with name change. Just waiting for bylaws to be approved by NABIP.
  - Successful Crab Feed.
  - Held first PAC event.
    - Raised money for Pac and will be able to sponsor 6-7 people for Day at Capitol.
  - Upcoming gold tournament.
  - Firming up new board.
  - Biz Expo in August
    - Gives vendor table of 8 and require them to fill their table. Grew registration.
- David Parker gives San Diego report.
  - Updated bylaws to have name change take place.
  - Good attendance at Tech Expo.
    - Moved it further North to try and attract new people; sponsorships included 5-10 tickets to bring brokers, agents.
    - Medicare roundtable on April 17.
    - April 26 Dancing with Stars event.
    - Full slate of Board member next year. Looking for DEI chair.

- Laura Murphy gives Santa Barbara report.
  - Asks to set up a call with Tim and Rosamaria to discuss ways to booth chapter.
  - Lost Leg and PAC Board Members.
  - Sent out an email telling member they need them to step up – at a crossroads.
    - Only got one response.
  - Working on event with Blue Shield.
- David Garcia gives Ventura report.
  - Monthly Medicare roundtable on April 17. Must be a member to attend.
  - In person ethics meeting on May 22.
- Michael Traynor gives Silicon Valley report.
  - Event at the end of month.
  - Trying to work on getting attendance up at events.
  - Did a membership survey – got a 5% event.
  - Golf tournament coming up.
- New Business
  - Updating P&P 3011 (refer to Sue’s P&P Markup to see changes)
    - Motion to approve by Rick Coburn
    - Seconded by Dawn McFarland
    - Motion Carried
    - Date Approved: April 16, 2024
  - New P&P 1019 (Fall under Finance P&Ps): to clarify financial procedures when CAHIP partners with a third-party entity to host educational events.
    - Motion to approve by Rick Coburn
    - Seconded by Irma Romero
    - Open to Discussion:
      - Dede requests time to review (another month)
      - Cathy Little asks how \$200 fee was determined.
        - Governance Committee wanted to keep amount low b/c bylaws it states members should not benefit by being part of association. A higher amount could be construed as a financial benefit.
        - Cathy feels the amount is a little lower and thinks there should be more discussion about speaker fee.
          - Helen Ornellas agrees.
        - Sue commented that the Governance Committee felt there should be no fee at all. P&P was not written for just CCSB event but for other events as well.
        - Travel is seen as actual expenses. Not considered a profit. Meals are not considered a profit.
    - Helen asks if we table P&P until next month.
    - Rick withdraws his motion.
    - Nikki to send out to BOD for review.

- Comments should go to Governance committee to have a meeting to discuss. Send comments to Nikki by May 1.
- Patrick says \$200 is a reimbursement for business time loss. It is not an opportunity to be a revenue generator.
- Meeting adjourns at 10:10 am.