



CAHIP Board of Directors Meeting Minutes

6/18/2024, 8:30-10 am PT

Meeting on Zoom

- Meeting begins at 8:33 am.
- President Tim Kanter called the meeting to order and reviewed the Antitrust Reminder.
- Pat Stiffler shares her why.
- Approval of Consent Agenda and May Minutes. Rosamaria makes motion to approve Consent agenda. Vanessa seconds. Motion carries.
- Tim Kanter gives President report.
 - Tim reflects on Presidential role.
 - Communications have improved.
 - Ventura, CC, Silicon Valley have grown stronger and have new Board members.
 - Bills CAHIP opposed were killed – Single Payer & Med Supplemental bill.
 - Faith set up many Legislative visits during Capitol Summit.
- Faith gives Legislative Update
 - Legislature has to pass budget by June 15 “Budget in Chief” – to keep the government running
 - Healthcare bills are not part of this budget – healthcare bills are contentious.
 - AB 236 – Bill we were watching. Legislative Board recommends we move to support level 3. Bill improves provider networks to be more updated and current. Paul makes motion to move position to support level 3. Helen seconds. Motion carries.

- SB 966 – Bill would regulate PBMs.
 - NABIP recommended we stay neutral on this bill. However there has been a lot of data showing that it has increased prices a lot.
 - CAHIP Legislative Board thinks supporting this would be in line with NABIP's Bill of Rights.
 - Legislative Board is recommending CAHIP watches bill. Paul makes motion to watch SB 966. Dawn seconds. Motion carries.
- Sue Wakamoto-Lee gives Past President report.
 - Sue thanks Tim.
 - Turning over Governance Committee to Tim.
 - We are putting together a calendar of review for P&Ps.
 - Sue's met her goals:
 - A few P&Ps were updated; Tim to handle the rest in new term.
 - Transition to Jaffe
 - Working as Parliamentarian
 - Sue thanks everyone.
 - Sue will be the Leadership Development Chair for NABIP.
- Rosamaria Marrujo gives President-Elect report.
 - Rosamaria thanks everyone.
 - Trying to keep meeting schedules similar to Tim.
 - Emails will go out with new Committees.
 - Working on all Board members having co-chairs.
- Nikki Leske gives Executive Director report.
 - Still needs Central California roster
 - Started to reach out to annual sponsors.
- Pat Stiffler gives Awards Report.
 - Everyone was certified.
- Elizabeth Underhill gives Corporate Affairs report.
 - Working with Rosamaria to meet with annual sponsors.
 - Excited to have a Co-Chair.
- Jack Holder gives PAC report.
 - PAC has more money coming in; need more money coming in.
 - Looking for creative ways to drive more PAC donations.

- System in place to help with drop offs.
- Dawn McFarland gives Professional Development report.
 - Manny is stepping up already.
 - Innovate Expo is confirmed for Feb 3.
 - Executive Board will be comped.
 - Local Chapter Board get a \$50 discount.
 - Employee Navigator CE class has 123 people signed up.
 - 20 non-members signed up.
- David Garcia gives Medicare report.
 - Looking forward to support new Medicare Chairs.
- Shannon Zajec gives Finance Report.
 - P&L with prior period comparison:
 Membership Dues YTD \$289,268. This is 6.95% up from this time last year.
 Net Revenue YTD \$13.11 months into our fiscal year. 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 -\$143,824.
 - Budget vs. Actuals:
 - NABIP membership dues deposits of \$20,322 on 5/2 for April dues. Budget is \$31,333. \$28,927 is actual average over last 10 months.
 - Annual sponsorship goal is \$82,000 (\$41,000 Cap Summit and Engage). For Cap Summit we had \$36,747 in annual sponsors/\$13,700 in event sponsors. Great job and please keep asking for sponsors for the next big event, Innovation Expo, Feb 2025 in S.CA. We request that all board members assist in getting additional sponsorships.
 - Other items to note:
 - Capitol Summit Net Income \$22,537.81.
 - Included above is \$5500 in deferred income for Capitol Summit annual sponsorships from June of 2023. There is \$6500 in sponsorship income that is currently deferred for the 2024-2025 fiscal year for the Innovate conference.
 - 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.
 - Motion made by Shannon to approve financials. Sue seconds. Motion carries.
- Paul Roberts gives Legislative Report.
 - Updated Priority Bill report will be sent out and put up on website.
 - Legislature adjourns for recess on July 3.
 - All bills are in second house.
 - Committees need to act by July 3 or they will die.
 - Legislature comes back August 5.
 - Will be working on “Budget Trailer” bills – there are ones focused on healthcare.
 - They then adjourn at the end of August and don’t come back until January.
 - New 2025 makeup of Assemblymembers and Senators.
 - CAHIP will have to reach out to new members.
 - At end of Brown & Brown, Week of Webinars, 300 people asked for more information about becoming CAHIP members. Paul is sending list to Irma.
- Irma Romero gives Membership report.
 - Membership started at 1577 earlier in this year: we are now at 1378 members.
 - Retention is an issue. Membership chairs need to reach out to lapsing members on report that Nikki sends out every two weeks.
 - Members needs a phone call.
 - Membership meetings will be revamped for next term.
 - Goal is to get to 2K members.
 - Part of GAIN report – every Board member sponsors a new member.
 - Would like to do a light membership campaign in September and the larger one in March.

- Irma is creating an Intro email to people who expressed interest in becoming members from Word & Brown webinar week.
- Local Chapter Reports
 - Rick Coburn gives Golden Gate report.
 - Membership 160.
 - Financials look good.
 - Golf tournament being held in August.
 - Ricks says goodbye to the Board
 - Dede Kennedy gives Los Angeles Report.
 - Medicare coffee chat on June 19.
 - Virtual meeting in July.
 - Successful Day at the Races.
 - Medicare event in August
 - September 19 rescheduled Mental Health event.
 - Great Vanguard Chair stepping up.
 - Sarah Knapp gives an Orange County report.
 - Had a strategy planning meeting.
 - Ricky Haisha gives a San Diego report.
 - Gives a shout out to Barry Cogdill for his stellar membership and leadership roles.
 - Had a successful Dancing with the Stars: raised 49K for charity.
 - Had a successful planning meeting.
 - Golf outing going on today.
 - Medicare roundtable garners 15 or so agents a month.
 - Working on next month's Senior Summit.
 - PAC event in July
 - Michael Traynor gives Silicon Valley report.
 - It was a rebuild year for chapter.
 - Staying on to help Jennifer in next term.
 - Working on name change.
 - Had three in person events this year.
- Meeting adjourns at 9:49 am.