



CAHIP Board of Directors Meeting Minutes

3/19/2024, 8:30 – 10:00 am PT

- President Tim Kanter called the meeting to order at 8:34 am and reviewed the Antitrust Reminder
- Approval of Consent Agenda and February Minutes.
 - Rosamaria gives motion to approve, seconded by Sue. Motion carried.
- Tim Kanter gives President report.
 - Tim is making sure he is attending all chapters.
 - New Patients' Bill of Right Webinar tomorrow.
 - Reach Out to Paul if You Would Like to be part of Capitol Summit Planning Team.
- Elizabeth Underhill shares her "Why."
- Sue Wakamoto-Lee gives Past President report.
 - Nomination Committee met on March 1. Good attendance from Chapters.
 - Dawn McFarland nomination for President-Elect; Kristie Scavarda nomination for Communications; Jack Holder nomination for PAC
 - Governance Committee has been meeting and discussing how Committees are being organized. Working on P&Ps.
- Rosamaria Marrujo gives President-Elect report.
 - Setting up an incoming Board and Succession Planning Zoom Meeting for April to help build out succession planning for dates.
 - Either April 10, 11 or 24 – an hour session.
- Nikki Leske gives Executive Director report.
 - Working with everyone on their initiatives.
- Pat Stiffler gives Awards Report
 - Working on all awards.
 - Trying to get most of it done by this weekend.
- Elizabeth Underhill gives Corporate Affairs report.
 - Doing a big push for additional sponsorships. Asks for help reaching out to carriers Board members have relationships with.
- Dawn McFarland gives Professional Development report.
 - Social Determinants of Health Webinar is in April.
 - Bill of Rights webinar is tomorrow.
 - Dawn asks that everyone shares registration link with members.

- Charlotte McPherson gives Public Affairs report.
 - Working to meet with Vanessa to go over Transparency information.
 - Press Release for Bill of Rights for California.
- Vanessa Ignacio gives CAHIP Foundation report.
 - Working on days/times to meet with Vanessa.
 - Planning for next year.
- David Garcia gives Medicare report.
 - Setting up a webinar for next quarter.
 - Adding articles to Medicare website.
- Paul Roberts gives Legislative report.
 - Successful Bill Review session.
 - Reviewed most bills. Have 5 more to go through at next meeting.
 - Paul sent PDF with 12 priority bills.
 - Paul sent PDF list of all bills CAHIP is watching.
 - Board needs to vote on the positions and approve CAHIP has chosen for bills.
 - Paul makes motion to approve bill positions. Elizabeth seconds.
 - Vanessa asks if we can do this b/c it wasn't in agenda. Paul did send email with information. Sue said it is ok b/c information will be in minutes. Should highlight things that are in Priority Level One.
 - Faith highlights priority bills for Board:
 - AB 4 Covered California: Expansion
 - *CAHIP Position: Watch*
 - AB 236 Health care coverage: provider directories
 - *CAHIP Position: Re-check*
 - AB 892 Kern County Hospital Authority
 - *CAHIP Position: Watch*
 - AB 2028 Medical Loss Ratios
 - *CAHIP Position: Oppose*
 - AB 2180 Health Care Coverage: Cost Sharing
 - *CAHIP Position: Support*
 - AB 2200 Guaranteed Health Care for All
 - *CAHIP Position: Oppose*
 - AB 2435 California Health Benefit Exchange
 - *CAHIP Position: Support*
 - AB 2668 Coverage for Cranial Prostheses
 - *CAHIP Position: Support*
 - AB 2753 Rehabilitative and habilitative services: durable medical equipment and services.
 - *CAHIP Position: Watch*
 - AB 3260 Health care coverage: reviews & grievances
 - *CAHIP Position: Support*
 - SB 263 Insurance: annuities and life insurance policies
 - *CAHIP Position: Watch*

- SB 1236 Medicare Supplement coverage: open enrollment periods
 - *CAHIP Position: Oppose*
 - Motion moved.
 - Paul and Team are meeting with Covered CA to discuss our legislative priorities.
- Jack Holder give PAC report.
 - 78 Monthly Contributors.
 - 12K year to date.
 - Promoting 24 for 24 Campaign.
 - Sending out video to promote this campaign.
 - Promotes Capitol Summit. Topsy Putt PAC event.
- Tim Kanter gives Finance Report.
 - P&L with prior period comparison:
 - Membership Dues YTD \$214,008. This is 11.32% up from this time last year. Net Revenue YTD \$15,415. 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 -\$108,133.
 - Budget vs. Actuals:

Annual sponsors will be allocated 50% revenue to Engage and 50% to Cap Summit.

 - NABIP membership dues deposits of \$21,213.
 - Annual sponsorship goal is \$82,000 (\$41,000 Cap Summit and Engage).
 - For Cap Summit we have secured \$24,747 in annual sponsors and need an additional
 - \$16,253 in annual sponsorships and \$14,000 in event sponsorships. We request that all board members assist in getting additional sponsorships.
 - 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:

\$45,676.76 Summit State Checking Account Balance Ending on 2/29/24
 \$20,702.13 Schwab MMA
 \$24,797.95 US Treasury (Schwab Acct, 3 month not liquid)
 \$19,861.63 Schwab Fixed Income (not liquid)
 \$111,038.47 Total Accounts
 - \$66,378.89 Liquid Assets (checking + Schwab MMF)
 - \$106,039.11 Needed to fund reserves (6 mo. Expenses – Liquid Assets)
 - Sue makes motion to accept finances. Vanessa seconds. Motion carried.
- Nikki Leske gives Membership report for Irma Romero.
 - 1469 members – Up eight members from two weeks prior.
 - 13 new members in March thus far.
 - Seven new members from Health Net.
 - Reports on March Membership Madness Campaign.
 - New Member Orientation on March 28.
 - Will review NABIP website.

- Local Chapter Reports
 - Janet Powelson gives Golden Gate report.
 - Focused on Annual Symposium in April.
 - Brought in more sponsors – met/exceeded budget.
 - Additional exhibitors have signed up.
 - Have bylaws drafted regarding taking in North Coast area.
 - Dede Kennedy gives Los Angeles Report.
 - Upcoming Sales Conference on April.
 - Innovative Topics (transparency, pharmacy & ERISA sessions)
 - Mental Health Event in May – 1 HOUR NABIP CEO
 - June – Annual PAC fundraiser
 - John Evangelista gives Orange County report.
 - Dede gave a successful Mental Health CE presentation.
 - Golf tournament on April 22.
 - May meeting for Member Appreciation.
 - Pat Stiiffler organized Women in Business Event in May.
 - June planning meeting.
 - Membership in high 200s.
 - Cathy Daugherty brought in 3 new PAC members.
 - Senior Summit in August
 - Helen Ornellas gives Sacramento report.
 - Successful annual Crab Feed – 350 people joined us.
 - SAHU March Coffee chat/Leg update on March 20.
 - PAC event on April 11.
 - Vanguard Cornhole Tournament on April 18.
 - Golf tournament on May 16.
 - Business Expo in August.
 - Working on name change.
 - Ricky Haisha gives San Diego report.
 - Successful AI Tech Expo at Del Mar social. 100 people registered.
 - Medicare Roundtable webinar on March 20.
 - Dancing showdown on April 26.
 - Michael Traynor gives Silicon Valley report.
 - Golf tournament in June.
 - Need to work on name change to update naming, bylaws.
 - Tim offered to help.
 - Have a board for succession.
- Meeting adjourns at 9:32 am PT.