



CAHIP Board of Directors Meeting Minutes

5/13/2024, 2-4 pm PT

In person at Kimpton Sawyer & on Zoom

- Meeting begins at 2:17 pm.
- President Tim Kanter called the meeting to order and reviewed the Antitrust Reminder.
- Vanessa Ignacio shares her why. Nikki will record Vanessa later.
- Approval of Consent Agenda and April Minutes. Henry gives motion to approve. Seconded by Shannon Zajec. Motion carries.
- Tim Kanter gives President report.
 - Visiting a lot of the chapters. Meeting in Silicon Valley and other chapters.
 - Ask for comments and feedback regarding Jaffe Communications sent to Tim via email to be included in the review.
 - Asked Stephanie Berger to join us and why she is interested in running for Secretary of NABIP.
 - Stephanie is excited about the direction that the Association is going in and wants to be involved. Her “Why” is all about the relationships she built within this Association.
- Sue Wakamoto-Lee gives Past President report.
 - April 19 Nominations Committee sent the slate of nominees to be included HOD.
 - There are still vacant spots.
 - Nominations will be obtained from the floor during the HOD meeting.
 - Governance Committee – P&P 1019 regarding third party partnerships.
 - Governance Committee voted by majority to withdraw P&P 1019.
 - Rick Coburn on the Governance Committee mentioned that there was no dissent to the report.
- Rosamaria Marrujo gives President-Elect report.
 - Working on building the next group of CAHIP Board members and chairs.
 - Busy couple of months ahead.
 - Setting up strategy sessions for June and July.
- Nikki Leske gives Executive Director report.
 - HOD meeting reminder.
 - Social media push.

- Pat Stiffler gives Awards Report.
 - Important that chapters get silver certified.
- Elizabeth Underhill gives Corporate Affairs report.
 - Annual sponsors are about 30K; 10 for events.
 - Everyone should provide Elizabeth with contact and connection information.
 - Elizabeth's company is a new sponsor.
- Jack Holder gives PAC report.
 - Data is not good to look at.
 - 52 monthly contributors – down from 70 or so. There is an issue. Reached out to Stephens Company – a bunch of people dropped off and we don't know why. Asks that everyone checks their monthly contributions.
 - \$25,577 that have come in this year.
 - Does not get us a lot.
 - Looking to get new contributions started.
 - 1K came in from Word and Brown
 - \$250 came in from Ricky Haisha
 - \$500 came in from Barry Cogdill.
 - Have raffle prizes as well for Topsy Putt event.
 - Jack reads who has dropped off. – Something seems off.
 - Trying to get to 10K at Capitol Summit.
- Dawn McFarland gives Professional Development report.
 - February 3, 2025, Innovation Expo at the Queen Mary.
 - Kaiser event – asks Chapter Presidents if they would be interested in doing this program in Q4 (can do at another time).
 - National Leadership development – doing a full zoom leadership training session in August - -any leader can come. A lot of ideas shared at this meeting. May 30 is specific for leadership training for positions.
 - Ease Employee Navigator Transition CE in June.
- Charlotte Mcpherson with Public Affairs report.
 - Been in touch with Employee Navigator – releasing new information.
 - Coming off Board wishes everyone well.
- Vanessa Ignacio gives CAHIP Foundation report.
 - Mentorship program (via NABIP) still going strong.
 - Looking at next year's Board.
- David Garcia gives Medicare report.
 - Successful Medicare webinar last week had 99 attendees.
 - Recording will be placed on website when Nikki gets back in office.
 - Happy to help new Medicare Chair.
 - David provided Faith with a lot of information.
- Shannon Zajec gives Finance Report.
 - P&L with prior period comparison:
 - Membership Dues YTD \$266,345. This is 8.50% up from this time last year. Net Revenue YTD \$22,637. 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 -\$133,283.
 - Budget vs. Actuals:

- NABIP membership dues deposits of \$32,014 on April 11 for March dues. Budget is \$31,333, so turning the corner on membership dues.
 - Annual sponsorship goal is \$82,000 (\$41,000 Cap Summit and Engage). For Cap Summit we have secured \$29,747 in annual sponsors/\$10,400 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:
 - New sponsor, Underhill Insurance, Friends of CAHIP at \$1500.
 - 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.
- Shannon makes a motion to perpetually renew every three months the Treasury bill. Finance Committee dictates to renew bill every three months unless funds are needed. Sue seconds. Motion carries.
- Covered CA Mental Health Course. Want to support Dede and pay her \$200 for her time. Shannon makes a motion to pay Dede \$200 per class as a speaker fee. Rick seconds the motion. Discussion:
 - A lot of opportunities to grow. Dede encourages Chapters to co brand it when it is in their areas.
 - Dawn thinks this will help membership.
 - Janet asks how it fits with vision to have other people teach class.
 - Dede says the goal is to have a variety of presenters.
 - Maggie Stedt is concerned about the door opening where people are getting reimbursed for their time.
 - Says she would vote “No” if she was on Board.
 - After hearing more, she withdraws her negative comment
 - Dede feels that this is an external entity which is a grey area. Spoke with NABIP Board members who recommended she charges for non CAHIP/NABIP entities.
 - CCSB dollars are not sponsor dollars – a separate marketing budget.
 - Ricky Haisha asks if the content is Dede’s. NABIP feedback is that it is Dede’s. Other volunteers feel it is the associations.
 - Content was from the Mental Health Working Group started by Dede.
 - Stephanie Berger says this should be branded as California.
 - Faith says it was created as a member course but is now being shifted to a different spotlight.
 - Irma is trying to reconcile in her mind how this would all fit.
 - She uses third party information but does not have ownership of it.
 - Dede is being asked to do 7-8 classes.
 - 11 for, 9 abstentions, no votes online. Motion carries.
 - Shannon makes a movement to approve financial. Dawn seconds. Motion carries.
- Paul Roberts gives Legislative Report.
 - Capitol Summit is losing money.
 - Paul is disappointed with registration.
 - Was hoping to have a bigger success.

- Need to look at ways to make this event more successful in the future.
 - Four bills instead of five. One bill was squashed.
 - Each bill has a talking point. Will review tomorrow at Capitol Summit.
 - All bills have until August 31 to make it through both chambers.
 - SB 230: Health Savings Account - CAHIP Supports
 - SB 1180 Health Care Coverage: Emergency Medical Services: CAHIP Supports
 - SB 1236 – Medicare Supplements – CAHIP Opposes
 - AB 2200 – State-Run Single Payer Mandate – CAHIP Opposes
 - Faith discusses Medicare bill.
- Irma Romero gives Membership report.
 - We need to work on Retention badly.
 - We need to find ways to approach members to get their attention and engage with them to retain members.
 - Membership is down – we have less than 1 percent of licensed brokers in the state.
 - Irma challenges everyone to invite someone personally to a meeting. Talk to people you have never spoken to before.
 - People are not showing up to Membership Committee Meetings.
 - OC always shows up.
 - Irma wrote a new email to reach out to lapsed members.
 - New Member Orientation.
 - NABIP seven touches campaign.
 - Next year Irma will do whatever she needs to do to get to 2K.
 - Rosamaria has goals to get a member retention chair.
- Local Chapter Reports
 - Janet Powelson gives Golden Gate report.
 - List of nomination published.
 - Excited about bringing back the golf tournament.
 - Excited that there is momentum.
 - Golden Gate region continues to be a challenge.
 - Henry Romero gives Inland Empire Report
 - 143 members or so.
 - 66K in bank account.
 - New board in place.
 - Well attended monthly meetings.
 - Successful top golf event.
 - Sales symposium is set.
 - 200 attendees.
 - Always have a successful June gold event.
 - Dede Kennedy gives Los Angeles Report.
 - Have a board slate.
 - Have a Vanguard Chair to go after the under 40 group.
 - May 23 mental health meeting.
 - June 14 day at the races.
 - Doing Breakfast bites in July.

- Doing Medicare the sequel.
- Pat Stiffler gives Orange County report.
 - Installed officers for next year.
 - Women in Biz event sold out.
 - Strategic planning meeting set for June.
- David Brabender gives Sacramento report.
 - 6 first timers will be at Capitol Summit.
 - Golf tournament this Thursday.
 - 2024 Business Medicare Expo coming up in August.
- David Parker gives San Diego report.
 - Full Executive Board slate – adding DEI person and retention chair.
 - Past 1K follower on LinkedIn.
 - Medicare roundtable coming up.
 - May 23 Leg update.
 - Extended contract with Executive Director for another two years.
- Laura Murphy gives Santa Barbara report.
 - Working on trying to have an in person event. Hoping for August.
 - Working on a September event.
 - Working on trying to get Board members.
 - Sponsored a couple of people to go to Irvine event.
- Stephanie Berger gives Ventura report.
 - Plugging away had a transition year – helping to build momentum.
 - Happy Hour and Ethics meeting in June.
 - Getting 30 people at events – great rate when there are only 60 members or so.
- Michael Traynor gives Silicon Valley report.
 - Golf tournament coming up.
- Jack asks how many chapters are bringing up a PAC check.
- Meeting adjourns at 4:17 pm.