

**VENTURA COUNTY ASSOCIATION OF HEALTH UNDERWRITERS
Board Meeting Minutes**

**Date/Time/Location:
Thursday, January 14, 2021
8:00am – 9:30am
Virtual Meeting**

Next Board Meeting: Thursday, Feb. 11, 2021 Via Zoom

Call to Order: 8:02 AM

Present	Position	Name
X	President	Tim Kanter
X	President-Elect	Don Jones
	Immediate Past President / Charity	Korey Ashton
X	Secretary	Colleen King
X	Treasurer	Randy Hunt
X	Communications, Media & Public Affairs	Jolene Bibian
X	Legislation	Debbie Blander
X	CAHU PAC/HUPAC	Don Jones
	Membership	Wendee Laker
X	Member Retention	Adonis Campilo
X	Professional Development	Tamar Arouchian
X	Awards Chair	Stephanie Berger
X	Member at Large	Juli Canter

Quorum Present: (6 for quorum to conduct official board business): Yes.

Minutes from December 2020 meeting—Don pointed out from his report, that the statement VCAHU didn't have bylaws was incorrect. That needs to be changed to the chapter not having current Policies and Procedures. December 2020 minutes to be amended.

Motion, Second & Approval of Agenda: Moved by Debbie Blander, seconded by Randy Hunt. Approved unanimously

Motion, Second & Approval of Minutes: Moved by Randy Hunt, seconded by Debbie Blander to approve the minutes. Approved unanimously

REPORTS

President: Tim Kanter

- Tim brought up the idea of starting to charge for membership meetings, Nathan Carlson says other chapters are? Maybe start with the February meeting? Jolene indicated that on the statewide communications call, other chapters are not getting good attendance at meetings when they are charging. Issue discussed,

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consensus was to charge only for ‘major’ meetings like the Sales Symposium at this point.

President Elect: Don Jones

- Goal is to have 50 people in attendance at meetings as this is potentially attractive to corporate sponsors. He wants 50 agents in attendance for Sales Symposium.
- **Sales Symposium**—Considering doing 7-9 ‘mini’ topics as opposed to 5 major, and a keynote? Do agents want/need CE?
- Appears this will still be done via Zoom, we need to check the cost of setting up and using Zoom chatrooms for this, may be cost prohibitive. Don to check with Nathan, there may be a ‘state’ subscription we can use? A list of sponsors is needed to figure out approximate number of rooms needed and costs.
- Meeting will be March 16th, ‘save the date’ message needs to go out.
- ‘Commercial’ sponsorship opportunity is available as an option for \$100. Also for raffle/opportunity drawing, offer a main gift of a \$200 gift card and some other smaller amounts for vendor interaction, similar to the Bingo Card idea? Must be present to win.

Immediate Past President: Korey Ashton--Absent

Treasurer: Randy Hunt

- Bank of the West showing \$14,169.60 on deposit. Liabilities/Equity \$14,876.26.
- Not all sponsorship money in yet? Possibly LISI and Benefit Mall missing? Tamar will check with Nathan on that.
- At last count \$1930 collected via the December Charity meeting for VCMC.
- Reimbursement for Capitol Conference attendance discussed, most likely all board members who want to attend can be covered.
- Financial presented, moved by Debbie, seconded by Adonis, to accept. Passed unanimously.

Income/expense report (cumulative)

Month	Revenue	Expenses	Notes
Budgeted FY20/21	\$21,775.00	\$20,465.00	
July	\$5646.32	\$1860.10	
August	\$7382.64	\$2690.77	
September	\$11,385.20	\$3333.49	
October	\$12,940.28	\$4082.17	
November	\$12,940.28	\$5854.04	
December	\$15,122.04	\$9998.68	

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January			
February			
March			
April			
May			
June			

Membership Recruitment & Retention: Wendee Laker/Adonis Campilo

Month	Current #	New members	Billed, But Not Paid #	Lapsed #	Retention Activities
July					
August	68	1		2	
September	67			3?	
October	69	1			
November	69	1		1?	
December	?	?		?	
January					
February					
March					
April					
May					
June					

- Adonis said San Diego Chapter did a member survey and is planning to share with other chapters in the state for insight. Question is should VCAHU do one, using a drawing for a gift card as incentive to respond?

CAHU PAC/HUPAC: Don Jones

- Don indicated there are some new contributors, and almost 100% of the board are contributing.
- Will update his PowerPoint presentation and encourage HUPAC contributions due to the new administration coming in.

2020/21	Current # of Contributors YTD	Current CAHU \$ Donations YTD	Current HUPAC \$ Donations YTD	Notes
July				

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2020/21	Current # of Contributors YTD	Current CAHU \$ Donations YTD	Current HUPAC \$ Donations YTD	Notes
August				
September				
October				
November		\$3221	\$3375	
December		\$4381	\$3827	
January				
February				
March				
April				
May				
June				

Legislation: Debbie Blander

- Reminder for call today (1/14/21) at 3:30 for CAHU Legislative update call presented by Brad Davis and Faith Borges.
- Adopt a Leg program is up and running again now that all races are settled. The following members have ‘adopted’ the following legislators:
 - Randy H--Suzette Valladares
 - Juli C—Mike Garcia
 - Brian Sullivan—Jacqui Irwin
 - Debbie B—Julia Brownley
 - Colleen K—Henry Stern
- State Bill review is scheduled for early March, not sure if it will be in person or remote.
- EMs to Anthony at NAHU regarding Corporate donors and them stopping contributions to Republicans who voted to block the presidential race certification—what is NAHU/HUPAC doing in regard to this? Response received by from Nathan Makla.
- Rep. Mike Garcia supported overturning the election, how does support/donations get handled? Don pointed out that this is a year to collect money, that contributions most likely won’t be sent for about a year based on election cycle.
- Debbie will not be staying on as Legislation Chair next year, looking for people to train/replace her? Michelle Lauahi from Anthem suggested as she had indicated an interest before. Colleen to contact her.

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Communications/Social Media: Jolene Bibian

- Jolene ask to the board for any thoughts/feedback on email communications, as far as frequency, content?
- State Vanguard has a new award available, 'Emerging Leaders'--needs nominations. Stephanie Berger will check in to that.

Programs: Tamar Arouchian

- January 26, Labor Law meeting with Karen Gabler presenting. Notice needs to go out regarding that, members to be encouraged to invite clients. Cost is \$15 for non members.
- Feb 16th meeting sponsored by Humana, topic TBD, still in planning stages
- March meeting, Sales Symposium –Tamar to talk with Nathan regarding 'logistics.'
- April meeting to be Ethics presentation---Bobbi Kaelin to be contacted to see if she would be willing to sponsor and present?
- May meeting—sponsored by Humana, planning on Medical Professionals Panel.

PROGRAMS Scheduled

FY20/21 Meeting & Event Date	Type: Content	Notes (just keep adding on to these notes)
July	Board Installation	
August 20	Ancillary product panel	Questions to be sent in advance to members
September 15	GA panel for Q4	Stephanie and Don to find Qs from last year's panel to be sent in advance to members
October 29	James Lloyd	Last joint meeting with LAAHU
November 17	OPEN?	Sponsored by Kaiser
December	Charity meeting?	Comedy show with Jason Love—Kathy Travis of AFLAC \$300 sponsor.
January	Labor Law	Sponsored by W&B—Tamar to speak with Cindy West as to who they want to have speak
February	Topic TBD	Sponsored by Humana
March	Sales Symposium	
April	Ethics	
May	Medical Professionals Panel	Humana sponsoring?
June	Installation/Happy hour?	

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Awards Chair—Stephanie Berger

- No report

Old Business:

- A big thank you to Adonis for his work on the December Charity meeting. The Hospital/Amy Towner very happy/appreciative of the results
- Per Randy, Bylaws need to be updated, last sign off was by Chuck Rosen in 2009. Don working with CAHU on this.

New Business:

None

Motion, Second and Approval to Adjourn:

Motion: Tamar

Seconded: Colleen

Meeting Adjourned: 9:23am

Respectfully submitted,



**Colleen King
VCAHU Secretary**


Tim Kanter (Jan 20, 2021 13:11 PST)

**Tim Kanter
VCAHU President**






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Final Audit Report

2021-01-20

Created:	2021-01-20
By:	Colleen King (Colleen@ckinginsurance.com)
Status:	Signed
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