

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

**Date/Time/Location:
Thursday, October 8, 2020
8:00am – 9:30am
Virtual Meeting**

Next Board Meeting: Thursday, Nov.12, 2020
Via Zoom

Call to Order: 8:04 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
X	Membership	Wendee Laker
X	Member Retention	Adonis Campilo
X	Professional Development	Tamar Arouchian
	Awards Chair	Stephanie Berger
X	Member at Large	Juli Canter

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

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

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

REPORTS

President: Tim Kanter

- Congratulations to Don on updating all the PAC work/status
- Tim & Adonis collaborating on chapter Charity work, details later.

President Elect: Don Jones

- CDI agent list continues to be worked on, currently working on Thousand Oaks area. Adonis continuing to help.

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

- September meeting, 57 attendees, and Don feels meetings of this size will be helpful in attracting sponsorship if we keep fairly consistent attendance numbers around this level.
- Tim suggesting continuing streaming meetings in combination with live, possibly even after COVID restrictions, as they are appearing to be well received.

Immediate Past President: Korey Ashton--Absent

Treasurer: Randy Hunt

- 'Mystery' deposits of \$291x 5 in bank account are connected to \$300 sponsorships, minus a \$9 credit card fee. Additional deposit of \$2497.29 in account, possibly from Humana minus processing fee? Randy to research.
- Bank access/statements obtained, Statement showing \$18,849.61 on deposit
- Tim brought up question around reimbursing board members' cost for attending CAHU Summit, as has done in past. Would be Jolene, Randy, Tim and Colleen. Debbie deferred, as she was 'gifted' her registration. Need to submit reimbursement forms to Randy for this.
- Medicare Symposium went well. Actual income from that has not been received, Randy will follow up.
- Budget—Discussion around offering a \$50 discount to members. Chapter normally gets \$25/per mbr, per year. Don questioning why give up the income. In the past CAHU reimbursed chapters for 'promotions' like this, Don and Tim to check at next CAHU board meeting to see if this is still a possibility.
- Motion to accept Financials made by Tamar, second by Adonis, passed unanimously.
- Suggestions for future incentives—during promotional meeting, those joining today entered into a raffle/Opportunity drawing' for a \$50 prize, OR using one of the prior giveaways from the Symposium as an incentive, make it over a \$50 value.
- Tamar asked about Peter/Kaiser's request to send meeting invite to LA and VC agents for the November meeting, as they are the meeting sponsor.
- Possible addition to the sponsorship 'menu' of options, sponsoring a new member's registration fee to join the chapter.

Income/expense report (cumulative)

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

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			
November			
December			
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					
December					
January					
February					
March					
April					
May					
June					

- Plans to reach out to contact meeting ‘guests’ from the past year to encourage joining. Suggested by Debbie to use the September meeting list, editing out the LA member attendees since it appeared to be well received.
- Wendee & Adonis created a welcome/intro video to the NAHU site with Jolene, and Tim doing the intro. Posted on our social media, Facebook, LinkedIn and will be on the VCAHU site.

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

- November to be the chapter membership drive ‘push’ month. Don suggested marketing to the Kern area, since that chapter is closing. CAHU to be asked again if there is any reimbursement as in years past for membership incentives offered by the chapter.
- **Potential Charity activities**—Tim proposing a comedy show, featuring a local comedian via Zoom. Cost would be \$200, 30 min show, ‘clean’ comic. Member cost \$20-\$25, comparable to what was done with December luncheons in the past. Maybe offer a small thank you giveaway to attendees? Also a potential sponsorship opportunity, to cover the cost of the comic, and sponsorship would also include one ticket.
- Per Tamar, the \$300 Charity meeting sponsorship with a 3 minute commercial is still available.
- Does the board want to piggyback on the NAHU Charity Walkathon, for fund raising to benefit the CAHU Foundation? Should we do both? Time frame, ‘date’ for the NAHU participation needs to be determined, probably in October/November, maybe in conjunction with Halloween or Thanksgiving? If we do both, consider publicizing simultaneously.

CAHU PAC/HUPAC: Don Jones

- HUPAC and CAHU PAC reports sent out yesterday. HUPAC somewhat less current, CAHU PAC can be more ‘real time’ as Don can pull reports. CAHU appears to be more current in it’s updates, vs. HUPAC. Will continue to track.

FY20/21	Current # of Contributors YTD	Current \$ Donations YTD	Notes:
July			
August			
September			
October			
November			
December			
January			
February			
March			
April			
May			
June			

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

Legislation: Debbie Blander

- CAHU is doing an informal survey to see if anyone is hearing about claim problems in relation to COVID testing/treatment. Very little mentioned, but mostly positive. So no overt issues.
- Colleen communicated with Sen. Stern’s office, but no commitment on a meeting date. Will continue to try.
- Discussion as to whether Telemedicine may start charging copays after January 1st when calling one’s own physician, not necessarily when calling a ‘service’ provider, like a Teladoc. Should keep a watch on this.

Communications/Social Media: Jolene Bibian

- See prior notes for social media earlier in the meeting.
- Promotion for the October 29th meeting will be starting up soon.

Programs: Tamar Arouchian

- So far, \$10,010 sold in sponsorships this year.

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?	Possible Comedy show
January	Labor Law	Sponsored by W&B
February	Topic TBD	Sponsored by Humana
March	Sale Symposium	
April	Ethics	
May	Medical Professionals Panel	
June	Installation/Happy hour?	

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

Charity/Public Service: Adonis Campilo

See prior notes in Membership section

Awards Chair—Stephanie Berger (absent)

Major kudos to Stephanie for helping VCAHU attain best small chapter status, web site.

Old Business:

- Several months ago there were supposed to be gift cards purchased for the respiratory therapists at VCMC, but it was confirmed with Korey it was unable to be done. \$1000 earmarked, so the board would like to earmark some or all of the for the charity drive. To be determined.

New Business:

None

Motion, Second and Approval to Adjourn:

Motion: Debbie Blander

Seconded: Tamar Arouchian

Meeting Adjourned: 9:22am

Respectfully submitted,



**Colleen King
VCAHU Secretary**


Tim Kanter (Oct 16, 2020 12:36 PDT)

**Tim Kanter
VCAHU President**






VCAHU Minutes 10-8-2020

Final Audit Report

2020-10-16

Created:	2020-10-16
By:	Colleen King (Colleen@ckinginsurance.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAAEiWVMUyICwnPa1iz8ABVStxOZYt6zM

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