

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

**Date/Time/Location:  
Thursday, November 12, 2020  
8:00am – 9:30am  
Virtual Meeting**

**Next Board Meeting:** Thursday, Dec. 10, 2020 Via Zoom

**Call to Order: 8:06 AM**

<b>Present</b>	<b>Position</b>	<b>Name</b>
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
X	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 Tamar Arouchian, seconded by Randy Hunt. Approved unanimously

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

**REPORTS**

**President:** Tim Kanter

- Upcoming Kaiser member meeting, Nov. 17. Kaiser wants to be able to conduct a 'poll' via the Zoom meeting in order to issue Continuing Education credit, does anyone know how to do it. Jolene mentioned it needs to be done during the set up. Also thinking to ask Nathan Carlson if he knows how.

**President Elect: Don Jones**

- Nothing specifically 'PE' related

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

**Immediate Past President: Korey Ashton--Absent**

**Treasurer: Randy Hunt**

- Bank of the West showing \$19,108.01 on deposit.
- Line items on income report, will remove Chili Cook Off category, but keep Symposium. Income
- Debbie asked if all sponsors had paid, specifically Benefit Mall and Word and Brown. Tamar thought BM has, will check on both.
- Still waiting for accounting from Medicare Symposium, Randy will follow up. Suggested contacting Dawn McFarland and/or CAMBS.
- Question around 'ongoing' line item of \$5 to Jake Martin, Brandon Martin's son. Ways to 'reconcile' that. Board opted to write it off.
- Motion to accept Financials made by Colleen, second by Debbie, passed unanimously.

**Income/expense report (cumulative)**

Month	Revenue	Expenses	Notes
<b>Budgeted FY20/21</b>	\$21,775.00	\$20,465.00	
<b>July</b>	\$5646.32	\$1860.10	
<b>August</b>	\$7382.64	\$2690.77	
<b>September</b>	\$11,385.20	\$3333.49	
<b>October</b>	\$12,940.28	\$4082.17	
<b>November</b>			
<b>December</b>			
<b>January</b>			
<b>February</b>			
<b>March</b>			
<b>April</b>			
<b>May</b>			
<b>June</b>			

**Membership Recruitment & Retention: Wendee Laker/Adonis Campilo**

Month	Current #	New members	Billed, But Not Paid #	Lapsed #	Retention Activities
<b>July</b>					

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

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

- Wendee & Adonis completed the welcome/intro video to the VCAHU/ NAHU site.
- November to be the chapter membership drive ‘push’ month.

**CAHU PAC/HUPAC: Don Jones**

- HUPAC and CAHU PAC reports obtained and sent out yesterday. HUPAC somewhat less current, CAHU PAC can be more ‘real time’ as Don can pull reports. Will continue to track.
- Don planning on sending more email and regular mail solicitations monthly, including the classic ‘why I love single payer’ parody.
- Debbie asked what the ‘goals’ are from NAHU and CAHU regarding PAC contributions. Current goal is not a specific monetary figure, but 100% board participation.

FY20/21	Current # of Contributors YTD	Current CAHU \$ Donations YTD	Current HUPAC \$ Donations YTD	Notes
July				
August				
September				
October				
November		\$3221	\$3375	
December				
January				
February				
March				

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

<b>FY20/21</b>	<b>Current # of Contributors YTD</b>	<b>Current CAHU \$ Donations YTD</b>	<b>Current HUPAC \$ Donations YTD</b>	<b>Notes</b>
<b>April</b>				
<b>May</b>				
<b>June</b>				

**Legislation:** Debbie Blander

- Things fairly quiet at this post ‘post election’ in Sacramento and Washington DC.
- Debbie to be attending 11am call with Janet Trautwein and Peter Lee presenting, and 3pm CAHU legislative call with Faith Borges.
- Adopt a Leg program—should ‘congratulations’ calls/emails be made at this point? Not all races decided, Debbie suggesting maybe holding off for now but will consult with Faith Borges.

**Communications/Social Media:** Jolene Bibian

- Updated HUPAC link for contributions on VCAHU site
- 83 people registered for upcoming Nov. 17<sup>th</sup> meeting.
- Don J. will be speaking at next meeting regarding PAC.
- Walkathon with CAHU—board and others asked to register so we know who’s participating through Google docs link. ‘Walk’ is supposed to be sometime between Nov. 27<sup>th</sup>-29<sup>th</sup>. Any pictures anyone wants to take while they are ‘walking’ please post to the CAHU Foundation hash tag, as that’s what the chapter is hoping to benefit with this, and publicize.

**Programs:** Tamar Arouchian

- November meeting is Nov. 17<sup>th</sup>, 12-1:30. Agenda needed, and will include board speakers addressing Legislation, PAC and Membership. Jolene to talk about Walkathon.
- Membership drive--\$50 credit to new members courtesy of CAHU if then join by the end of the meeting week (Nov. 20.)

**PROGRAMS Scheduled**

<b>FY20/21 Meeting &amp; Event Date</b>	<b>Type: Content</b>	<b>Notes (just keep adding on to these notes)</b>

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

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

**Charity/Public Service: Adonis Campilo**

- December meeting Dec. 15<sup>th</sup>, 12-1:30
- Jason Love to do 30 min show, cost \$250. Confirmed that he will do a 'clean' show.
- Sponsorship, gifts/raffle? Should have a \$50 value, preferable gift cards for ease of delivery. Sponsors donating will get a 1 minute commercial. Chapter also has leftover unused gifts from last year's canceled symposium, those may also be used.
- Try to have speaker from the hospital we are donating to speak on what's going on at VCMC.
- No free tickets for sponsors as all the money obtained will be donated.
- Considering finding 1-2 sponsors, \$500x2 or \$1000, to cover cost to give \$20-\$25 Grub Hub credit cards/credit for 'free lunch' as that's what's been done previously. Tamar with check with Dawn McFarland to see how that was done at the Medicare Summit. If need be we could potentially dip into VCAHU funds for this, as the chapter is in good shape financially.
- Kathy Travis, AFLAC, purchase \$300 sponsorship for this meeting, will get a 3 minute commercial.
- How will we do raffle/opportunity drawing? One ticket per attendee, Adonis will handle, drawing names out of a bowl. Must be present to win, to keep people in attendance.
- Are we doing 'ugly sweaters'—yes!

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

- Committee of Tamar, Juli, Adonis, Debbie and Stephanie, and whomever else is available, to coordinate
- How should money be collected to facilitate 'easy' donation? Randy had set up previous mechanism for that last year, may do that again this year, will consult with Nathan Carlson for logistics.

**Awards Chair—Stephanie Berger**

No new activity

**Old Business:**

- None

**New Business:**

None

**Motion, Second and Approval to Adjourn:**

Motion: Debbie Blander

Seconded: Tamar Arouchian

**Meeting Adjourned: 9:16am**

**Respectfully submitted,**



**Colleen King  
VCAHU Secretary**

  
Tim Kanter (Nov 13, 2020 11:21 PST)

**Tim Kanter  
VCAHU President**






# VCAHU Minutes 11-12-2020

Final Audit Report

2020-11-13

Created:	2020-11-13
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