

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

**Date/Time/Location:
Thursday, December 10, 2020
8:00am – 9:30am
Virtual Meeting**

Next Board Meeting: Thursday, Jan. 14, 2021 Via Zoom

Call to Order: 8:03 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 Tamar Arouchian, seconded by Debbie Blander. Approved unanimously

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

REPORTS

President: Tim Kanter

- Brought up 'Get Covered' initiative by Covered CA, encouraging board members to participate in the social media promotion. Jolene will be putting social media blurbs out. This is also supported by CAHU.
- Have any 'Covered CA masks been received? To be distributed if they show up.

President Elect: Don Jones

- Will be on the Governance Committee with Rick Coburn. It is time for CAHU policy/procedure/bylaw updates. Don noted that currently VCAHU doesn't have

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current Policies and procedure in place, so by getting involved with this, we can then adopt for VCAHU use.

- CAHU PAC, HUPAC—still waiting for HUPAC report as he can't personally pull that. Is creating a power point presentation on why support the 2 PACs, and it will be presented next meeting.

Immediate Past President: Korey Ashton--Absent

Treasurer: Randy Hunt

- Bank of the West showing \$17,336.14 on deposit. Liabilities/Equity \$17,362.14.
- Line item of \$5 to Jake Martin to be moved to Holiday donation income. Chili Cook Off category to be gone next month, <\$466.24> listed under that line item
- Debbie asked if all sponsors had paid, specifically Benefit Mall (\$1025), LISI and Word and Brown (\$2025). Tamar thought BM has, will check on both. Check with Nathan Carlson to reinvoice
- Capitol Conference—\$1000 is available in the budget, estimated cost will be \$199, dates February 22-24, 2021. Attendees potentially Tim, Tamar, Debbie, Jolene, Don, Randy, Stephanie, Adonis, Colleen? Some board members may have other 'committees' covering their attendance fee. Consider offering a 'scholarship; for a 1st time, non board member to attend, via a drawing. It was moved by Debbie, seconded by Colleen, to increase the Conference budget to \$1600. Passed unanimously.
- Financial presented, moved by Debbie, seconded by Wendee, 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			
January			
February			
March			
April			
May			
June			

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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					

- 1 new member, Robert Lehrer, to be introduced at December meeting.
- Adonis working on Jason, with Sun Life, and Vijay, a 'non agent' with Assume Solutions, a payroll solution company

CAHU PAC/HUPAC: Don Jones

- Report in President Elect report

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				
April				
May				
June				

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Legislation: Debbie Blander

- Around the Adopt a Leg program—Debbie waiting for list from Faith of current Legislators, now that pretty much all races have been called.
- Call today(12/10/20) for Region 8 Leg update. May need someone to attend, Randy will if needed.

Communications/Social Media: Jolene Bibian

- Generating ‘Get Covered’ social media postings to be followed on Instagram and Facebook.
- Appears other chapters are also doing Charity/comedy shows?

Programs: Tamar Arouchian

- Tamar spoke with Cindy West (W&B) about January meeting on Labor Law. Cindy wants Paul Roberts but he is more ‘compliance.’ And he’s not available on our standard meeting day. Should we change the date or get a different speaker?
- Debbie suggesting Karen Gabler for Labor Law.
- Suggestion made to do 2 meetings, first the Roberts/compliance meeting as W&B is sponsoring, give it the first ‘highlight.’ Juli reaching out to Karen for her availability. Second meeting if we have one will not be publicized until after the Roberts/Compliance meeting is held. Both meeting free to members, \$10 to non members.
- Dates proposed for January are week of January 10th, and week of January 25th.
- Feb 16th meeting sponsored by Humana, topic TBD. March meeting is sales symposium.

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

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		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?	

Charity/Public Service: Adonis Campilo

- Unable to do Grub Hub, logistically. Will be doing \$15 gift card to use at a later date. Will be 'billed' as 'free gift for attendees.'
- Agenda for the December meeting:
- Tim to start meeting, introduce Amy Towner from VCMC Peds unit., who will speak
- Don to discuss PAC
- Wendee/Adonis to welcome new member and talk on membership
- Randy to update how much as been contributed 'so far.'
- Kathy Travis, AFLAC and lunch sponsor to do her commercial and introduce Jason Love
- Adonis to pull tix for opportunity drawing
- Don to close and announce the January W&B meeting

Awards Chair—Stephanie Berger

- No report

Old Business:

- None

New Business:

None

Motion, Second and Approval to Adjourn:

Motion: Wendee

Seconded: Colleen

Meeting Adjourned: 9:09am

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Respectfully submitted,



**Colleen King
VCAHU Secretary**


Tim Kanter (Jan 20, 2021 17:08 PST)

**Tim Kanter
VCAHU President**






VCAHU Minutes 12-10-2020 v2

Final Audit Report

2021-01-21

Created:	2021-01-21
By:	Colleen King (Colleen@ckinginsurance.com)
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