

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

**Date/Time/Location:
Thursday, April 8, 2021
8:00am – 9:30am
Virtual Meeting
Next meeting May 13, 2021**

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
	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 Adonis Campilo, seconded by Debbie Blander. Approved unanimously.

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

REPORTS

President: Tim Kanter

- CAHU Leadership Conference, April 28/29—Tim is encouraging board members to attend, as there is money being given by CAHU for ‘full’ board attendance. No cost to attendees for this.
- As candidates for CAHU President Elect, Mariette Lasley and Sue Wakamoto Lee gave brief presentations as to why they are running for CAHU PE.

President Elect: Don Jones

- Member Michelle Lopez attending the board meeting, as she is considering joining the board next term.

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

- **Sales Symposium**—Was successful, it appears the chapter made money on this meeting, actual numbers still need to be determined.
- Reviewing the chapter bylaws—no mechanism reflected for ‘electing’ chair positions? CAHU bylaws being reviewed, Chapter bylaws also to be reviewed, compared and updated.

Immediate Past President: Korey Ashton--Absent

Treasurer: Randy Hunt

- Bank of the West showing \$19,975.38 on deposit per CAMS. Randy noted in checking online online, actual balance today is \$21,152.98. Assets/Liabilities showing \$20,682.04
- Above numbers due to 2 recently received deposits, \$1278.98 and \$1000—the latter from Warner Pacific, with \$500 to sponsor the meeting, \$500 to be given to VCMC Peds unit. Now that money has ben received/accounted for, check for \$1100 will be written for the VCMC Peds unit. Adonis and Randy to coordinate.
- Reimbursements for Capitol Conference—Appears all seeking reimbursement have been taken care of.
- \$1250 check to cover ‘motivational speaker’ series, for James Lloyd written.
- Financial presented, moved by Colleen, 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	
January	\$17,451.28	\$10,888.77	
February	\$21,756.73	\$11,753.90	
March	\$25,204.73	\$14,125.59	(entered from attachments sent with meeting info)
April			
May			
June			

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

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	67	2			
February					
March	65	3		2	
April	66	1		3	
May					
June					

- Per Adonis, 1 people joined, 3 lapsed. 5 ‘no pays’ noted, 2 have ‘caught up.’ Various ‘MIA’ members mentioned, to be followed up with to confirm their status, whether renewing or not.
- Adonis brought up the idea of using a ‘chapter’ background on Zoom meetings so prospective members can tell who the board members are if they wish to make contact. This was brought up in the CAHU membership meeting. Jolene able to create and will send to board members.
- One chapter did an ‘interview’ with chapter president and president elect on AB 1400 to inform chapter, and potentially the public. Adonis asking if VCAHU could do this as well? Friday, 4/9/21, CAHU doing a webinar on AB 1400, and may be producing videos to share, so chapter will probably wait to see what they produce and go from there.
- He received a report of attendees from NAHU Capitol Conference, will scrub against CDI agent list for possible prospective members. Appears Robert Lehrer (sp?) may have joined as a result of NAHU Cap Con.
- Membership survey still needs to be done.

CAHU PAC/HUPAC: Don Jones

- Feels AB 1400 will be a good driver for fundraising, as past ‘crises’ have yielded an increase in PAC contributions.
- Matching drive, 3/16/21 through 4/16/21 has produced a little. Will ask Jolene to resent. Suggested by Jolene that possible a video to promote this may help spur contributions? Tim and Don to discuss further, possible Don ‘explaining’ to Tim about PACs, a doubling drive, etc.

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

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

Legislation: Debbie Blander

- Sacramento Capitol Summit with May 17/18/19, held virtually. Appears to be a very abbreviated schedule. CAHU board meeting early on 5/17, short general session, then attendees free to make meetings (via Zoom) with legislators in the afternoon. Also sounds like brief morning sessions on the 18th/19th, with afternoons open for Leg visits. Colleen to try to schedule with Sen. Stern’s office, Randy with Assm. Valladares, and Debbie with Assm. Irwin’s office
- Anyone who wants to attend any meeting should advise Debbie, up to 4 per meeting.
- Debbie to attend State Leg call today at 4pm.

Communications/Social Media: Jolene Bibian

- 36 people registered for the April Ethic meeting, Jolene will send out another info email.
- Has gotten the online membership list updated on the VCAHU site.
- Will reach out to people who have unsubscribed from the newsletter, either by phone or email.
- Agrees that potentially doing a video around the ‘doubling’ campaign could increase response

Programs: Tamar Arouchian

- April meeting, Ethics class set---Bobbi Kaelin to present, and is sponsoring the meeting for \$500

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

- May meeting being sponsored by Humana, content TBD. Will contact Brian Sullivan to see what he wants to do.

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?	

Awards Chair—Stephanie Berger

- NAHU Award have been submitted.

Old Business:

- Is a proper quorum 5 or 6, conflicting info on agenda format and minutes format.

New Business:

- None

Motion, Second and Approval to Adjourn:

Motion by Juli, seconded by Stephanie

Meeting Adjourned: 9:00am

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

Respectfully submitted,



**Colleen King
VCAHU Secretary**



Tim Kanter (Apr 23, 2021 14:10 PDT)

**Tim Kanter
VCAHU President**






VCAHU Minutes 4-8-2021

Final Audit Report

2021-04-23

Created:	2021-04-23
By:	Colleen King (Colleen@ckinginsurance.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAARGoszArD81fxoNa78I38nmHNrIPATZF

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