

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

**Date/Time/Location:  
Thursday, February 11, 2021  
8:00am – 9:30am  
Virtual Meeting**

**Next Board Meeting: Friday, March 12, 2021 Via Zoom (Please note the change!)**

**Call to Order: 8:02 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
	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

Guest—Jason McMahon, considering joining the board.

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

**Motion, Second & Approval of Agenda:** Moved by Debbie Blander, seconded by Tamar Arouchian. Approved unanimously.

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

**REPORTS**

**President Elect: Don Jones**

- **Sales Symposium**—March 16<sup>th</sup>. Cost to host webinar is \$500. Most presentations will be prerecorded, with the presenter being available after for questions. Length of symposium will probably be around 3 hours rather than 5, and 50 attendees.
- Marcy Buckner from NAHU confirmed as a speaker.
- Santa Barbara AHU asking about being a part of this, make it a joint presentation? They are not asking for any revenue sharing, and would probably

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give a 5 minute update on their chapter. VCAHU flyer should be shared with them so they can ‘mimic’ format and information for consistency. This will NOT include SBAHU sponsors, just VCAHU’s. Motion made by Juli, seconded by Tamar, to include SBAHU. Passed unanimously.

**President: Tim Kanter**

- House of Delegates will be held in May, chapter needs 3 delegates. So far, President, President Elect and Legislative Chair are automatically included (Tim, Don, Debbie). As potential alternates, Stephanie and Colleen available.
- Tim has indicated he may be the next Community Outreach VP for CAHU, which is also potentially the head of the CAHU Foundation. Will be getting clarification on this then will update us.
- The chapter has several \$5 Jersey Mikes ‘bonus’ gift cards as a result of the December charity meeting. After discussion, will be used for a ‘board lunch’ toward the end of the term.

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

**Treasurer: Randy Hunt –Absent, numbers presented by Tim K.**

- Bank of the West showing \$16,835.41 on deposit.
- Contribution to CAHU PAC will be increased to \$950 this term.
- Financial presented, moved by Colleen, seconded by Debbie, to accept. Passed unanimously.

**Income/expense report (cumulative)**

<b>Month</b>	<b>Revenue</b>	<b>Expenses</b>	<b>Notes</b>
<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>	\$12,940.28	\$5854.04	
<b>December</b>	\$15,122.04	\$9998.68	
<b>January</b>	\$17,451.28	\$10,888.77	
<b>February</b>			
<b>March</b>			
<b>April</b>			
<b>May</b>			
<b>June</b>			

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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	67	2			
February					
March					
April					
May					
June					

- New Members Jason Mc Mahon and David McBride. Prospective new members Christina Uren, HN rep, and new reps from Benefit Mall, Blue Shield and Mutual of Omaha.
- Adonis continuing to work on new members.
- Adonis working also with Randy to get final info regarding the financials from the December Charity meeting.

**CAHU PAC/HUPAC: Don Jones**

- Some credit cards being used for HUPAC contributions voided?
- Will present at the Symposium with ‘reasons why’ contributing to CAHU PAC and HUPAC are important.
- Will there be a ‘fund raising’ aspect at the symposium, and will CAHU offer the \$50 incentive for new members? To be evaluated.
- Is there a way to use a ‘wheel’ via the zoom call for a drawing of sorts? TBD.

2020/21	Current # of Contributors YTD	Current CAHU \$ Donations YTD	Current HUPAC \$ Donations YTD	Notes
July				
August				
September				
October				
November		\$3221	\$3375	

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<b>2020/21</b>	<b>Current # of Contributors YTD</b>	<b>Current CAHU \$ Donations YTD</b>	<b>Current HUPAC \$ Donations YTD</b>	<b>Notes</b>
<b>December</b>		\$4381	\$3827	
<b>January</b>				
<b>February</b>				
<b>March</b>				
<b>April</b>				
<b>May</b>				
<b>June</b>				

**Legislation: Debbie Blander**

- Capitol Conference Feb. 22-24, most of the board will be attending.
- Virtual visit scheduled with Rep. Mike Garcia on Feb. 24<sup>th</sup>, 1030am. Julie, Randy, Wendee and Debbie attending. Virtual visit to be scheduled with Rep. Julia Brownley, timing to be worked out. Debbie, Adonis, Tim and Don attending.
- Regarding Michelle Lauahi from Anthem as a possible replacement for Debbie, Colleen spoke with her, not able to do it at this time.
- California Bill review will be held March 11, Board meeting needs to be changed. Will be held Friday, March 12, 8am.
- Questions around California SB 260 regarding people unenrolled/disenrolled from their group plan, their info to be sent to Covered CA for possible enrollment? This was somehow missed previously. Stephanie and Debbie will reach out to Faith Borges for details. Already has passed, to be implemented July 1, 2021?

**Communications/Social Media: Jolene Bibian**

- No new news, will need to send a 'save the date' email ASAP for March 16<sup>th</sup> symposium, after February meeting.

**Programs: Tamar Arouchian**

- Feb 16<sup>th</sup> meeting registration currently at 16
- On Sponsorship, Commercial vs. Vendor table—outreach continuing on this, and Tamar will remind sponsors why it's better to have a table vs. just a commercial for better access/communication with attendees.
- April meeting to be Ethics presentation---Bobbi Kaelin to be contacted to see if she would be willing to present and sponsor but not at the \$2000 listed on the current sponsorship 'menu.' Cost to be \$25 for members and non-members. Will we be doing lunch/Grub Hub? TBD.

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**PROGRAMS Scheduled**

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

**Awards Chair—Stephanie Berger**

- No report

**Old Business:**

- None.

**New Business:**

- None

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

Motion: Tamar, seconded Adonis


**Meeting Adjourned: 9:13am**

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**Respectfully submitted,**



**Colleen King  
VCAHU Secretary**

  
Tim Kanter (Mar 2, 2021 12:18 PST)

**Tim Kanter  
VCAHU President**






# VCAHU Minutes 2-11-2021

Final Audit Report

2021-03-03

Created:	2021-03-03
By:	Colleen King (Colleen@ckinginsurance.com)
Status:	Signed
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