

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



Date/Time/Location:

Tuesday, July 9th

8:00am – 9:30am

Zoom Virtual Meeting

Next Board Meeting: August 13, 2020

Call to Order: 8:05am

Present	Position	Name
X	President	Tim Kanter
X	President-Elect	<u>Don Jones</u>
	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	Member Experience Chair	Adonis Campillo
X	Membership	Wendee Laker
X	Awards Chair	Stephanie Berger
	Vanguard/Events	Open
X	Professional Development	Tamar Arouchian
x	Member at Large	Juli Canter

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

Motion, Second & Approval of Agenda: Motioned by Debbie Blander, seconded by Randy Hunt to approve the agenda.

Motion, Second & Approval of Minutes: Motioned by Debbie Blander, seconded by Randy Hunt to approve the June 8th minutes.

REPORTS

President: Tim Kanter

- Encouraged about the board he will be working with this year.
- Working with LAAHU regarding collaborative webinars for member meetings.
- Reminded the board about our virtual swearing in today, 4:30, via Zoom. Please register if you haven't already.

President Elect: Don Jones

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- Was on a call about the upcoming CAHU symposium, has concerns as to how that will go.
- Has obtained a list of licensed agents in Ventura County, and is reviewing to ascertain how many are specifically involved in selling health insurance—looks to be about 25% of the list, or 900-1000 active agents, potential prospects for membership. Will work with Wendee Laker and Adonis Campillo in membership on how best to maximize using this.
- Was on the Sponsorship Package call, will discuss potential changes later in meeting.

Past President: Korey Ashton

Absent

Treasurer: Randy Hunt

- Working on getting updated budget info from Nathan
- Initially Income Statement was showing approximately a \$1200 profit, but may be a net loss of \$990? Still needs to be reconciled with current records, differences in bookkeeping/documentation between chapter and CAMS needs to be clarified.
- Currently VCAHU has approximately \$13,000 in bank account
- Sponsorship payments—so far it looks like all sponsors had paid for last fiscal year, except maybe Hartland?
- Deferring approval of financials until Revenue and Expense issues clarified.
- Randy planning on trying to provide an update on this before the next board meeting.

Payment Requests: Pending

Month	Revenue	Expenses	Notes
Budgeted FY20/21			
July			
August			
September			
October			
November			
December			
January			
February			
March			
April			
May			
June			

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Membership Recruitment & Retention: Wendee Laker

- Currently 67 members, including 1 new member. Noted there were 6 lapses, all 6 were Warner Pacific employees. Juli C. indicated that they were all going from company paid memberships to individual paid memberships, and she follow-up with affected members. This will bring total membership to 71 if that comes through. (numbers revised after meeting based on info Wendee obtained)
- Wendee to provide Jolene B. the current membership list.

Month	Current #	Billed, But Not Paid #	Lapsed #	Retention Activities
July	67		6?	(1 new member)
August				
September				
October				
November				
December				
January				
February				
March				
April				
May				
June				

Membership Recruitment & Retention—Adonis Campillo

- Plans to meet with Wendee on how to strategize on recruitment/retention when she’s back at work.
- Tim K wants him to have the list of all ‘non-member’ visitors who attend any meeting for him to follow up with.

CAHU PAC/HUPAC: Don Jones

- List of CAHU PAC contributors not current, expects to have updated list by tomorrow.
- Info on the CAHU PAC web site does not appear, ‘current?’
- HUPAC contributors also not current?
- Clarified that contributors to the Candidate PAC need to be members, contributors to the administrative PAC don’t need to be members.
- Plan is to have update on both by the end of the month.

FY20/21	Current # of Contributors YTD	Current \$ Donations YTD	Notes:
July			
August			
September			
October			
November			

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

Legislation: Debbie Blander

- Contact in Assemblymember Christy Smith’s office has left, but name of new contact given, (Ryan). Randy H. working with that office.
- Mike Garcia newly elected, replacing Katie Hill, no prior contact with him. Juli C. will ‘adopt’ his office, Debbie may have probable contact, and will contact that office.

Communications/Media Relations—Jolene Bibian

- Board members updated on VCAHU site, wants to do some updates on other pages.
- State communications call she participated on, found that Inland Empire has a board member video on their site, Jolene would like to do the same for VCAHU to bring a more personal touch, and will coordinate that effort.
- Does the chapter have a Linked In page? Other chapters do, and Jolene is encouraging all board members to interact with any social media platforms (Facebook, Instagram) that we do have a presence on in order to spread the info.
- Jolene needs to get Instagram log in from Nathan C.
- Jolene asking for prospect list info as Don J. goes through it to update Constant Contact.
- Region 8 Communications call, reminding NAHU convention attendees to respond to survey about the virtual conference, as feedback is being sought.

PROGRAMS/Professional Development—Tamar Arouchian

- July meeting being pushed to August, the Ancillary panel, so no meeting in July except for Board Installation taking place on July 9th.
- Discussion around have separate meetings for 4th Quarter readiness, not specifically combining with LAAHU. Have LAAHU do a Carrier panel, VCAHU do a GA panel, cross promote and each chapter keep the revenue from their respective meetings? Tamar would still need people to discuss IFP and Medicare? Considering herself to speak on Covered CA IFP, and David Garcia to address Medicare?
- LAAHU Symposium July 16/17—need to register if you haven’t.
- Looking to have James Lloyd present in October instead of September? Tim K to contact him regarding that. And Tim K coordinating with Brian Sullivan and Charlotte in LAAHU on these.
- Need to move the August meeting date so it doesn’t conflict with the August 26/27 Medicare Summit meeting. Will be changed to August 20th, 3-4:30pm, Colleen K. to contact Nathan C. about changing date and resending invite.

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FY20/21 Meeting & Event Date	Type: Content	Notes (just keep adding on to these notes)
July	Board Installation	July 9th
August	Ancillary panel	Who's available to participate? August 20th
September	4 th Q Preparedness	Sept. 15th
October		
November		
December		
January		
February		
March		
April		
May		
June		

Awards—Stephanie Berger

- No official calls as of yet for the CAHU related awards but one criterion is for all board members to be contributing to PAC
- NAHU announced a 'new' community service award, and apparently no 'monetary' threshold indicated. Don J. said VCAHU actually one that back in 1993.

Public Service:

No update

Vanguard Events: Open

Old Business: As above

New Business:

- Colleen K to request weekly updates from board members via Slack. Per Tim K., can be brief if appropriate.
- **Budget**—no major conflicts/concerns noted at the strategic planning meeting.
- Per Don J., appears there are changes to how money is collected?
- Bank balance end of May 2020 approx. \$17,288.33, end of June 2020, \$13,679.81. It appears only CAMS has access to the Bank of the West account? Randy H to contact Nathan C. for user name/password to check. Appears that CAMS deducts certain 'business expenses' at the end of the fiscal year, same thing happened with approximately \$4000 difference at the end of FY 2019, same thing this year, so that would probably account for the difference again.
- Board agrees to accept the financials, but budget approval is pending.
- **Sponsorship levels**—Changes to the structure being proposed, as an 'a la carte' menu, offering specific meeting sponsorship for \$1500-\$1800, (Ethics meeting, Labor Law

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meeting, etc.) then being able to add on social media presences. Could be a 'bundling discount' depending on what all a sponsor would want. Sponsor would then have significant control over content of the meeting that they are sponsoring.

- Concerns on this—are we losing money potentially? How do we secure payment, would this be more 'labor intensive' to administer? Would we be able to 'change back' to the old format after we resumed in person meetings?
- Changes may help promote engagement with sponsors, add value? Potentially offer a la carte options as well as 'suggested packages' for sponsors who just want a 'one and done' approach.
- Tim K. asking for specific detail on Sponsorship structure including dollar amounts. Committee needs to meet first, either July 13, 14 at 11am?
- Need a meeting then to review Budget and Sponsorship program changes. That will be Monday, July 20, noon.

Motion, Second and Approval to Adjourn:

Motion: Debbie B.

Seconded: Jolene B.

Meeting Adjourned: 9:48am

Respectfully submitted,



Colleen King
VCAHU Secretary



Tim Kanter
VCAHU President

Nathan Carlson
Executive Director