

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

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

Next Board Meeting: Thursday, Oct. 8, 2020
Via Zoom

Call to Order: 8:10 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
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 Debbie Blander, seconded by Randy Hunt. Approved unanimously

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

REPORTS

President: Tim Kanter

- Thanks to Don J. for subbing last month.
- No specific new business to report
- Sponsorship—Info shared by Tim & Tamar—Approximately \$9648 collected in current year sponsorships. Warner Pacific in, Blue Shield out. Covered California for Small Business, will be sponsoring at \$562.50, Anthem will not. Pending sponsorship from Kaiser of \$1500, not counted in current total.
As a recap, last year, total sponsorship collected was \$19,000, year before was \$15,000. This year anticipated to be lower, but expenses will also be lower due

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to current COVID environment, so it's thought that this is a good time to 'experiment' with structure of sponsorship levels.

President Elect: Don Jones

- CDI agent list continues to be worked on, currently working on Thousand Oaks area. Adonis helping with that by completing Oxnard area.

Past President: Korey Ashton--Absent

Treasurer: Randy Hunt

- Updated budget presented to board prior to meeting. Certain previously anticipated income categories such as Casino Night, Cornhole tournament, moved out of the 'income' section as it is unlikely these will take place this term.
- Bank access/statements obtained, Statement showing \$14,841.77, current balance in account as of this morning is \$17,665.06
- Don J. asking about recurrent deposit amount of \$291.00, 5 times. Randy will research.
- Medicare Symposium went well. Actual income from that has not been reconciled, anticipated budgeted amount was \$3000.
- Motion to accept Financials made by Colleen King, second by Tamar Arouchian, 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			
October			
November			
December			
January			
February			
March			
April			
May			

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June			
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Membership Recruitment & Retention: Wendee Laker

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

- Plans to reach out to contact meeting ‘guests’ from the past year to encourage joining.
- Wendee & Adonis still planning on creating a video.
- Both attended the Membership Conference, main idea Adonis would like to pursue is to survey our current membership, asking what they would like to see, what would be beneficial to them.
- Considering trying to set up some sort of fund raiser activity for Ventura County Medical Center via Zoom, possibly a virtual 5k run? Adonis to research.

CAHU PAC/HUPAC: Don Jones

- HUPAC and CAHU PAC reports sent out yesterday. HUPAC somewhat less current, CAHU PAC can be more ‘real time’ as Don can pull reports. Reminded us that CAHU focuses on State legislators, HUPAC focuses on Congressional candidates. Contributors to HUPAC must be members of NAHU.
- Goal is to have 100% of the board members contributing to both PACs, even at a nominal level.

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

Legislation: Debbie Blander

- End of legislative session, and there are approximately 400 bills for the Governor to review/sign/veto, as opposed to the usual 1,000 or so. Only 3 are CAHU related this year.
- Randy able to schedule meeting with Asm. Christy Smith , Colleen unable to connect with Sen. Stern’s office. Will continue to try.
- Randy mentioned Sen. Stern doing a live townhall meeting being livestreamed via his Facebook page today, Sept. 10, 5pm, and share that info with board via email.

Communications/Social Media: Jolene Bibian

- Reminded board that the sessions from the Medicare Symposium are available online and can be viewed for 90 days.
- CAHU summit is scheduled ‘virtually’ for October 7/8. She will be working on promoting that.
- Will be sending out an email blast regarding the GA panel for the Sept. 15th meeting

Programs: Tamar Arouchian

- Needs to establish agenda for upcoming GA panel:
- Don or Tim to open and do PAC pitch
- Legislative update by Debbie

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- Wendee to promote Membership
- Tim will introduce and moderate, allowing each participant approx.. 30 secs to self introduce

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?	
December	Charity meeting?	
January	Labor Law	Sponsored by W&B
February	Topic TBD	Sponsored by Humana
March	Sale Symposium	
April	Ethics	
May	Medical Professionals Panel	
June	Installation/Happy hour?	

- Since November meeting is not sold, maybe go dark, maybe offer a CAHU CE class? Tamar and Debbie to check out classes available.
- When would be a good time to do a Bingo fundraiser? Suggested to maybe do it as a stand alone, late afternoon type meeting to potentially increase participation?

Public Service: Korey Ashton

No specific update from her

- Juli C to check with her

Awards Chair—Stephanie Berger

Info to submitted to CAHU for CAHU state level chapter awards.

Old Business:

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- Juli still needs to confirm with Korey as to her continuing to be involved with VCMC charity work? Not likely as she has moved out of state.

New Business:

None

Motion, Second and Approval to Adjourn:

Motion: Randy Hunt

Seconded: Adonis Campilo

Meeting Adjourned: 9:21am

Respectfully submitted,



**Colleen King
VCAHU Secretary**

Tim Kanter

**Tim Kanter
VCAHU President**

Signature: 
Tim Kanter (Sep 15, 2020 15:45 PDT)

Email: timk@getbenefitsinsurance.com






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Final Audit Report

2020-09-15

Created:	2020-09-15
By:	Colleen King (Colleen@ckinginsurance.com)
Status:	Signed
Transaction ID:	CBJCHBCAABAA-G8emB9TNxKlzJAjzItlEMk4gAC6yif

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