

Board Meeting Minutes

Meeting Description: CAHU Board of Directors

Date and Time: July 14, 2021 8:30 a.m. to 10:00 a.m.

Location: Zoom Meeting



Requests to add agenda items may be presented under item II.

- 8:48 a.m. I. Welcome, Call to Order, Antitrust Reminder
President Brad Davis reviewed the Antitrust reminder. Brad noted he would like to make one change to the agenda. Brad added the CAHU Committee selection to the agenda.

Upon motion made by Barbara Ciudad and seconded by Maggie Stedt the agenda shall be accepted with the addition of the CAHU Committee selection. The motion carried.

Upon motion made by June Taylor and seconded by Charlotte McPherson, the minutes of the June 15, 2021 Board of Directors meeting shall be accepted as submitted. The motion carried.

- 8:55 a.m. II. President's Report President
Brad Davis thanked everyone for joining today's CAHU Board meeting. Brad reported he is looking forward to a productive year with CAHU. The first order of business is to approve the CAHU Committee Chairs. Listed below are the Chairs that are up for approval.

- Medicare Co-Chair, David Garcia (Southern CA)
- Medicare Co-Chair, Rosamaria Marujo (Northern CA)
- VP Community Outreach, Tim Kanter
- Awards Chair, Pat Stiffler
- Diversity and Inclusion Chair, Mariette Lasley
- Virtual Chapter Exploratory Chair, Sue Wakamoto-Lee
- Chapter Leadership and Development Chair, Bruce Benton

Upon motion made by Barbara Ciudad and seconded by Dawn McFarland, the CAHU Board approves the Committee Chairs. The motion carried.

Brad Davis reported that CAHU will be renewing the CAMS contract for one year. In the future, CAHU will obtain three bids to review.

- 9:00 a.m. III. Immediate Past President Report Immediate Past President
Maggie Stedt reported she will be working with the Governance Committee to update the CAHU policies and procedure documents. Maggie also noted that CAHU has ordered custom lapel pins for the CAHU Past Presidents. These are a great way to thank the volunteer leaders.

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| 9:05 a.m. | IV. | President Elect Report
Sue Wakamoto-Lee did not have an update. | President Elect |
| 9:10 a.m. | V. | Legislation Report
Dawn McFarland reported she is active with the State of Reform meetings. CAHU held its first Healthy CA for All Committee meeting. It is very important that CAHU has a voice at these meetings. | VP Legislation |
| | | Faith Borges reported on the current Legislation that was included in the board packet. This year California has a massive surplus. The recall election will be taking place in September. | |
| 9:15 a.m. | VI. | Public Affairs Report
Bruce Benton reported he has been working on his strategic plan. The draft will be presented later today. Bruce Benton thanked Maggie Stedt for her leadership and commitment to CAHU. Maggie Stedt was presented with an award from the CAHU Board. | VP Public Affairs |
| 9:20 a.m. | VII. | Finance Report
Cathy Little reported on the June financials. The target membership revenue is \$30,000. In June \$31,525 in membership revenue received. The average over the twelve-month period is \$29,295. The total current assets are \$381,510. CAHU's financials are in a positive position. The budget was included in the board packet. The budget is going to be reviewed during strategic planning. | VP Finance |
| | | Upon motion made by Cathy Little and seconded by Craig Gussin, the June financial report shall be accepted as submitted. The motion carried. | |
| 9:25 a.m. | VIII. | Membership Report
Barbara Ciudad reported the membership count is 1,665. Membership is up this month. Barbara congratulated the chapters who received awards from NAHU. Barbara noted that SDAHU had seven new members in June. Many of the new members are from the agency membership category. Brad Davis thanked Barbara for her work on membership. Brad noted membership is going to be a key focus for the next year. | VP Membership |
| 9:28 a.m. | IX. | PAC Report
Craig Gussin reported the CAHU PAC has about \$87,000 in the bank. Craig thanked Sue for the great work she did on the PAC. Craig reported he is going to continue to work on growing the PAC funds. | VP PAC |
| 9:30 a.m. | X. | Professional Development
Jack Holder reported he does not have that much to report at this point. Jack noted we had our first committee meeting this month. Jack looks forward to working with the board. | VP Professional Development |

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| 9:32 a.m. | XI. | Corporate Affairs Report | VP Corporate Affairs |
| | | Meg McComb reported she is going to be working on strengthening the relationships with the CAHU sponsors. Meg would like to have in-person contact with the sponsors. This will help create a partnership and create new opportunities for CAHU. | |
| 9:35 a.m. | XII. | Communications Report | VP Communications |
| | | Dorothy Cociu noted the CAHU STATEment went out on June 30 th . Dorothy is going to be doing more podcasts on cyber security. The next issue will be the September/October STATEment. Dorothy thanked the CAMS staff for the hard work on newsletter. | |
| 9:38 a.m. | XIII. | CAHU Foundation Report | VP Community Outreach |
| | | Tim Kanter was not able to make the meeting. Vanessa Ignacio reported the CAHU Foundation has a new vision and mission statement. The goal going forward is to network with all the chapters. Vanessa reported that the Foundation is working to be the nonprofit hub for the chapters. The Foundation is also working on a mentorship program. | |
| 9:40 a.m. | XIV. | Awards Report | Awards Chair |
| | | Pat Stiffler reported California received many of the NAHU awards. LAAHU did great in the membership area. The CAHU awards are now on the website. The awards will be held in September. Please go to the CAHU website to apply for the CAHU awards. CAHU received the Blue Ribbon of Excellence award from NAHU. This is the third time in a row CAHU has received this award. | |
| 9:42 a.m. | XV. | Medicare Advisory Group Report | Medicare Chair |
| | | Rosamaria Marrujo reported we have several Medicare Summits coming up. If you would like to participate in the Medicare Expo please reach out to Rosamaria. | |
| 9:45 a.m. | XVI. | Vanguard Report | VP Vanguard |
| | | Heather Siems reported she is excited to be a part of the CAHU Board this year. The Vanguard events went well this past year. Heather noted she is going to be building on the success of the last events to make even better events. | |
| 9:50 a.m. | XVII. | Diversity and Inclusion Report | Diversity Chair |
| | | Mariette Lasley reported the mission statement for DEI is to inform, educate, and build awareness of what DEI means and what it looks like within our industry associations. Mariette will be collaborating with Jack Holder to get DEI information out to the members. | |
| 9:54 a.m. | XVIII. | Local Chapter Reports | Chapter Presidents |
| | | CCAHU – Zac Trogdon reported the association goes dark in the summer. The next meeting will be in August. Zac noted he is using a new software called StarChapter to help manage the association. | |

DCAHU – Sandra Barr reported DCAHU is dark during July and August. Sandra reported DCAHU recently had their strategic planning meeting. DCAHU will be meeting in-person in September to have a smaller Medicare summit.

GGAHU – Janet Powelson reported GGAHU is having their strategic planning meeting in-person this Friday. Janet noted the GGAHU Sales Symposium will be on the Hornblower boat this year. The registration is located on the website. The event is going to be lots of fun, please join us for this fun event.

LAAHU – Charlotte McPherson reported LAAHU recently had their strategic planning meeting. Charlotte noted that they are going to be applying for all the awards. LAAHU is going to be dark in July and August. The Medicare summit will be in-person in September. LAAHU is looking to bring back the golf event and the 5K walk.

NCAHU – Norman Sheehan reported the NCAHU annual conference is coming up in August. NCAHU is very excited about this upcoming event. NCAHU has many great speakers that are going to attend.

NVAHU – Dan Furtado reported NVAHU is helping with the Statewide Medicare Expo.

OCAHU – Jo Ann Vernon reported OCAHU had their strategic planning meeting this week. The Senior Summit will be in August.

SAHU – Carmen Perea noted SAHU will have our annual expo on July 29. The event is free. If you would like to attend, please register on the website. SAHU is planning to have in-person and virtual events.

SDAHU – Kacy Kunkel reported this is her last meeting on the board. Membership is doing well. SDAHU is going to start having live events. The next event is the day at the races in August. Please feel free to attend the event. The event is a PAC fundraiser.

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| 10:10 a.m. | XIX. | Management Report
Nathan reviewed the CAMS management report included in the Board packet. |
| 10:13 a.m. | XV. | Old Business
No old business was reported. |
| 10:15 a.m. | XVI. | Meeting Adjourned at 10:15 |



Board Meeting Sign In Sheet: July 14, 2021

8:30 am to 10:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 19	
Brad Davis	President	x		
Sue Wakamoto-Lee	President-Elect	x		
Maggie Stedt	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Barbara Ciudad	VP Membership	x		
Jack Holder	VP Professional Development	x		
Craig Gussin	VP PAC	x		
Bruce Benton	VP Public Affairs	x		
Meg McComb	VP Corporate Relations	x		
Dorothy Cociu	VP Communications	x		
Tim Kanter	VP Community Outreach			
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	x		
Sandra Barr	President DCAHU	x	Bill Youngblood	
Kenneth Coker	President GGAHU	x	Janet Powelson	x
Yolanda Web	President IEAHU		Shari Boyce	
Charlotte McPherson	President LAAHU	x	June Taylor	x
Norman Sheehan	President NCAHU	x	Marti Murray	
Dan Furtado	President NVAHU	x		
Jo Ann Vernon	President OCAHU	x	Pat Stiffler	x
Carmen Perea	President SAHU	x	Rosamaria Marrujo	x
Kacy Kunkel	President SDAHU	x	David Parker	
Laura Murphy	President SBAHU			
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU			

STAFF:

Jennifer Blevins
Faith Borges
Nathan Carlson

COMMITTEE CHAIRS:

Pat Stiffler, Awards
Heather Siems, Vanguard
David Garcia, Medicare Co-Chair
Rosamaria Marrujo, Medicare Co-Chair
Mariette Lasley, Diversity & Inclusion Chair

GUESTS: Rick Coburn, Vanessa Ignacio

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Board Meeting Minutes

Meeting Description: CAHU Board of Directors

Date and Time: August 17, 2021 8:00 a.m. to 10:30 a.m.

Location: Zoom Meeting



Requests to add agenda items may be presented under item II.

- 8:00 a.m. I. Welcome, Call to Order, Antitrust Reminder
President Brad Davis reviewed the Antitrust reminder.

The agenda was unanimously approved by consent.

Upon motion made by Sue Wakamoto-Lee and seconded by Tim Kanter, the minutes of the July 14, 2021 Board of Directors meeting shall be accepted as submitted. The motion carried.

- 8:03 a.m. II. President's Report President
Brad Davis thanked everyone for joining today's CAHU Board meeting. Brad introduced Keith Wallace. **Keith reviewed the NAHU Website Navigation and the four core leadership modules.** Brad Davis noted the CAHU strategic plan is in the board packet. Brad is currently working on several CAHU governance items. He meets each Monday morning with the CAHU leaders. He also meets one a month with the CAHU Executive Board. Brad noted next month he is working on having a call with the local chapter Presidents. The call is to discuss governance items on the local level.

- 8:15 a.m. III. Immediate Past President Report Immediate Past President
Maggie Stedt reported she will be working with the Governance Committee to review the Bylaws. Maggie will also be working with the Foundation and Membership committee.

- 8:20 a.m. IV. President Elect Report President Elect
Sue Wakamoto-Lee reported she will be working on an RFP for association services. This does not mean we are unhappy with CAMS. It has been about ten years since we have reviewed the services. Sue is also working on creating the virtual chapters. Sue noted if you would like to help on the committee please reach out to her.

- 8:25 a.m. V. Legislation Report VP Legislation
Dawn McFarland reported she is working on the public response for the Healthy California for All Commission. Dawn noted the document should be completed in the next couple of weeks. The next item that Dawn is working on is the State of Reform. CAHU gets a 20 percent discount on registrations. The date of the event is September 23.

Faith Borges reported there is eighteen days left of the Legislative session. The next big item is the recall of the Governor. Faith continues to track trailer bills.

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| 8:32 a.m. | VI. | Corporate Affairs Report
Meg McComb reported she is excited to be part of the board. Meg noted she has met with Nathan and is working on the sponsorship program. Meg is looking forward to bringing in new sponsors for CAHU. | VP Corporate Affairs |
| 8:35 a.m. | VII. | Professional Development
Jack Holder reported he had a productive professional development committee meeting this month. He continues to work with the committee to develop plans for the next few meetings. | VP Professional Development |
| 8:40 a.m. | VIII. | Membership Report
Barbara Ciudad reported the membership count is 1,667. GGAHU brought in six new members for the month of June. LAAHU brought in six new members. Barbara thanked those chapters who continue to bring in new members. The membership committee meeting was productive this month. Barbara recorded a video showing the NAHU membership tools. | VP Membership |
| 8:45 a.m. | IX. | Communications Report
Dorothy Cociu noted the next CAHU STATEment is almost completed. The communications committee meeting will be next week. Dorothy reminded everyone to send her the articles for the next issue. Dorothy is going to be working on new podcasts. | VP Communications |
| 8:50 a.m. | X. | CAHU Foundation Report
Tim Kanter reported the mentorship program is getting ready to launch. The mentorship program is going to be a great opportunity to help people that are new to the industry. Tim noted the Foundation is also working on a method so chapters can donate and get a tax benefit. | VP Community Outreach |
| 8:55 a.m. | XI. | Public Affairs Report
No report was given. | VP Public Affairs |
| 8:56 a.m. | XII. | PAC Report
No report was given. | VP PAC |
| 9:05 a.m. | XIII. | Finance Report
Cathy Little reported on the July financials. The target membership revenue is \$30,000 a month. The new monthly target is \$32,046 a month. The expenses continue to be light. June's dues deposit in July was \$23,321. Cathy noted the end of year financials should be ready by the next board meeting. | VP Finance |

The Finance Committee is recommending a new split in the annual sponsorship dollars. The new split is 55% Cap Sum, 35% WLS, 10% Vanguard

Upon motion made by Cathy Little and seconded by Sue Wakamoto-Lee, the July financial report shall be accepted as submitted. The motion carried.

The board reviewed the budget. The board would like a new line item to track Flipbook and Getty images expenses. The board would like a new line item for newsletter printing in the amount of \$3,000.

Don Jones reported he does not feel it is prudent to run CAHU with a large deficit. Brad Davis noted the expense is for a public relations firm. Brad reported that working with the public relations firm could bring in new members.

Upon motion made by Cathy Little and seconded by Rick Coburn, the 2021-2022 budget shall be accepted with changes. The motion carried.

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| 9:30 a.m. | XIV. | Medicare Advisory Group Report | Medicare Chairs |
| | | David Garcia reported he is thrilled to have the banner ad document that Nathan Carlson created. David noted using this document CAHU can bring in new revenue in the Medicare area of the website. | |
| | | Rosamaria Marrujo reported that the Medicare Expo is starting this week. Please make sure and register to attend. | |
| 9:35 a.m. | XV. | Vanguard Report | VP Vanguard |
| | | Heather Siems reported the committee is meeting monthly. The goal this year is to get a vanguard chair in each local chapter. Just a reminder that a President can appoint a vanguard chair. | |
| 9:40 a.m. | XVI. | Diversity and Inclusion Report | Diversity Chair |
| | | Mariette Lasley reported the committee recently had their first committee meeting. D&I would like to have a training session at the leadership summit. The local chapters can get involved in the D&I committee. The committee shares stories and information relating to D&I. | |
| 9:45 a.m. | XVII. | Awards Report | Awards Chair |
| | | Nathan Carlson reminded everyone that the CAHU awards deadline is next week. Please submit your award nominations on the CAHU website. | |
| 9:50 a.m. | XVIII. | Local Chapter Reports | Chapter Presidents |

CCAHU – Zac Trogdon reported the association has strategic planning next week. Zac is looking forward to another productive year.

GGAHU – Sue Wakamoto-Lee reported the GGAHU Sales Symposium has been postponed. The event will be held May of 2022. GGAHU is currently planning several other fun events. Rick Coburn reported GGAHU has gained five new members this month.

LAAHU – Charlotte McPherson reported LAAHU has an upcoming Medicare Summit. The Medicare Summit currently has about 25,000 in sponsorships. The Sales Symposium will be held in April 2022. Charlotte will be working hard to receive many chapter awards.

NCAHU – Norman Sheehan reported the NCAHU annual conference was postponed. The new date has not been selected. The NCAHU strategic planning meeting will be held next month. Brad Davis has offered to attend the NCAHU strategic planning meeting.

NVAHU – Dan Furtado reported NVAHU is helping with the Statewide Medicare Expo.

OCAHU – Maggie Stedt reported the OCAHU CE day is the next event. Then next month OCAHU has the Senior Summit. The Senior Summit currently has over 600 attendees.

SAHU – Carmen Perea noted SAHU had their expo this month. The expo had over 100 attendees. SAHU is participating in the Medicare Expo next month. In September SAHU will have it's first in-person membership meeting.

SDAHU – Jack Holder reported the next event is The Day at the Races. The event always has a great turnout.

SBAHU – Laura Murphy reported SBAHU had their strategic planning last week. SBAHU will be holding virtual events for the rest of the year. SBAHU is participating in the Medicare Expo event next week.

VCAHU – Don Jones reported VCAHU had to postpone their most recent event. In September VCAHU will have an agent panel event. In October VCAHU will be hosting a webinar with Marcy Buckner from NAHU. This year VCAHU will be celebrating their 40th year as a chapter.

Sue Wakamoto-Lee discussed how CAHU handles promoting chapter events via email. Brad Davis noted CAHU does not normally email out marketing for specific AHU chapter events. CAHU did make an exception by sending an email out about the Medicare events. Brad Davis reported the CAHU awards ceremony will be held after October board.

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| 10:20 a.m. | XIX. | Management Report
Nathan reviewed the CAMS management report included in the Board packet. |
| 10:32 a.m. | XX. | Old Business |
| 10:35 a.m. | XXI. | Meeting Adjourned at 10:35 |



Board Meeting Sign In Sheet: August 17, 2021

8:30 am to 10:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 19	
Brad Davis	President	x		
Sue Wakamoto-Lee	President-Elect	x		
Maggie Stedt	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Barbara Ciudad	VP Membership	x		
Jack Holder	VP Professional Development	x		
Craig Gussin	VP PAC			
Bruce Benton	VP Public Affairs			
Meg McComb	VP Corporate Relations	x		
Dorothy Cociu	VP Communications	x		
Tim Kanter	VP Community Outreach	x		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	x		
Sandra Barr	President DCAHU		Bill Youngblood	
Kenneth Coker	President GGAHU		Janet Powelson	
Yolanda Web	President IEAHU		Shari Boyce	
Charlotte McPherson	President LAAHU	x	June Taylor	x
Norman Sheehan	President NCAHU	x	Marti Murray	
Dan Furtado	President NVAHU			
Jo Ann Vernon	President OCAHU		Pat Stiffler	
Carmen Perea	President SAHU	x	Rosamaria Marrujo	
Kacy Kunkel	President SDAHU	x	David Parker	
Laura Murphy	President SBAHU	x		
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU	x		

STAFF:

Faith Borges

Nathan Carlson

COMMITTEE CHAIRS:

Heather Siems, Vanguard

David Garcia, Medicare Co-Chair

Rosamaria Marrujo, Medicare Co-Chair

Mariette Lasley, Diversity & Inclusion Chair

GUESTS: Rick Coburn, Keith Wallace

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Board Meeting Minutes

Meeting Description: CAHU Board of Directors

Date and Time: September 21, 2021 8:00 a.m. to 10:30 a.m.

Location: Zoom Meeting



Requests to add agenda items may be presented under item II.

- 8:08 a.m. I. Welcome, Call to Order, Antitrust Reminder
President Brad Davis reviewed the Antitrust reminder.

Upon motion made by Craig Gussin and seconded by Sue Wakamoto-Lee, the agenda shall be accepted. The motion carried.

Upon motion made by Sue Wakamoto-Lee and seconded by Rick Coburn, the minutes of the August 17, 2021 Board of Directors meeting shall be accepted as submitted. The motion carried.

- 8:03 a.m. II. President's Report President
Brad Davis discussed the October Board meeting. The October Board meeting is going to be an in-person meeting. Nathan launched a poll, and the majority of the Board is ok for the in-person meeting in Orange County. Brad is currently working on the Executive Director RFP. Brad is working on the one voice document. The document is going to clarify and define CAHU's positions.

- 8:08 a.m. III. Immediate Past President Report Immediate Past President
Maggie Stedt reported she will be working with the Foundation. Maggie is also working with the Membership Committee. Maggie is updating deadlines for nominations document.

- 8:12 a.m. IV. President Elect Report President Elect
Sue Wakamoto-Lee reported she is working on the virtual chapter. Sue met with the Lone Star Virtual Chapter President. Sue has created a committee to work on creating the NVAHU virtual chapter. She is also working with Brooke from NAHU to get everything in order. Sue reminded everyone that the WLS committee is meeting weekly. Registration is open and you can register on the website.

- 8:16 a.m. V. Finance Report VP Finance
Cathy Little reported on the August financials. The target membership revenue is \$32,000 a month. July's dues deposit in July was \$31,640.28. The end of year June financials were included in the packet for review. Cathy reported CAHU ended the year with a profit. The money from the profit will be moved into a special account for a Public Relations professional.

Upon motion made by Cathy Little and seconded by Dawn McFarland, the August financial report shall be accepted as submitted. The motion carried.

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| 8:19 a.m. | VI. | <p>Legislation Report VP Legislation</p> <p>Dawn McFarland reported on the Healthy California For All Commission response document. The document was included in the board packet. The board thanked Dawn and Faith for creating the public comments document.</p> <p>Upon motion made by Dawn McFarland and seconded by Sue Wakamoto-Lee, the public comments document created for the Healthy California For All Commission shall be accepted as submitted. The motion carried.</p> <p>Faith Borges reported the Legislature adjourned for the rest of the year on September 10, 2021. The Governor has until October 10, 2021 to sign new bills. The recall election is currently going on. AB 1130 is not moving forward. When the Legislature comes back, they can continue to work on the bills. Please review the key bill list that is on the CAHU website.</p> <p>Dawn McFarland noted that Peter Lee will be retiring from Covered California.</p> |
| 8:20 a.m. | VII. | <p>PAC Report VP PAC</p> <p>Craig Gussin reported he sent out a letter to the CAHU members to ask for donations. Craig reviewed the updated to the PAC website. He has added videos, QR code, and new informational documents. Craig reviewed the PAC website with the board.</p> |
| 8:25 a.m. | VIII. | <p>Public Affairs Report VP Public Affairs</p> <p>Bruce Benton discussed the rebranding of CAHU. He is going to be meeting with Faith and Dawn to discuss a strategy. Dorothy will also be involved in the meetings.</p> |
| 8:30 a.m. | IX. | <p>Corporate Affairs Report VP Corporate Affairs</p> <p>Meg McComb reported she is working with Nathan Carlson to get a few of the sponsors to renew. Meg is pleased to report she is making progress with two new sponsors. Meg noted if you know of any prospects please send them her way.</p> |
| 8:35 a.m. | X. | <p>Membership Report VP Membership</p> <p>Barbara Ciudad reported the current membership count is 1,667. LAAHU had five new members. The Medicare events brought in many new members. These new members will show up on the next report. Barbara thanked the chapters for their hard work on bringing in new members.</p> |
| 8:40 a.m. | XI. | <p>Professional Development VP Professional Development</p> <p>Jack Holder reported that he is working on creating a new CE class. Jack continues to work the Professional Development Committee.</p> |
| 8:45 a.m. | XII. | <p>Communications Report VP Communications</p> <p>Dorothy Cociu noted the next CAHU STATEment November/December issue. The last issue went out in August. Dorothy thanked Nathan Carlson and John</p> |

Berkowitz for the work they do on the STATEment. Dorothy reminded everyone to send her updates on chapter events for the next STATEment.

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| 8:50 a.m. | XIII. | CAHU Foundation Report | VP Community Outreach |
| | | Tim Kanter reported the mentorship program is live. Tim reviewed the updated Foundation website with the board. Tim reported that he is continuing to get mentors and mentees. You can sign up using the website. | |
| 8:55 a.m. | XIV. | Medicare Advisory Group Report | Medicare Chairs |
| | | Rosamaria Marrujo reported that the Medicare Expo went very well. David Garcia reported he and Rosamaria are working on a CAHU AEP zoom meeting. The meeting is open for all agents to attend. The event is free for all to attend. David reviewed the CAHU website banner advertising in the Medicare area of the website. | |
| 9:00 a.m. | XV. | Vanguard Report | VP Vanguard |
| | | Heather Siems reported she is working on getting a Vanguard Chair from each chapter. She is currently having monthly Vanguard meetings. | |
| 9:05 a.m. | XVI. | Diversity and Inclusion Report | Diversity Chair |
| | | No report was given. | |
| 9:10 a.m. | XVII. | Awards Report | Awards Chair |
| | | Nathan Carlson reminded everyone that the CAHU awards ceremony is today after the board meeting. | |
| 9:15 a.m. | XVIII. | Local Chapter Reports | Chapter Presidents |
- SBAHU – Laura Murphy reported SBAHU had a successful small group panel meeting. Laura noted she will be partnering with VCAHU on several meetings.
- VCAHU – Don Jones reported VCAHU and SBAHU will be partnering on meetings. VCAHU will have Marcy Buckner as the speaker for the October meeting.
- SVAHU – Nathan Carlson reported their next meeting will be the Holiday event at a brewery. SVAHU is also looking to have a golf event.
- SDAHU – Kacy Kunkel thanked Brad Davis for speaking at their last meeting. The next meeting will be in-person. The Senior Summit went very well. David Parker reported they raised over 10,000 for the CAHU PAC from the Day at the Races.
- SAHU – Carmen Perea noted SAHU had their first in-person meeting last week. Brad Davis spoke at the event. The meeting went very well. Carmen thanked Brad for speaking at the event. The next meeting will be in October. The crab feed will be held in February. Carmen reported SAHU continues to push to get new members.

OCAHU – Jo Ann Vernon reported she is working the Annual CE Day. In October OCAHU will have a carrier panel. OCAHU is going to be working on growing the PAC donations.

NVAHU – Dan Furtado reported NVAHU helped with the Statewide Medicare Expo. Dan noted he will be working with Sue on the virtual chapter.

NCAHU – Norman Sheehan noted NCAHU will be having their strategic planning next week. NCAHU is going to be looking at having a golf tournament.

GGAHU – Rick Coburn reported the next zoom meeting will be in October. The meeting will be a Legislative update from Faith Borges.

DCAHU – Sandra Barr reported they are going to have Faith Borges in September. Then in October DCAHU will be hosting Marcy Buckner.

DCAHU – Sandra Barr reported they are going to have Faith Borges in September. Then in October DCAHU will be hosting Marcy Buckner.

CCAHU – Zac Trogdon reported CCAHU has a new website. CCAHU is up and running with Star Chapter. The next meeting is going to be about technology.

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| 10:30 a.m. | XIX. | Management Report
Nathan reviewed the CAMS management report included in the Board packet. |
| 10:34 a.m. | XX. | Old Business |
| 10:35 a.m. | XXI. | Meeting Adjourned at 10:35 |



Board Meeting Sign In Sheet: September 21, 2021

8:00 am to 10:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 19	
Brad Davis	President	x		
Sue Wakamoto-Lee	President-Elect	x		
Maggie Stedt	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Barbara Ciudad	VP Membership	x		
Jack Holder	VP Professional Development	x		
Craig Gussin	VP PAC	x		
Bruce Benton	VP Public Affairs	x		
Meg McComb	VP Corporate Relations	x		
Dorothy Cociu	VP Communications	x		
Tim Kanter	VP Community Outreach	x		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	x		
Sandra Barr	President DCAHU	x	Bill Youngblood	
Kenneth Coker	President GGAHU		Janet Powelson	x
Yolanda Web	President IEAHU		Shari Boyce	x
Charlotte McPherson	President LAAHU		June Taylor	x
Norman Sheehan	President NCAHU	x	Marti Murray	
Dan Furtado	President NVAHU	x		
Jo Ann Vernon	President OCAHU	x	Pat Stiffler	x
Carmen Perea	President SAHU	x	Rosamaria Marrujo	x
Kacy Kunkel	President SDAHU	x	David Parker	x
Laura Murphy	President SBAHU	x		
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU	x		

STAFF:

Faith Borges

Nathan Carlson

COMMITTEE CHAIRS:

Heather Siems, Vanguard

David Garcia, Medicare Co-Chair

Rosamaria Marrujo, Medicare Co-Chair

GUESTS: Rick Coburn

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Board Meeting Minutes

Meeting Description: CAHU Board of Directors

Date and Time: October 19, 2021 9:30 a.m. to 12:00 p.m.

Location: Zoom Meeting



Requests to add agenda items may be presented under item II.

- 9:44 a.m. I. Welcome, Call to Order, Antitrust Reminder
President Brad Davis reviewed the Antitrust reminder.

Brad Davis made the following changes to the agenda:

- Moved the Public Affairs Report on the agenda.
- Added the nomination of David Smith for NAHU Secretary.
- Noted time changes on the agenda.

Upon motion made by Meg McComb and seconded by Craig Gussin, the agenda shall be accepted with the changes. The motion carried.

It was noted the DCAHU reported was duplicated in the minutes.

Upon motion made by Maggie Stedt and seconded by Joe Ann Vernon, the minutes of the September 21, 2021 Board of Directors meeting shall be accepted with the edit to the chapter reports. The motion carried.

- 9:47 a.m. II. President's Report President
Brad Davis thanked everyone for attending today's board meeting. Brad noted he is working on the DBA Name change for CAHU. He has also working on the Executive Director/CAMS RFP. Brad discussed the board is looking at combining WLS and the Leadership Summit in 2023. Brad thanked VCAHU for allowing the CAHU Board to watch the webinar at noon.

- 9:50 a.m. III. Immediate Past President Report Immediate Past President
Maggie Stedt reported she is active with the CAHU Foundation and the Membership Committee. Maggie noted she will be starting the Governance Committee in December.

- 9:55 a.m. IV. President Elect Report President Elect
Sue Wakamoto-Lee reported she is working with NVAHU on the virtual chapter. NVAHU will need to change their name and vote on bylaw amendments. Sue discussed that David Smith has asked for a nomination from CAHU for the upcoming NAHU Secretary position. The elections will take place in June.

Upon motion made by Sue Wakamoto-Lee and seconded by Joe Ann Vernon, CAHU Nominates David Smith for NAHU Secretary. The motion carried.

Sue reminded everyone that registration for WLS is open. The WLS Committee is working hard on getting sponsors and people to attend.

- 10:05 a.m. V. Finance Report VP Finance
- Cathy Little reported on the September financials. The target membership revenue is \$32,000 a month. Total current assets are \$416,746.03. The target is to keep liquid assets for a six-month reserve of \$182,160. The monthly dues deposit for August was \$31,640.28.
- The Finance Committee recommends opening a new primary bank account with Summit State Bank. With this new bank CAHU will have the opportunity to earn interest on the checking and savings accounts.
- Meg McComb reported she could get a quote from Genesis Bank for banking services for CAHU.
- Upon motion made by Cathy Little and seconded by Sue Wakamoto-Lee, CAHU will open new checking account with Summit State Bank, transferring all the funds from Wells Fargo except for \$60,000. The motion carried.**
- Upon motion made by Cathy Little and seconded by Sue Wakamoto Lee, the September financial report shall be accepted as submitted. The motion carried.**
- 10:10 a.m. VI. Public Affairs Report VP Public Affairs
- Bruce Benton reported the Public Affairs Committee is meeting monthly. The Committee has three public relations proposals that will be reviewed. The main topic of the last meeting was reviewing a new name for CAHU. The name that the Committee is recommending is California Agents and Health Insurance Professionals.
- Faith Borges noted a new name will help increase the internal and external perception of CAHU. The term underwriter is viewed as a negative word by the Legislature. Faith notes the word agents tends to invoke money.
- Sue Wakamoto-Lee reported she recently attended the Moderate Democrat event. At the event she asked several Legislators about the CAHU name change. They liked the new name of California Agents and Health Insurance Professionals.
- Brad Davis reviewed the CAHU name survey results. The California Agents and Health Insurance Professionals name was ranked very high.
- Upon motion made by Bruce Benton and seconded by Dorothy Cociu, the board approves creating a DBA with the new name of California Agents and Health Insurance Professionals. The motion carried.**

Faith Borges recommends that CAHU purchases a new poll about single payer legislation. The benefit of having a new poll is that CAHU can compare the results from the last poll CAHU purchased.

Dawn McFarland reported the total cost for the poll is \$22,000. This cost is lower from the previous one CAHU purchased. The PAC issue funds has enough money in it to pay for the poll. The PAC board will need to vote to release the funds.

Upon motion made by Bruce Benton and seconded by Dawn McFarland, the board approves purchasing a new poll contingent of the PAC Board approving paying for the poll. The motion carried.

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| 10:25 a.m. | VII. | PAC Report | VP PAC |
| | | Craig Gussin thanked the Board for the flowers and card. Craig reminded everyone to contribute at least \$25.00 a month to the CAHU PAC. Craig shared the new QR code with the Board. | |
| 10:30 a.m. | VIII. | Legislation Report | VP Legislation |
| | | Dawn McFarland reported the Committee is finalizing the Healthy California For All Commission response document. Faith Borges reported the Legislature adjourned for the rest of the year on September 10, 2021. When the Legislature comes back, they will continue to work on the bills. Faith noted she continues to track AB 1400. | |
| 10:35 a.m. | IX. | Corporate Affairs Report | VP Corporate Affairs |
| | | Meg McComb reported she recruited two new sponsors. She continues to work with Nathan to renew sponsors. | |
| 10:40 a.m. | X. | Membership Report | VP Membership |
| | | Barbara Ciudad reported the current membership count is 1,683. Each month CAHU continues to see an increase in members. Barbara thanked the chapters for their hard work on bringing in new members. Barbara noted CAHU now has a QR code for membership. Chapters can use this to help get people to join. | |
| 10:45 a.m. | XI. | Professional Development | VP Professional Development |
| | | Jack Holder reported the last Committee call went very well. The Committee reviewed the CAHU CE program. The last Committee meeting had low attendance. He reminded everyone to make sure to attend the Committee meetings. | |
| 10:55 a.m. | XII. | Communications Report | VP Communications |
| | | Dorothy Cociu reported the last Communications Committee meeting had good attendance. John Elizondo is helping CAHU with social media postings. The next STATEment is the November/December issue. Dorothy also noted she is working on new podcasts. | |

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| 11:10 a.m. | XIII. | CAHU Foundation Report | VP Community Outreach |
| | | Tim Kanter reported NAHU has a mentorship program. The NAHU mentorship program is setup to help new AHU chapter leaders. The CAHU Foundation mentorship program helps agents be better agents. Tim noted he sent an email to all membership chairs about the mentorship program. | |
| 11:15 a.m. | XIV. | Awards Report | Awards Chair |
| | | Pat Stiffler reported the next NAHU awards are due January 11 th , 2022. | |
| 11:20 a.m. | XIV. | Medicare Advisory Group Report | Medicare Chairs |
| | | Rosamaria Marrujo reported the CAHU AEP webinar went very well. The recording is posted on the CAHU website if you would like to watch it. | |
| 11:25 a.m. | XV. | Vanguard Report | VP Vanguard |
| | | Heather Siems the goal is to have a Vanguard Chair for each AHU chapter. She noted that SAHU has a new Vanguard Chair. The next event is going to be a virtual lip sync challenge. The date is going to be November 30, 2021. | |
| 11:30 a.m. | XVI. | Diversity and Inclusion Report | Diversity Chair |
| | | Brad Davis congratulated Mariette Lasley on her recent appointment on the DOI Committee. | |
| 11:35 a.m. | XVII. | Local Chapter Reports | Chapter Presidents |
| | | SBAHU – Laura Murphy reported SBAHU is partnering with VCAHU on education events. | |
| | | VCAHU – Tim Kanter reported VCAHU has the meeting today with Marcy Buckner from NAHU. VCAHU will also have a charity meeting in December. | |
| | | SAHU – Carmen Perea noted SAHU has their October meeting tomorrow at noon. The SAHU education program is set for the rest of the year. You can find more information on the SAHU website. | |
| | | IEAHU – Yolanda Web reported IEAHU recently got several new members. IEAHU is working on a new webinar. | |
| | | LAAHU – Charlotte McPherson reported the AEP event went very well. LAAHU had over \$40,000 in sponsorships. The next event is the carrier panel. The LAAHU Sales Symposium will be held in April at the Pasadena Convention Center. | |
| | | SDAHU – Kacy Kunkel reported the next luncheon meeting is this Thursday. SDAHU meetings are going very well. SDAHU is currently working on their upcoming conference. | |

GGAHU – Ken Cocker reported the GGAHU Holiday Party will be in December. The GGAHU Floating Sales Symposium has been rescheduled to May 12, 2022.

NVAHU – Dan Furtado no report given.

CCAHU – Zac Trogdon reported CCAHU is up and running with Star Chapter. Zac will be going over the technology at the next Chapter Presidents Call.

OCAHU – Jo Ann Vernon reported OCAHU had their carrier panel last week. They have a member event in November. In December OCAHU has the women in business event.

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| 12:00 p.m. | XVIII. | Management Report
Nathan reviewed the CAMS management report included in the Board packet. |
| 12:05 p.m. | XIX. | Old Business |
| 12:06 p.m. | XX. | Meeting Adjourned at 12:06 p.m. |



Board Meeting Sign In Sheet: October 19, 2021

9:30 am to 12:00 pm

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 19	
Brad Davis	President	x		
Sue Wakamoto-Lee	President-Elect	x		
Maggie Stedt	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Barbara Ciudad	VP Membership	x		
Jack Holder	VP Professional Development	x		
Craig Gussin	VP PAC	x		
Bruce Benton	VP Public Affairs	x		
Meg McComb	VP Corporate Relations	x		
Dorothy Cociu	VP Communications	x		
Tim Kanter	VP Community Outreach	x		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	x		
Sandra Barr	President DCAHU		Bill Youngblood	
Kenneth Coker	President GGAHU	x	Janet Powelson	x
Yolanda Web	President IEAHU	x	Shari Boyce	
Charlotte McPherson	President LAAHU	x	June Taylor	x
Norman Sheehan	President NCAHU		Marti Murray	
Dan Furtado	President NVAHU	x		
Jo Ann Vernon	President OCAHU	x	Pat Stiffler	x
Carmen Perea	President SAHU	x	Rosamaria Marrujo	x
Kacy Kunkel	President SDAHU	x	David Parker	
Laura Murphy	President SBAHU	x		
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU	x		

STAFF:

Faith Borges

Nathan Carlson

COMMITTEE CHAIRS:

Heather Siems, Vanguard

Rosamaria Marrujo, Medicare Co-Chair

GUESTS: Rick Coburn

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Board Meeting Minutes

Meeting Description: CAHU Board of Directors

Date and Time: November 16, 2021 8:00 a.m. to 10:30 a.m.

Location: Zoom Meeting



Requests to add agenda items may be presented under item II.

- 8:07 a.m. I. Welcome, Call to Order, Antitrust Reminder
President Brad Davis reviewed the Antitrust reminder.

Brad Davis made the following change to the agenda:

- Added the nomination of Stephanie Berger for NAHU Region VIII RVP

Upon motion made by Craig Gussin and seconded by Sue Wakamoto-Lee, the agenda shall be accepted with the change. The motion carried.

It was noted that Don Jones did not attend the last board meeting.

Upon motion made by Rick Coburn and seconded by Craig Gussin, the minutes of the October 19, 2021 Board of Directors meeting shall be accepted. The motion carried.

- 8:10 a.m. II. President's Report President
Brad Davis thanked everyone for attending today's board meeting. Brad noted he is working on the DBA name change for CAHU. Brad noted he has been active on many CAHU committee calls. Brad reported Stephanie Berger is a great candidate for NAHU Region VIII RVP.

Upon motion made by Craig Gussin and seconded by Sue Wakamoto-Lee, CAHU Nominates Stephanie Berger for NAHU Region VIII RVP. The motion carried.

- 8:15 a.m. III. Immediate Past President Report Immediate Past President
Maggie Stedt reported she is working on the CAHU Nominations. The Nominations email notice was sent out to the members. She will be reaching out to board members about open positions.

- 8:20 a.m. IV. President Elect Report President Elect
Sue Wakamoto-Lee reported she has nothing new to report.

- 8:21 a.m. V. Public Affairs Report VP Public Affairs
Bruce Benton reported the Public Affairs Committee is meeting monthly. The Committee has three public relations proposals. Bruce noted the Committee will make a recommendation by January.

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| 8:25 a.m. | VI. | Professional Development
Jack Holder reported the Committee is working on having Marcy Buckner from NAHU teaching a webinar. | VP Professional Development |
| 8:27 a.m. | VII. | PAC Report
Craig Gussin noted he has worked with Nathan to update the PAC website. Chapters can also purchase a PAC table runner for their events. The information was sent out to all the chapters. | VP PAC |
| 8:30 a.m. | VIII. | Legislation Report
Justin Wallin, Wallin Opinion Research reported on the poll he completed for CAHU. One-thousand people responded to the poll. The poll was conducted via phone using English and Spanish. Justin reviewed the questions and answers to the polls. The poll showed that people are not in favor of single payer. The CAHU board thanked Justin for his work on the poll. Dawn McFarland noted CAHU still needs to pay Justin \$5,000. Dawn started a motion for the payment of the \$5,000 to Justin Wallin. The board recommended that the motion be withdrawn, and the expenditure needs to be approved by the CAHU Finance Committee. Dawn withdrew the motion and will bring the discussion to the next Finance Committee meeting. | VP Legislation |
| 9:20 a.m. | IX. | Finance Report
Cathy Little reported on the October financials. The target membership revenue is \$32,000 a month. Total current assets are \$422,497.78. The target is to keep liquid assets for a six-month reserve of \$182,160. The total liquid assets for this period are \$374,902. CAHU has finished opening the new bank account with Summit State Bank.

CAHU received an IRS notice of overdue tax balance for Kern AHU. CAHU is going to be working with Juan Lopez on the issue.

Upon motion made by Cathy Little and seconded by Sue Wakamoto Lee, the October financial report shall be accepted as submitted. The motion carried. | VP Finance |
| 9:26 a.m. | X. | Corporate Affairs Report
Meg McComb gave an update on the annual sponsorships. | VP Corporate Affairs |
| 9:30 a.m. | XI. | Membership Report
Barbara Ciudad reported membership is up 45 members for the year. Barbara reminded the chapters to continue to reach out to bring in new members. | VP Membership |
| 9:35 a.m. | XII. | Communications Report
Dorothy Cociu reported the next deadline for the STATEment is December 1 st , 2021. Please make sure to get your articles in on time. | VP Communications |
| 9:40 a.m. | XIII. | CAHU Foundation Report
Tim Kanter reported the mentorship program is up and running. | VP Community Outreach |

9:45 a.m.	XIV.	Awards Report Pat Stiffler gave a brief update on upcoming awards.	Awards Chair
9:50 a.m.	XV.	Medicare Advisory Group Report Rosamaria Marrujo reported the Medicare Part D information will be coming out soon.	Medicare Chairs
9:55 a.m.	XVI.	Vanguard Report Heather Siems reported the virtual lip sync challenge will be in December. Make sure to register for the event.	VP Vanguard
10:00 a.m.	XVII.	Diversity and Inclusion Report No report was given.	Diversity Chair
10:05 a.m.	XVIII.	Local Chapter Reports LAAHU – Charlotte McPherson reported the LAAHU Turkey Trott is on November 21, 2021. The LAAHU Sales Symposium will be held in April at the Pasadena Convention Center. VCAHU – Don Jones reported VCAHU has a meeting today, Level Funded Health Plan Options. The VCAHU webinars have been well attended. VCAHU has their Holiday event in December. VCAHU is partnering with SBAHU on webinars. SBAHU – Laura Murphy reported SBAHU is partnering with VCAHU on education events. IEAHU – Kristie Scavarda reported IEAHU is having in-person and hybrid events. The next IEAHU meeting will be the Holiday event in December. The IEAHU symposium will be held in March. OCAHU – Jo Ann Vernon reported OCAHU has their women business in leadership event on December 10, 2021. The event is sold out. The OCAHU Golf Tournament will be held on April 24, 2022. GGAHU – Kenneth Coker reported the GGAHU Holiday Party will be in December. The GGAHU Floating Sales Symposium has been rescheduled to May 12, 2022. SDAHU – Kacy Kunkel reported the next luncheon meeting is this Thursday. SDAHU meetings are going very well. SDAHU is currently working on their upcoming conference. SAHU – Rosamaria Marrujo reported tomorrow SAHU has their November Lunch and Learn virtual meeting. In February SAHU will have their Crab Feed. Make sure to attend the SAHU events.	Chapter Presidents

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| 10:25 a.m. | XIX. | Management Report
Nathan reviewed the CAMS management report included in the Board packet. |
| 12:30 a.m. | XX. | Old Business |
| 10:35 a.m. | XXI. | Meeting Adjourned at 10:35 a.m. |



Board Meeting Sign In Sheet: November 16, 2021

8:00 am to 10:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 17	
Brad Davis	President	x		
Sue Wakamoto-Lee	President-Elect	x		
Maggie Stedt	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Barbara Ciudad	VP Membership	x		
Jack Holder	VP Professional Development	x		
Craig Gussin	VP PAC	x		
Bruce Benton	VP Public Affairs	x		
Meg McComb	VP Corporate Relations	x		
Dorothy Cociu	VP Communications	x		
Tim Kanter	VP Community Outreach	x		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	x		
Sandra Barr	President DCAHU		Bill Youngblood	
Kenneth Coker	President GGAHU		Janet Powelson	x
Yolanda Web	President IEAHU		Kristie Scavarda	x
Charlotte McPherson	President LAAHU	x	June Taylor	x
Norman Sheehan	President NCAHU		Marti Murray	
Dan Furtado	President NVAHU			
Jo Ann Vernon	President OCAHU	x	Pat Stiffler	x
Carmen Perea	President SAHU		Rosamaria Marrujo	x
Kacy Kunkel	President SDAHU		David Parker	
Laura Murphy	President SBAHU	x		
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU	x		

STAFF:

Faith Borges

Nathan Carlson

COMMITTEE CHAIRS:

Heather Siems, Vanguard

Rosamaria Marrujo, Medicare Co-Chair

David Garcia, Medicare Co-Chair

GUESTS: Rick Coburn

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Board Meeting Minutes

Meeting Description: CAHU Board of Directors

Date and Time: December 21, 2021 8:00 a.m. to 10:30 a.m.

Location: Zoom Meeting



Requests to add agenda items may be presented under item II.

- 8:03 a.m. I. Welcome, Call to Order, Antitrust Reminder
President Brad Davis reviewed the Antitrust reminder.

Upon motion made by Craig Gussin and seconded by Sue Wakamoto-Lee, the agenda shall be accepted. The motion carried.

Upon motion made by Laura Murphy and seconded by Craig Gussin, the minutes of the November 16, 2021 Board of Directors meeting shall be accepted. The motion carried.

- 8:05 a.m. II. President's Report President
Brad Davis thanked everyone for attending today's Board meeting. Brad noted December is a very busy time for everyone. Brad reported the next Board meeting will be an in-person meeting in Sacramento. He is currently working on finalizing the location. CAHU will first have the Board meeting. Then following the board meeting, the Executive Board will meet for the strategic planning meeting. For those that are not able to attend in-person CAHU will be offering a conference call option.

- 8:10 a.m. III. Immediate Past President Report Immediate Past President
Maggie Stedt reported she will be coordinating the CAHU Nominations Committee and Governance Committee to meet in January. If you would like to take on a new CAHU Board position or stay in a current position, please let Maggie know.

- 8:15 a.m. IV. President Elect Report President Elect
Sue Wakamoto-Lee reported in January she will be organizing the Virtual Chapter Committee. Sue is also working on the WLS Committee. Sue announced that WLS registration is open. Please register and make your plans to attend WLS.

- 8:20 a.m. V. Public Affairs Report VP Public Affairs
Bruce Benton reported the Public Affairs Committee is meeting monthly. The Committee reviewed three public relations companies. The Committee has selected Westbound Communications. The Committee was unanimous in the decision to select Westbound Communications.

Upon motion made by Bruce Benton and seconded by Dorothy Cociu, the Board approves the service agreement with Westbound Communications

effective January 1, 2022-June 30, 2022. Financial impact: \$37,500 from existing Public Affairs Contractor budget. The motion carried.

Bruce discussed the outstanding balance for Justin Wallin. The total amount that needs to be paid is \$5,000.

Upon motion made by Bruce Benton and seconded by Craig Gussin, the Board approves to pay \$3,000 from existing Public Affairs/Relations budget and \$2,000 from Capitol Summit Speaker budget to Justin Wallin for balance of public polling project.

8:25 a.m. VI. Finance Report VP Finance
Cathy Little reported on the November financials. The target membership revenue is \$32,000 a month. Total current assets are \$443,271.90. The target is to keep liquid assets for a six-month reserve of \$182,160. The total liquid assets for this period are \$363,631. CAHU is moving funds to Summit State Bank. CAHU received the monthly dues deposit for October. The amount was \$28,946.81.

Upon motion made by Cathy Little and seconded by Craig Gussin, the November financial report shall be accepted as submitted. The motion carried.

Cathy Little reported the finance committee met and discussed moving money from the Legal Opinion Bylaw Review to NAHU Capitol Conference. The money will cover the virtual fee for the NAHU Capitol Conference. The current reimbursement amount is three attendees in-person for \$2,000 each. Then three more reimbursements at the \$1,000 level for attending in-person. If an executive Board or Board chair is attending the virtual event. The reimbursement for the virtual event is \$200.00.

Upon motion made by Cathy Little and seconded by Meg McComb, the Board approves moving \$6,600 from Legal Opinion: Bylaw Review to NAHU Capitol Conference to cover virtual fees for CAHU Executive Board and Chairs. The motion carried.

Cathy Little noted CAHU has collected gift cards for various events. The estimated total amount of the gift cards is \$7,000. Cathy is asking Board members to send her ideas on charities that can receive these gift cards.

8:30 a.m. VII. Legislation Report VP Legislation
Dawn McFarland reported she is working on the Adopt-A-Leg program. The goal is to send out a monthly communication to the Legislators. People have not been reaching out using the emails that the committee creates. Dawn reported she is looking into software programs that can make the task easier. Please make sure your Leg Chairs send out the monthly communication. Dawn reminded the Board that Bill Review will be March 9, 2022.

Faith Borges reported the CAHU CA State Legislation webinar is next month. Make sure to register for the webinar. Faith noted she expects AB 1400 to move in early January.

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| 8:35 a.m. | VIII. | PAC Report | VP PAC |
| | | Craig Gussin reported that year-to-date the CAHU PAC has brought in \$102,497. SDAHU has brought in the most money to the PAC. Craig thanked SDAHU for all their hard work on bringing in more PAC money. Craig reminded Board Members to make sure to make monthly donations to the PAC. If you have any questions, please reach out to Craig. | |
| 8:40 a.m. | IX. | Corporate Affairs Report | VP Corporate Affairs |
| | | Meg McComb reported that Troy Underwood is a new CAHU Bronze sponsor. Meg asked other Board members to send her potential sponsors so she can reach out to them. | |
| 8:45 a.m. | X. | Membership Report | VP Membership |
| | | Barbara Ciudad was not in attendance. Nathan Carlson reported the current membership count is 1,652. Please continue to reach out to non-members at your chapter's holiday events. | |
| 8:46 a.m. | XI. | Professional Development | VP Professional Development |
| | | Jack Holder nothing new to report. | |
| 8:47 a.m. | XII. | Communications Report | VP Communications |
| | | Dorothy Cociu reported the January/February STATEment was published. The next deadline article deadline is February 1, 2022. Please make sure to submit your articles to Dorothy. Dorothy reported she is currently working on four new podcasts. | |
| 8:50 a.m. | XIII. | CAHU Foundation Report | VP Community Outreach |
| | | Tim Kanter nothing new to report. | |
| 8:55 a.m. | XIV. | Awards Report | Awards Chair |
| | | Pat Stiffler is working on the NAHU Legislative Award. | |
| 9:02 a.m. | XV. | Medicare Advisory Group Report | Medicare Chairs |
| | | David Garcia reported he is working with Rosamaria on an upcoming Medicare webinar for CAHU. The webinar will be in January. | |
| 9:10 a.m. | XVI. | Vanguard Report | VP Vanguard |
| | | Heather Siems was not in attendance. Nathan reported the vanguard event will be held in February. You can register online. | |
| 9:15 a.m. | XVII. | Diversity and Inclusion Report | Diversity Chair |
| | | No report was given. | |

9:16 a.m.	XVIII.	Local Chapter Reports	Chapter Presidents
		<p>GGAHU – Kenneth Coker reported GGAHU recently held their in-person Holiday Party. GGAHU is holding the floating sales symposium on May 12, 2022.</p> <p>SAHU – Carmen Perea reported the SAHU Crab Feed was moved to February.</p> <p>OCAHU – Jo Ann Vernon reported the women business in leadership event was a huge success. OCAHU will be sending seven people to the NAHU Capitol Conference.</p> <p>SDAHU – Kacy Kunkel reported last week they have over forty attendees at the SDAHU meeting. SDAHU is planning in sending six people to the NAHU Capitol Conference. The association is going dark in December.</p> <p>IEAHU – Yolanda Web reported the Medicare summit went very well. IEAHU plans on sending six people to the NAHU Capitol Summit.</p>	
9:25 a.m.	XIX.	Management Report	
		Nathan reviewed the CAMS management report included in the Board packet.	
9:31 a.m.	XX.	Old Business	
9:32 a.m.	XXI.	Meeting Adjourned at 9:32 a.m.	



Board Meeting Sign In Sheet: December 21, 2021

8:00 am to 10:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 17	
Brad Davis	President	x		
Sue Wakamoto-Lee	President-Elect	x		
Maggie Stedt	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Barbara Ciudad	VP Membership			
Jack Holder	VP Professional Development	x		
Craig Gussin	VP PAC	x		
Bruce Benton	VP Public Affairs	x		
Meg McComb	VP Corporate Relations	x		
Dorothy Cociu	VP Communications	x		
Tim Kanter	VP Community Outreach	x		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	x		
Sandra Barr	President DCAHU		Bill Youngblood	
Kenneth Coker	President GGAHU	x	Janet Powelson	
Yolanda Web	President IEAHU	x	Kristie Scavarda	
Charlotte McPherson	President LAAHU	x	June Taylor	
Norman Sheehan	President NCAHU	x	Marti Murray	
Dan Furtado	President NVAHU	x		
Jo Ann Vernon	President OCAHU	x	Pat Stiffler	x
Carmen Perea	President SAHU	x	Rosamaria Marrujo	x
Kacy Kunkel	President SDAHU		David Parker	
Laura Murphy	President SBAHU	x		
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU	x		

STAFF:

Faith Borges

Nathan Carlson

COMMITTEE CHAIRS:

David Garcia, Medicare Co-chair

Rosamaria Marrujo, Medicare Co-chair

Pat Stiffler, Awards

GUESTS: Rick Coburn

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Board Meeting Minutes

Meeting Description: CAHIP Board of Directors

Date and Time: January 25, 2022 - 9:30 a.m. to 11:30 a.m.

Location: Zoom Meeting

Requests to add agenda items may be presented under item II.

- 9:32 a.m. I. Welcome, Call to Order, Antitrust Reminder
President Brad Davis reviewed the Antitrust reminder.

Upon motion made by Barbara Ciudad and seconded by June Taylor, the agenda shall be accepted. The motion carried.

Upon motion made by Laura Murphy and seconded by Craig Gussin, the minutes of the December 21, 2021 Board of Directors meeting shall be accepted. The motion carried.

- 9:35 a.m. II. President's Report President
Brad Davis noted the last few weeks have been very busy working on AB 1400 issues. Brad reported having several meetings with Westbound Communications on the rebranding and communications strategies. CAHIP continues to work on rolling out the AB 1400 member tool kit. A few members of the Board will be attending the NAHU Capitol Summit. If you are an CAHIP Executive Board or Committee Chair you are eligible to have your NAHU Capitol Conference virtual registration reimbursed. The reimbursement form is located on the CAHIP website. Nathan Carlson tried to register Board members in advance with NAHU, however they do not allow us to prepurchase.

- 9:40 a.m. III. Immediate Past President Report Immediate Past President
Maggie Stedt reported the CAHU Nominations Committee and Governance Committee are meeting regularly. The Governance Committee is reviewing the bylaws and policy and procedures. The Nominations Committee is working on the upcoming elections. If you would like to take on a new CAHU Board position or stay in a current position, please let Maggie know.

- 9:45 a.m. IV. President Elect Report President Elect
Sue Wakamoto-Lee reported the Virtual Chapter Committee is having scheduled meetings. The Committee is currently reviewing the NVAHU bylaws to make recommendations. Sue noted WLS is coming up in March. Make sure to register and make your hotel reservations.

- 9:50 a.m. V. Finance Report VP Finance
Cathy Little reported on the December financials. The target membership revenue is \$32,000 a month. Total current assets are \$381,917. The target is to keep liquid assets for a six-month reserve of \$182,160. Cathy reported the transfer of funds to Summit State checking account on 1/12/22 in the amount of \$55,600 leaving \$60k in Wells Fargo for Public Affairs. This transaction

completes the separation of bank accounts. Cathy noted CAHIP received the monthly dues deposit for October on 12/8 in the amount of \$40,140. The dues deposit for November was much lower at \$15,731. Cathy noted that CAHIP recently disbursed \$8,276.63 to Green Valley Resort for WLS. CAHIP has deferred revenue for WLS. CAHIP accountant Tricia Schrum will be transferring some of the revenue and expenses to the income statement for WLS.

Upon motion made by Cathy Little and seconded by Dawn McFarland, the December financial report shall be accepted as submitted. The motion carried.

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| 9:55 a.m. | VI. | Legislation Report | VP Legislation |
| | | Dawn McFarland reported the upcoming bill review will be an in-person meeting. The date for bill review is March 9, 2022. CAHIP has been getting the word out on AB 1400 by sending Constant Contact emails, Operation Shout emails, CAHIP website and press releases. | |
| | | Faith Borges reported AB 1400 made it out of the Appropriations Committee. The next step is for AB 1400 is to be voted on by the Assembly. The bill needs forty-one votes to get out of the Assembly. The last day for new bills is February 18, 2002. | |
| 10:00 a.m. | VII. | PAC Report | VP PAC |
| | | Craig Gussin reported 85 percent of the Board members are donating to the PAC. Craig continues to recruit people to donate to the PAC. SDAHU is still the leading chapter for PAC dollars. Craig thanked SDAHU for the work they are doing. Craig noted he is going to be making a PAC video. The new thirty-day goal is to bring in \$10,000 for the PAC. | |
| 10:10 a.m. | VII. | Public Affairs Report | VP Public Affairs |
| | | Bruce Benton reported the Public Affairs Committee is very busy. The Committee has been meeting weekly with Westbound Communications. Once CAHIP is past the AB 1400 information, the Committee will be meeting biweekly. The Committee is working on the rebranding information for CAHIP. | |
| 10:20 a.m. | IX. | Corporate Affairs Report | VP Corporate Affairs |
| | | Meg McComb reported CAHIP brought in two new bronze sponsors this year. Most of the new sponsors are at the bronze level. If you know of any prospective companies, please send them to Meg. | |
| 10:25 a.m. | X. | Membership Report | VP Membership |
| | | Barbara Ciudad reported the current membership count is 1,625. December was a slow month for new members. Barbara noted many chapters are working on membership campaigns at their upcoming events. Please make sure to continue to reach out to non-members. Barbara thanked the chapters that brought in new members for the month of January. | |

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| 10:35 a.m. | XI. | Professional Development | VP Professional Development |
| | | Jack Holder reported the Professional Development Committee has been meeting regularly. The Committee discusses upcoming chapter events. The last meeting the Committee reviewed virtual events. Jack noted he will be working the CAHIP CE program with Nathan Carlson. | |
| 10:40 a.m. | XII. | Communications Report | VP Communications |
| | | Dorothy Cociu reported the January/February STATEment was published. The next deadline article deadline is February 1, 2022. Dorothy noted she is getting new Ads from Annual Sponsors from Nathan Carlson. She also continues to work on social media items with John Elizondo. Dorothy thanked the Communications Committee for their hard work. Dorothy also thanked Faith and Dawn for their work on AB 1400. | |
| 10:45 a.m. | XIII. | CAHU Foundation Report | VP Community Outreach |
| | | Tim Kanter reported he as been speaking at the AHU Chapters about the Foundation mentor program. He recently spoke at SAHU and will be speaking at the Medicare Webinar. | |
| 10:50 a.m. | XIV. | Awards Report | Awards Chair |
| | | Pat Stiffler is working on the NAHU Legislative Award. Pat thanked Maggie for writing the letter for Dawn McFarland. Pat feels confident about the award submission. | |
| 10:55 a.m. | XV. | Medicare Advisory Group Report | Medicare Chairs |
| | | David Garcia reported the Medicare webinar with Rosamaria is tomorrow. David is working on an article for the upcoming newsletter. Brad and Tim will be doing a short intro for the Medicare Webinar tomorrow. | |
| 11:00 a.m. | XVI. | Vanguard Report | VP Vanguard |
| | | Heather Siems reported the Vanguard Lip Sync event is February 9, 2022. Make sure to register for the event. Heather noted she needs more singers to register. If you have any questions, please reach out to Heather. | |
| 11:15 a.m. | XVII. | Diversity and Inclusion Report | Diversity Chair |
| | | Mariette Lasley reported she has been meeting with the NAHU Diversity Committee. Mariette will be representing CAHIP at the NAHU Capitol Conference. | |
| 11:16 a.m. | XVIII. | Local Chapter Reports | Chapter Presidents |
| | | SDAHU – Kacy Kunkel reported SDAHU just finished the ethics member meeting. The meeting went very well. Kacy reported having issues with operation shout. Nathan and Dawn are going to investigate the issue. | |
| | | GGAHU – Sue Wakamoto the GGAHU floating sales symposium is on May 12, 2022. The boat can hold up to 300 people. Make sure to register for the event. | |

LAAHU – Charlotte McPherson thanked Sue Wakamoto-Lee for helping with the LAAHU Strategic Planning. LAAHU is currently working on virtual events. The Annual Sales Symposium will be held in-person on April 26, 2022 at the Pasadena Convention Center.

NVAHU – Dan Furtado reported he is working with the Virtual Chapter Committee. The first meeting went very well.

OCAHU – Pat Stiffler reported OCAHU has moved their Annual Symposium to March. OCAHU will be hosting a golf tournament in April. The Women in Business event was very successful. The member meetings are in-person.

SAHU – Rosamaria Marrujo reported the SAHU Crab Feed will be held in April. Brad Davis will be the speaker for the event. SAHU continues to hold virtual meetings. You can view them on the SAHU website.

SDAHU – Heather Siems reported last month SDAHU had a virtual luncheon on long term care. SDAHU is working on Pacesetter awards.

SBAHU – Laura Murphy noted SBAHU continues to have virtual meetings. Laura reported SBAHU partners with VCAHU on events. The events are very well attended.

VCAHU – Don Jones reported the VCAHU charity event went very well. The VCAHU events are still virtual. The VCAHU Annual Virtual Symposium will be held on March 11, 2022.

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| 11:25 a.m. | XIX. | Management Report
Nathan reviewed the CAMS management report included in the Board packet. |
| 11:30 a.m. | XX. | Old Business |
| 11:32 a.m. | XXI. | Meeting Adjourned at 11:32 a.m. |



Board Meeting Sign In Sheet: January 25, 2022

9:30 am to 11:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 17	
Brad Davis	President	x		
Sue Wakamoto-Lee	President-Elect	x		
Maggie Stedt	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Barbara Ciudad	VP Membership	x		
Jack Holder	VP Professional Development	x		
Craig Gussin	VP PAC	x		
Bruce Benton	VP Public Affairs	x		
Meg McComb	VP Corporate Relations	x		
Dorothy Cociu	VP Communications	x		
Tim Kanter	VP Community Outreach	x		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU			
Sandra Barr	President DCAHU	x	Bill Youngblood	
Kenneth Coker	President GGAHU		Janet Powelson	
Yolanda Web	President IEAHU		Kristie Scavarda	x
Charlotte McPherson	President LAAHU	x	June Taylor	x
Norman Sheehan	President NCAHU	x	Marti Murray	x
Dan Furtado	President NVAHU	x		
Jo Ann Vernon	President OCAHU		Pat Stiffler	x
Carmen Perea	President SAHU		Rosamaria Marrujo	x
Kacy Kunkel	President SDAHU		David Parker	
Laura Murphy	President SBAHU	x		
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU	x		

STAFF:

Faith Borges

Nathan Carlson

COMMITTEE CHAIRS:

David Garcia, Medicare Co-chair

Rosamaria Marrujo, Medicare Co-chair

Pat Stiffler, Awards

Mariette Lasley, Diversity and Equity

Heather Siems, Vanguard Chair

GUESTS: Rick Coburn

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Board Meeting Minutes

Meeting Description: CAHIP Board of Directors

Date and Time: February 15, 2022 - 8:00 a.m. to 10:30 a.m.

Location: Zoom Meeting

Requests to add agenda items may be presented under item II.

- 8:04 a.m. I. Welcome, Call to Order, Antitrust Reminder
President Elect Sue Wakamoto-Lee reviewed the Antitrust reminder.
- Upon motion made by Craig Gussin and seconded by Dawn McFarland, the agenda shall be accepted. The motion carried.**
- Upon motion made by Jack Holder and seconded by June Taylor, the minutes of the January 25, 2022, Board of Directors meeting shall be accepted. The motion carried.**
- 8:07 a.m. II. Immediate Past President Report Immediate Past President Maggie Stedt reported on the CAHIP Nomination Committee and Governance Committee. Both committees continue to meet monthly. The nominations report is included in the packet. If you would like to take on a new CAHU Board position or stay in a current position, please let Maggie know. Maggie reported AHU chapters can nominate members to the Board. The CAHIP current president can also nominate members.
- 8:10 a.m. III. President Elect Report President Elect Sue Wakamoto-Lee reported the Virtual Chapter Committee is having scheduled meetings. Sue noted the WLS Summit is next week. Make sure to register to attend this event.
- 8:13 a.m. IV. Finance Report VP Finance Cathy Little reported on the January financials. The target membership revenue is \$32,046 a month. This month's report reflects financials for seven months of the 2021-22 fiscal year. Total current assets are \$441,734. The target is to keep liquid assets for a six-month reserve of \$182,160.
- The income statement for this month reflects \$24,000 of WLS revenue which was moved to current income from deferred revenue on the Balance Sheet. We've disbursed \$10,877.76 in prepaid expenses to GVR and will disburse another \$11,824 this month. We still show \$70,748 of deferred WLS revenue on the Balance Sheet. Cathy noted CAHIP sent a letter to resolve the Kern AHU tax issues.

Brad Davis joined the Board meeting at 8:20 AM.

Upon motion made by Cathy Little and seconded by Mariette Lasley, the January financial report shall be accepted as submitted. The motion carried.

Cathy discussed the reimbursement for bill review. The Board discussed the different amounts. It was determined that two-chapter representatives can vote at bill review. The CAHIP Board would like to reimburse the travel expense of \$200.00 for the Chapter Leg Chair to attend. The Board would also like to reimburse the travel expense of \$200.00 for the Chapter President to attend in-person.

Upon motion made by Cathy Little and seconded by Brad Davis, the CAHIP Board would like to reimburse the travel expense limit of \$200.00 for one Chapter President and one Chapter Leg Chair to attend the 2022 Bill Review. The motion carried.

- 8:25 a.m. V. President's Report President
Brad Davis noted the CAHIP Board had the very successfully Strategic Planning follow up meeting. This was the second Strategic Planning meeting CAHIP has completed. The meetings went very well. The meeting is open to all. CAHIP continues to complete many of the goals that were set in July 2021. Brad thanked the CAHIP Board for their continual work on completing the goals. Some goals are going to be on a two-year plan. The Board discussed the new CAHIP name. If you would like information on creating a DBA. Please send an email to Nathan Carlson.
- 8:30 a.m. VI. Legislation Report VP Legislation
Dawn McFarland reported the upcoming bill review will be an in-person and virtual. The date for bill review is March 9, 2022. Make sure to register for bill review. Dawn thanked Dorothy for her work on the recent podcast. Dawn noted she has an article in the upcoming STATEment. Faith Borges reported she is working on bill assignments.
- 8:40 a.m. VII. PAC Report VP PAC
Craig Gussin reported he has sent emails to PAC Chairs to increase donations. He has also discussed PAC events with them. Craig reviewed the PAC contest document. Craig discussed the HUPAC donation.
- Upon motion made by Craig Gussin and seconded by Cathy Little CAHIP will make a donation of \$2,000 to HUPAC. The motion carried.**
- 8:45 a.m. VIII. Public Affairs Report VP Public Affairs
Bruce Benton reported the CAHU name change is going very smoothly. The Committee continues to meet with Westbound Communications. The Committee is working on new Social Media communications.

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| 8:50 a.m. | IX. | Corporate Affairs Report
Meg McComb reported she is working on making sure the sponsors get the information they need. If you have any new sponsor leads. Please email them to Meg. | VP Corporate Affairs |
| 8:55 a.m. | X. | Membership Report
Barbara Ciudad reported the current membership count. CAHIP added eleven new members this month. The Committee continues to work on getting new members. Please make sure to continue to reach out to non-members. Barbara thanked the chapters that brought in new members for the month of February. | VP Membership |
| 9:00 a.m. | XI. | Professional Development
Jack Holder reported the Professional Development Committee has been meeting regularly. The Committee discusses the upcoming leadership event. Jack is also working with Nathan Carlson on improvements to the CE area of the website. | VP Professional Development |
| 9:05 a.m. | XII. | Communications Report
Dorothy Cociu reported she is working on the March/April STATEment. Dorothy noted she recently completed a podcast with Dawn and Faith. Dorothy thanked Nathan and Tim for creating the new CAHU Foundation ads. | VP Communications |
| 9:10 a.m. | XIII. | CAHU Foundation Report
Tim Kanter reported he continues to promote the CAHU Foundation. The mentorship program is growing. | VP Community Outreach |
| 9:15 a.m. | XIV. | Awards Report
Pat Stiffler is working on the Landmark Awards. She is also working on the Presidential Citation award. | Awards Chair |
| 9:20 a.m. | XV. | Medicare Advisory Group Report
Rosamaria Marrujo reported the last Medicare webinar was well attended. The Medicare Committee is currently working on scheduling monthly Committee meetings. | Medicare Chairs |
| 9:25 a.m. | XVI. | Vanguard Report
Heather Siems reported the Vanguard Lip Sync event was very successful. Jack Holder's family won the competition. | VP Vanguard |
| 9:30 a.m. | XVII. | Diversity and Inclusion Report
Mariette Lasley reported the Committee is looking forward to having speakers at the July leadership conference. The Committee continues to meet on a monthly schedule. | Diversity Chair |

9:30 a.m.	XVIII.	Local Chapter Reports	Chapter Presidents
		<p>DCAHU – Sandra Barr reported their Board meeting is on Thursday. Most meetings are still being held virtually.</p> <p>GGAHU – Janet Powelson reported GGAHU got three new members this month. The GGAHU Sales Symposium on the Hornblower boat is next month. Please make sure to register and attend.</p> <p>IEAHU – Kristie Scavarda reported IEAHU moved their Symposium from March to May. The chapter continues to be successful.</p> <p>NCAHU – Norman Sheehan reported NCAHU is looking at changing their name. The next in-person meeting will be held in April. The session is about Ethics and it is taught by Bobbi Kaelin.</p> <p>OCAHU – Jo Ann Vernon reported OCAHU is discussing their name change. OCAHU is funding thirteen people to attend NAHU Cap Con.</p> <p>SAHU – Carmen Perea reported SAHU is reviewing the name change. The next SAHU membership meeting is tomorrow. The SAHU Crab Feed is on April 9th, 2022. In May, SAHU will be having the annual golf event.</p> <p>SDAHU – Jack Holder reported SDAHU is hosting the very popular Cornhole challenge. Brad Davis will be attending the event.</p> <p>VCAHU – Don Jones reported the VCAHU membership is doing well. The next event is the VCAHU Annual Virtual Symposium will be held on March 11, 2022.</p>	
10:12 a.m.	XIX.	Management Report	
		Nathan reviewed the CAMS management report included in the Board packet.	
10:14 a.m.	XX.	Old Business	
10:15 a.m.	XXI.	Meeting Adjourned at 10:15 a.m.	



Board Meeting Sign In Sheet: February 15, 2022

8:00 am to 10:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 17	
Brad Davis	President	x		
Sue Wakamoto-Lee	President-Elect	x		
Maggie Stedt	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Barbara Ciudad	VP Membership	x		
Jack Holder	VP Professional Development	x		
Craig Gussin	VP PAC	x		
Bruce Benton	VP Public Affairs	x		
Meg McComb	VP Corporate Relations	x		
Dorothy Cociu	VP Communications	x		
Tim Kanter	VP Community Outreach	x		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	x		
Sandra Barr	President DCAHU	x	Bill Youngblood	
Kenneth Coker	President GGAHU		Janet Powelson	x
Yolanda Web	President IEAHU		Kristie Scavarda	x
Charlotte McPherson	President LAAHU		June Taylor	x
Norman Sheehan	President NCAHU	x	Marti Murray	x
Dan Furtado	President NVAHU			
Jo Ann Vernon	President OCAHU	x	Pat Stiffler	
Carmen Perea	President SAHU	x	Rosamaria Marrujo	
Kacy Kunkel	President SDAHU		David Parker	
Laura Murphy	President SBAHU	x		
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU	x		

STAFF:

Faith Borges

Nathan Carlson

COMMITTEE CHAIRS:

David Garcia, Medicare Co-chair

Rosamaria Marrujo, Medicare Co-chair

Pat Stiffler, Awards

Mariette Lasley, Diversity and Equity

Heather Siems, Vanguard Chair

GUESTS: Rick Coburn, Dwayne Arakaki

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Board Meeting Minutes

Meeting Description: CAHIP Board of Directors

Date and Time: March 22, 2022 - 8:00 a.m. to 10:30 a.m.

Location: Zoom Meeting

Requests to add agenda items may be presented under item II.

- 8:02 a.m. I. Welcome, Call to Order, Antitrust Reminder
President Elect Sue Wakamoto-Lee reviewed the Antitrust reminder.

Upon motion made by Charlotte McPherson and seconded by Craig Gussin, the agenda shall be accepted. The motion carried.

Upon motion made by Barbara Ciudad and seconded by Tim Kanter, the minutes of the February 15, 2022, Board of Directors meeting shall be accepted. The motion carried.

- 8:07 a.m. II. Immediate Past President Report Immediate Past President
Maggie Stedt reported on the CAHIP Nomination Committee and Governance Committee. CAHIP has three open positions. The positions are VP of Corporate Affairs, VP of Communication and VP of Public Affairs. CAHIP is still accepting nominations for these positions. The list below is the positions that have been nominated:
- Tim Kanter, President-Elect
 - Cathy Little, VP Finance
 - Dawn McFarland, VP Legislation
 - Irma Romero, VP Membership
 - Jack Holder, VP Professional Development
 - Craig Gussin, VP PAC

Maggie reported the Governance Committee reviewed the bylaws. The Governance Committee recommends making the change below. **Section 1. Name.** The name of this Corporation shall be California Association of Health Underwriters, **doing business as California Agents & Health Insurance Professionals also known as CAHIP** (hereinafter referred to as the "Corporation").

Upon motion made by Maggie Stedt and seconded by Craig Gussin, the Board approves adding the name change to the CAHIP bylaws. The motion carried.

- 8:10 a.m. III. President Elect Report President Elect
Sue Wakamoto-Lee reported the NVAHU Virtual Chapter is on hold. NVAHU is looking for an original copy of their bylaws. The CAHIP Leadership Summit is July 18-19, 2022 at the Sheraton Universal hotel. All chapters need to plan to attend. The plan is to have strategic planning sessions.

8:13 a.m. IV. President's Report President
Brad Davis joined the meeting at 8:13 a.m. Brad reported the CAHIP Committees are producing lots of great information. Brad noted he attended Bill Review. He reported the event went very well.

8:13 a.m. V. Finance Report VP Finance
This month's report reflects financials for 8 months into the 2021-22 fiscal year. Total Current Assets as of 2/28 is \$449,939, which is \$45,709 higher than at this time last year. CAHIP has \$65,748 in WLS deferred revenue that will be moved over to the income statement next month.

NAHU dues for January was \$21,855.19 which did not hit the account until March 1st and is therefore not reflected in this month's income statement. The deposit in January was for December's dues. We use a monthly target for membership dues of \$32,046 as a "placeholder" until the actual dues are deposited and reflected in the I/S. Therefore, the current I/S reflects YTD revenues from Membership of \$236,320 which averages out to be \$29,540 over the 8-month period. Large checks authorized to disburse this month: \$24,143 to Green Valley Resort for WLS.

I have increased the amount of our cash reserve for fixed expenses by \$30,000 from \$182,160 to \$212,160 to account for the monthly retainer we're paying to our PR Firm, Westbound Communications. CAHIP has total cash in checking of \$247,075.79 plus \$123,824.02 in Schwab Account. The Finance Committee discussed moving \$30k from checking account into Schwab account and setting up a CD Ladder as a hedge against inflation since our Schwab MM account earns very little interest. With a CD ladder, we would divide up some of our money into several CDs that come due at different intervals so we still have access to the majority of our cash but also an investment that earns higher interest than the MM account. I also want to mention that our Summit bank account earned \$110.36 in Annual non-profit partner contributions since we opened the account in January.

Expense reimbursement for Capital Summit will include Airfare or Mileage, transport from airport or parking and one night hotel accommodations for all Executive Board & Committee chairs. Also, Chapter Presidents or their representative attending the board meeting will be reimbursed for their travel expenses (but not hotel accommodations) to attend the board meeting in May. Registration is comped for the entire BOD.

Last month I reported that a request for pre-dissolution tax abatement was submitted on 1/3/22 by CAHIP on behalf of KERN. We haven't received anything from the Franchise Tax Board since the form was filed.

Upon motion made by Cathy Little and seconded by Craig Gussin, the February financial report shall be accepted as submitted. The motion carried.

Upon motion made by Cathy Little and seconded by Sue Wakamoto-Lee, the Board approves moving \$30,000 to Charles Schwab Account to create a CD ladder. The motion carried.

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| 8:45 a.m. | VI. | Public Affairs Report
Bruce Benton reported the Committee is very active working with Westbound Communications. Bruce noted the VP of Public Affairs position is open. If you are interested in the position, please reach out to Bruce. The Committee continues to work on the website, social media and other areas. | VP Public Affairs |
| 8:50 a.m. | VII. | Corporate Affairs Report
No report. | VP Corporate Affairs |
| 8:40 a.m. | VIII. | PAC Report
Craig Gussin noted to make sure the AHU board members are donating to the PAC. He reported he has sent emails to PAC Chairs to increase donations. He is working on PAC events for the Capitol Summit. The PAC contest is still going on. | VP PAC |
| 8:55 a.m. | IX. | Membership Report
Barbara Ciudad reported the current membership count of 1624. LAAHU and SDAHU added the new members. Now that chapters are having in-person meetings we should see a membership increase. | VP Membership |
| 9:00 a.m. | X. | Professional Development
Jack Holder reported he is working on the Leadership Conference. Please make your plans to attend July 18-19, 2022. he Professional Development Committee has been meeting regularly. | VP Professional Development |
| 9:25 a.m. | XI. | Vanguard Report
Heather Siems reported they are working on the Vanguard event for the Capitol Summit. Heather noted the Committee is planning the second hot wing challenge. Please make sure to recruit Vanguard Chairs for your chapters. | VP Vanguard |
| 9:05 a.m. | XII. | Communications Report
Dorothy Cociu reported the May/June issues deadline is April 1 st . Dorothy is looking for someone todo a Cap Con write up. Dorothy noted she will be working with Faith and Dawn on the Health CA report. | VP Communications |
| 8:30 a.m. | XIII. | Legislation Report
Dawn McFarland reported bill review went very well. Dawn reported the Committee is working on Captiol Summit. Dawn noted Vanguard needs to change the event from Monday night to Tuesday night. The board did not have any objections to the change. | VP Legislation |

Faith reported bill AB 1130 is going to be our biggest issue. CAHIP took the oppose position on it.

Upon motion made by Dawn McFarland and seconded by Craig Gussin, the CAHIP Board accepts the priority bill list created at bill review. The motion carried.

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| 9:10 a.m. | XIV. | CAHU Foundation Report | VP Community Outreach |
| | | Tim Kanter reported the mentorship program continues to grow. Tim is continuing to outreach to the chapters. | |
| 9:15 a.m. | XV. | Awards Report | Awards Chair |
| | | Pat Stiffler is working on the Landmark Awards. She is also working on the Presidential Citation award. Please send all information to Pat by this Friday. | |
| 9:30 a.m. | XVI. | Diversity and Inclusion Report | Diversity Chair |
| | | Mariette Lasley was not present, however sent in her report listed below. The Capitol Conference in Washington DC had a DEI Table to engage with all attendees, and Michele Thornton, NAHU DEI Committee Chair, presented an informative session at the Leadership Forum. Michele emphasized how Inclusive workforces are powerful with 6x more likelihood to be innovative in Longevity and Sustainability, with 2.3X higher cash flow per member over a 3-year period in PAC/Fundraising; 42% are less likely to leave within a year with increasing & retaining membership, and results in higher levels of well-being and engagement in leadership pipeline. | |

The D&I committee continues to work with Professional Development in planning for the Leadership Summit in July.

I'll end with a quote from George Dei:

"Inclusion is not bringing people into what already exists; it is making a new space, a better space for everyone."

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| 9:20 a.m. | XVII. | Medicare Advisory Group Report | Medicare Chairs |
| | | Rosamaria Marrujo reported the committee has scheduled an upcoming meeting for Medicare Chairs at the chapter level. If you would like to attend please send Nathan Carlson your request. | |

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| 9:30 a.m. | XVIII. | Local Chapter Reports | Chapter Presidents |
|-----------|--------|-----------------------|--------------------|

LAAHU – Charlotte McPherson reported their upcoming Sales Symposium is next month. Please make sure to register to attend.

NCAHU – Marti Murray reported NCAHU is silver certified. The next member meeting is about Ethics on April 7, 2022.

OCAHU – Jo Ann Vernon reported OCAHU had the annual conference. The event was well attended. discussing their name change. OCAHU is funding thirteen people to attend NAHU Cap Con.

SAHU – Rosamaria Marrujo reported the SAHU Crab Feed is on April 9th, 2022. In April SAHU will be having a DEI meeting.

SDAHU – Heather Siems reported SDAHU had their monthly member meeting in-person. The meeting went well.

SBAHU – Laura Murphy reported SBAHU continues to have virtual meetings. Laura reported she has recruited a new board member.

VCAHU – Don Jones reported VCAHU is gold certified. The association's finances are in good shape. VCAHU is reviewing their bylaws. The next meeting in April is going to be about ethics.

DCAHU – Sandra Barr reported the first in-person board meeting will be in May.

GGAHU – Sue Wakamoto-Lee reported the GGAHU Sales Symposium on the Hornblower boat is next month. Please make sure to register and attend.

IEAHU – Kristie Scavarda reported IEAHU hosted a member meeting in-person. The IEAHU Symposium is April 12, 2022. IEAHU is working on gold certification.

- | | | |
|------------|------|---|
| 10:12 a.m. | XIX. | Management Report
Nathan reviewed the CAMS management report included in the Board packet. |
| 10:14 a.m. | XX. | Old Business |
| 10:15 a.m. | XXI. | Meeting Adjourned at 10:25 a.m. |



Board Meeting Sign In Sheet: February 15, 2022

8:00 am to 10:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 17	
Brad Davis	President	x		
Sue Wakamoto-Lee	President-Elect	x		
Maggie Stedt	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Barbara Ciudad	VP Membership	x		
Jack Holder	VP Professional Development	x		
Craig Gussin	VP PAC	x		
Bruce Benton	VP Public Affairs	x		
Meg McComb	VP Corporate Relations	x		
Dorothy Cociu	VP Communications	x		
Tim Kanter	VP Community Outreach	x		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	x		
Sandra Barr	President DCAHU	x	Bill Youngblood	
Kenneth Coker	President GGAHU		Janet Powelson	x
Yolanda Web	President IEAHU		Kristie Scavarda	x
Charlotte McPherson	President LAAHU		June Taylor	x
Norman Sheehan	President NCAHU	x	Marti Murray	x
Dan Furtado	President NVAHU			
Jo Ann Vernon	President OCAHU	x	Pat Stiffler	
Carmen Perea	President SAHU	x	Rosamaria Marrujo	
Kacy Kunkel	President SDAHU		David Parker	
Laura Murphy	President SBAHU	x		
Nick Jauhal	President SVAHU			
Don Jones	President VCAHU	x		

STAFF:

Faith Borges

Nathan Carlson

COMMITTEE CHAIRS:

David Garcia, Medicare Co-chair

Rosamaria Marrujo, Medicare Co-chair

Pat Stiffler, Awards

Mariette Lasley, Diversity and Equity

Heather Siems, Vanguard Chair

GUESTS: Rick Coburn, Dwayne Arakaki

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