

## AGENDA

**Meeting Description:** CAHU Board of Directors

**Date and Time:** April 21, 2020 8:00 am to 10:30 am

**Location:** Conference Call



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

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- |           |      |  |                          |         |
|-----------|------|--|--------------------------|---------|
| 8:00 am   | I.   | Welcome, Call to Order, Antitrust Reminder   | President                | Page 3  |
|           |      | <a href="#">Link to NAHU Board Orientation on Governance</a>   |                          |         |
|           |      | Called to order at 8:05 am, Roll Call taken  |                          |         |
|           | II.  | Approval of Agenda of April 21, 2020   | President                |         |
|           |      | Craig moved to approve, Rick seconded, no discussion, ayes carry.  |                          |         |
|           | III. | Approval of Minutes of March 17, 2020  | President                | Page 2  |
|           |      | MaryAnna moved to approve minutes, Sue seconded, no discussion, ayes carry.  |                          |         |
| 8:05 a.m. | IV.  | President's Report   | President                | Page 94 |
|           |      | Bruce noted that things have been unprecedented with the pandemic. NAHU Convention will be virtual, as will House of Delegates. Cerrina noted that the virtual Convention will have the same components but just done online. Attendance will be around \$100. Bruce noted that the federal guidelines for re-opening. Bruce noted that two weeks ago communications team helped to create a page on CAHU website for COVID 19 with help from Dorothy Cociu. Have sent out communications to members as well. Bruce expressed his gratitude and appreciation for all the assistance from the board.  |                          |         |
| 8:20 a.m. | V.   | President Elect Report   | President Elect          |         |
|           |      | Strategic planning will be done virtually, and will likely break it into three meetings. Expectation will be that board members will be leading their own areas. Pat Stiffler will be helping the board develop NAHU Landmark awards expectations. Will work on Summit meeting for fall starting on May 1, likely will be done virtually, with board meeting in person if guidelines will allow.   |                          |         |
| 8:25 a.m. | VI.  | Immediate Past President Report  | Immediate Past President |         |
|           |      | • Nominations Committee Report   |                          | Page 9  |
|           |      | Dave reported that the Nominations Committee met in April (notes attached). Full list of candidates for positions with one contested race. Dave noted possible date change – moving to June 12. House of Delegates meeting will be virtual, and will follow the same process as the in person meeting. Reviewed the dates that shifted for campaigning. Dave asked the board to ratify date change. Dave moved to accept the new dates for the House of Delegates, Mary Anna seconded. Discussion – Dave reviewed the voting process. Delegates will be able to vote without personal identifiers, and voting will remain open until Monday morning. Brad asked if there were conflicts in the bylaws. Dave noted that it was not prohibited. Maggie noted that her intent was to have a bylaw and/or policy change at another House of Delegates in the fall to clean up and clarify language. Bruce called for vote, ayes carry. |                          |         |
|           |      | Dave noted that an email will be sent out to all nominees with updated timeline. Nominations are still open at this point. Asked candidates to send written statements to be distributed to House of Delegates. May 1 marks the start of campaigning. Craig  |                          |         |

asked about distribution. Statements go to delegates after the committee approves them.

8:30 a.m.	VII.	Financial Report	VP Finance	Page 12
		<ul style="list-style-type: none"><li>• Review of Finance Report</li></ul> <p>Cathy noted that the pandemic is having a significant impact on the budget. Right now the budget is ahead of target at this point. Had originally expected to be in the black at the end of the year. Noted that income will drop once Capitol Summit is deferred (Women's Leadership Summit is already deferred). Will be working on budget for 2020-21 and will present to board in May. Noted that there have been cost savings in some areas due to fewer in person meetings and other items. At this point, assuming even membership dues and all YTD expenses, will end year at a negative position. Dues have been averaging high, so there is a likelihood of ending the year at a break even position. Did note that there continues to be a net loss of members. Cathy moved to accept the financial report, Tim seconded. No discussion, ayes carry. No objections or abstentions. Cathy moved to move the Capitol Summit revenue and expenses to be deferred to the 2020-2021 budget. Rick seconded. No discussion, ayes carry. No objections or abstentions. Cathy noted that she was hopeful to end the year at a break even position.</p>		
8:40 a.m.	VII.	Legislation Report	VP Legislation	Page 24
		<p>Jim noted that the letter sent to the Governor in March was included in the packet. The priority bill report is included in agenda packet. Faith noted legislature is scheduled to return May 4. Speaker noted that committee chairs will have discretion to decide what is necessary to hear. Senate has been less organized, but will likely limit the bills to be heard. Mindset has shifted to a recession mindset in regards to budget. Indication is that all non-essential bills will be cut. Details were not shared at budgetary hearing, Governor will send out new priorities at May revise (around May 14), and legislature has until June 15 to send final to Governor. Tax data will not be available until July, so firm numbers will not come out until later. Jim noted that Governor has already rescinded some health care focused ideas due to cost.</p> <p>Capitol Summit will not be in May, June also looks unlikely. Potential postponement to Fall (August, September), but unsure if it is worth holding Summit at all. Discussing a virtual summit, or combining with Healthcare Summit. Next call is next week to determine future of Summit for 2020.</p>		
8:50 a.m	VIII.	PAC Report	VP PAC	
		<p>Sue noted that letter went out via email this week regarding donations. Jim noted that some chapters might have funds to give to PAC that they would give out at the Capitol Summit. Sue noted that there were reporting issues that have since been addressed, and that PAC contributors may not know that they fell off the list.</p>		
8:55 a.m	IX.	Public Affairs Report	VP Public Affairs	
		<p>No meetings this month. Bruce noted that the intent was to hold the funds in the budget in a set aside, and to budget the same amount in next years budget in order to build a Public Affairs reserve.</p>		

9:00 a.m	X.	Corporate Affairs Report	VP Corporate Affairs	Yolanda discussed the changes to the Annual Partners outline. Still under revision. Also working on developing a Medicare partner matrix. Will also be looking at participating in their events. Bruce noted that the idea was that CAHU consider exhibiting at these events. Brad asked if there was a strategy in place to address the current years partners and what they will be missing with the events being moved/cancelled. Bruce noted that Kaiser will be one who will lose the most this year, and will need to find a way to honor the current sponsorships. Brian Sullivan noted that as a carrier there is very little expenditures happening right now because there is no travel, but sales are also down. Suggested creating a value proposition that is worthwhile to the carriers would be ideal right now.
9:05 a.m	XI.	Membership Report	VP Membership	Korey expressed thanks to those who joined membership call. Will need to focus on retaining membership, and communicate legislative activities to attract potential members. Noted that virtual happy hours and other virtual ways of reaching out have been successful, and was happy to share with local chapters if interested.
9:10 a.m	XII.	Professional Development Report	VP Professional Development	Cerrina reported this time is forcing people to innovate – has project underway to create resources for chapters to be able to increase visibility online through social media and other ways. Will be publishing on CAHU website. Also will be working on communicating to chapters guidelines for CE's as webinars.
9:15 a.m	XIII.	Communications Report	VP Communications	Kristie thanked everyone who participated in the “Just Thank One” campaign. Also noted that there will be a Save the Date communication with date changes. Encouraged everyone to log in to the website to access resources. Thanked Dorothy for all the work she has done on the COVID page. Working on other projects.
9:20 a.m	XIV.	Awards Report	Awards Chair	Pat thanked everyone for all their work on awards. CCAHU, IEAHU, NCAHU, NVAHU, OCAHU and SBAHU need to certify in May.
9:25 a.m	XV.	Medicare Advisory Group Report	Medicare Chairs	Craig – everything is quiet right now. Having a Medicare discussion tomorrow to discuss Medicare page on website. Will be looking at virtual options in regards to Medicare Summits. Noted that now is a great time to reach out to media. Encouraged chapters to reach out to him as Media Chair for assistance.  Maggie noted that the NAHU level, the Medicare Advisory committee is doing a review of the NAHU test (to replace AHIP test). Been active with Social Security, COBRA issues and carriers. Do not have an official COVID SEP yet from Medicare. Social Security offices are closed, which has impacted procedures. NAHU worked with Social Security to create pathways for seniors to be able to follow rules on timelines to access benefits with office closures.
9:30 a.m	XVI.	Vanguard Council Report	Vanguard Chair	Sean not on call.

9:35 a.m	XVII.	CAHU Foundation Report	VP Community Outreach
		Foundation is building momentum around branding, messaging and materials. Just selected the new materials for social media, and looking forward to more activity soon.	
9:40 a.m	XVIII.	Local Chapter Reports (3 minutes each)	Chapter Presidents
		VCAHU – Tim noted that they are discussing doing a webinar in May themed around re-building.	
		SAHU – Josh reported that they have moved all meetings to virtual meetings. Business Expo will be virtual.	
		SBAHU – Laura is working with board to figure out the virtual meeting and webinars. Will be working with GA to do a webinar later this spring.	
		OCAHU – Mary Anna noted that they recently had a webinar with 97 attendees. Have decided to do April for free, but going forward will be charging member and non member rates. Have moved summit to August as well. Chapter has happy hour every week, and will be doing another webinar in May.	
		NVAHU – Dan reported that their CE day has been moved to August.	
		IEAHU – Ashley noted that webinars have been going well, golf tournament is cancelled. Doing a CE webinar that is sponsored, but are charging \$15 a person as well. Doing a free virtual happy hour on April 30, and have a CE scheduled for May as well.	
		GGAHU – Kenneth reported that everything has been moved virtually, and anticipates changes post pandemic as well. Have webinars scheduled for the next few months, will be doing both CE and non CE webinars. Moved elections out to July, will be held virtually as well. Did cancel symposium.	
		DCAHU – Jean noted that chapter is moving in similar direction. Cancelled summit, but are checking in with members. Did a CE via webinar as well. Board is holding happy hour as well via Zoom.	
		LAAHU – Peter noted that symposium has been moved to July – considering making it a virtual symposium.	
10:20 a.m.	XIX.	Women’s Leadership Summit Update	Cerrina Jensen
		Cerrina gave an update – event has been moved to August. Did a very successful “mini summit” virtually. Noted that there is a small group meeting via phone to discuss pros and cons of August date.	
10:25 a.m.	XX.	Executive Director Report	Kimi Shigetani
		Asked chapters to send information on virtual summit platforms if they have any vendors in mind.	
10:28 a.m.	XXI.	Old Business - no old business.	

10:30 a.m. XXII. New Business – no new business.

Motion to adjourn from Craig, seconded by Sue. Ayes carry. Meeting adjourned at 10:13 am.

## 2019-2020 Board of Directors Meetings and Events

Date	Event	Location	Time
April 21, 2020	Board Meeting	Conference Call	8 am - 10:30 am
May 11, 2020	Board Meeting	Conference Call	8 am -10:30 am
June 16, 2020	Board Meeting	Conference Call	8 am - 10:30 am
June 27 - June 30, 2020	NAHU Annual Convention	Virtual	



## Board Meeting Sign In Sheet: April 21, 2020

8 am to 10:30 am

Location: Conference Call

Executive Board	Title	INITIAL	Quorum: 19	
Bruce Benton	President	X		
Maggie Stedt	President-Elect	X		
Dave Fear Jr	Immediate Past President	X		
Cathy Little	VP Finance	X		
Jim Morrison	VP Legislation	X		
Korey Ashton	VP Membership	X		
Cerrina Jensen	VP Professional Development	X		
Sue Wakamoto Lee	VP PAC	X		
Brad Davis	VP Public Affairs	X		
Yolanda Webb	VP Corporate Relations	X		
Kristie Scavarda	VP Communications	X		
Dawn McFarland	VP Community Outreach	X		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU		Mary Fluegel	
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU	X	Rick Coburn	X
Ashley Ingram	President IEAHU	X	David Dutchover	
Brian Sullivan	President LAAHU	X	Peter Seibold	X
Vanessa Ignacio	President NCAHU		Pam Morton	
Dan Furtado	President NVAHU	X	Leanne Chrisman	
MaryAnna Trutanich	President OCAHU	X	Pat Stiffler	X
Josh Keller	President SAHU	X	Sam Siders	
Stacy Moskowitz	President SDAHU		Sean Greene	
Laura Murphy	President SBAHU	X	Vacant	
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU	X		

### STAFF:

Mike Belote  
Jennifer Blevins  
Faith Borges X  
Kimi Shigetani X

### COMMITTEE CHAIRS:

Pat Stiffler, Awards X  
Craig Gussin, Medicare X  
Sean Greene, Vanguard

Patrick Burns, CAHU PAC

## AGENDA

**Meeting Description:** CAHU Board of Directors

**Date and Time** - August 18, 2020 8:00 am to 11:00 am

**Location:** Conference Call



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

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8:00 – 9:30 am Strategic Planning – Session 2

- |           |      |   |                          |         |
|-----------|------|---|--------------------------|---------|
| 9:30 am   | I.   | Welcome, Call to Order, Antitrust Reminder<br><a href="#">Link to NAHU Board Orientation on Governance</a><br>Called to order at 9:32 am  | President                | Page 3  |
|           | II.  | Approval of Agenda of August 18, 2020<br>Motion to approve by Brad, Bruce seconded. No discussion, ayes carry.  | President                |         |
|           | III. | Approval of Minutes of July 21, 2020<br>Motion to approve minutes by Sue, Kenneth seconded. No discussion, no changes, ayes carry.<br><br>Moved to Public Affairs report.   | President                | Page 4  |
| 9:35 a.m. | IV.  | President's Report<br>Stephanie Berger will be assisting to find a President Elect, Yolanda Webb sent her resignation in this morning due to family issues. Bruce will be reviewing bylaws and P & P's this year through the development of a Governance committee.   | President                | Page 9  |
| 9:40 a.m. | VI.  | Immediate Past President Report<br>Bruce noted that he will be working on the governance issues, and that P & P's are reviewed and done effectively. Chapter Leadership and Development is Bruce's next project – have developed an outline for this as the culture and structure have waned. Maggie asked for a motion to appoint Bruce as head of Governance committee, Mary Anna moved, Rick seconded. Ayes carry.   | Immediate Past President |         |
| 9:45 a.m. | VII. | Financial Report<br>Cathy reviewed the financials. Noted that the accounting of the dues estimate changed to be \$30,000 each month as opposed to using the NAHU estimate each month as it is never accurate. Reviewed year to date summary on report, and that currently the projection is a loss for the year. Discussion on the financial position, Don noted that the current budget shows a loss but if you use the current membership number, the budget would be positive. Brad moved to approve the financials, Sue seconded, ayes carry. Cathy moved to nominate Brad Davis to be added as an additional signer on the checking account, Don seconded. Maggie called for a vote, ayes carry, Brad abstained. | VP Finance               | Page 28 |
| 9:50 a.m. | VII. | Legislation Report<br>Brad asked Faith to give a priority bill update. Faith noted that all legislative deadlines have been moved, now in approps process. Both houses hold all bills that cost over \$50,000 House and \$150,000 in the Senate in suspense file. Thursday will be day to find out what advances from floor to debate by August 31 deadline. Had some   | VP Legislation           | Page 35 |

Dynamex clean up language this year (AB 1850), AB 233 was back up bill. Language remains whole. AB 648 died, as did AB 2203. Originally watching very closely AB 2203 language around mandating the disability plans to pay for insulin. AB 2157 has advanced, Wood attempt to allow providers and plans to have confidential and private mediation process. SB 852 has moved as well- creation of drug contracting and manufacturing with DHHS. Healthy CA for All commission last week – providing legislature and governor with information around healthcare reform towards universal healthcare including but not limited to single payer models. Federal election outcome will have significant impact on whether a universal state program will be feasible. This report is the first of two reports. Significant information in report around demographics.

Brad noted that SB 65 now mirrors AB 2347 – Brad would like to change position from watch to support level 3. Brad moved to change position from watch to support level 3 on SB 65, Rick seconded. Ayes carry.

Brad discussed that the bylaws do not outline the Legislative Committees structure or purpose, nor do they outline the Capitol Summit committee, or Bill Review. Brad will present ideas to the board in the future.

Going to start working on getting a bill authored – similar bill passed in 6 states around automatically giving AHU members 2 CE credits annually. Faith will help find author for it.

Brad discussed more on the Healthy CA for All report. Noted that this report has critical information. Introduced term “unified financing”. Brad reviewed the report, highlighted data points and noted that the commission clearly desires to bend arc to unified financing. Discussed data points around who has coverage and who does not, health insurance literacy, and that they will be distilling down the information and creating talking points. Faith noted that the introduction states that MediCal, employer based coverage, Medicare and individual market coverage would all be eliminated within unified financing. Discussion around the article and talking points in the STATEment.

- |           |       |   |
|-----------|-------|---|
| 10:00 a.m | VIII. | <p>PAC Report <span style="float: right;">VP PAC</span></p> <p>Sue noted that Ashley Ingram will be Vice Chair for PAC. Still at about 50%, Sue will be reaching out to chapter presidents with status of chapter boards. Kimi and Sue are putting together a prize for the first board who reaches 100%.</p>   |
| 10:05 a.m | IX.   | <p>Public Affairs Report <span style="float: right;">VP Public Affairs</span></p> <p>Paul met with PR agency to give some insight into how CAHU might improve. Got some good feedback, could stand to do more with press releases, how to build relationships with media, specifically mentioned website. Made a connection with a user experience designer to review website to get information on how to improve the website for the end user. Bruce suggested that Paul get in touch with NAHU regarding media list to reach out to for press releases. Noted that CAHU Legislative Priorities should be reviewed in order to help guide the press releases.</p> |
| 10:10 a.m | X.    | <p>Corporate Affairs Report <span style="float: right;">VP Corporate Affairs</span></p> <p>Maggie reported that Yolanda will be available, and is working with firms for Summit</p>   |



sponsorship.

10:15 a.m	XI.	Membership Report Barbara – lost members in July, but also added 12 new members. Will be developing membership contest. Chapters have good ideas in terms of retention, stressed importance of having chapters attend calls.	VP Membership
10:20 a.m	XII.	Professional Development Report Mariette reported that first call was last Friday, and it went well. Maggie and Stephanie both were on call – Stephanie reviewed NAHU website, tools that are available to chapters. Master list of speakers was sent out to chapters, list is being built. Summit speakers have all been confirmed, and scheduling of knowledge tracks will be finalized on Summit call tomorrow. Sponsor packages have also been sent and approved.	VP Professional Development
10:25 a.m	XIII.	Communications Report STATEment last issue was sent out in two email blasts – both had 22%/28% open rates respectively. Issues go out to a broader audience than just members. Podcast recording on Thursday as well. Feature article will be highlighting the importance of employer based healthcare.	VP Communications
10:30 a.m	XIV.	Awards Report CAHU Awards are open.	Awards Chair
10:35 a.m	XV.	Medicare Advisory Group Report Dave has a meeting on Friday with the Committee.  A. CA EXPO Report – Dawn reported that the Expo is next week, and is broad and should address many needs. Ethics course on final day (3 hours). Agenda is on the CAHU website. Could use help with outreach for registration.  B. Senior Summit – MaryAnna reported that virtual events are much different, and have had to pivot and adjust. Noted that the two Senior Summit Executive Directors have done a great job of learning the platform. Goal of 350 registrations. Has August 30- September 2, 2021 dates locked in at Pechanga.	Medicare Chair
10:40 am	XVI.	Vanguard Chair Report Heather noted that the group has made some progress around defining what the purpose of Vanguard is, and what the objectives are.	Vanguard Chair
10:43 am	XVI.	CAHU Foundation – internship program is moving forward. Applied for a grant to provide paid internships. Looking for chapter participation. Foundation board meeting is August 19 <sup>th</sup> , 2020 and there is a radio opportunity they will be discussing. Foundation will also be talking about the Healthy CA for All report as well in regards to consumer messaging.	
10:58 am	XVI.	New Business None	President
11:00 am:	XVII.	Adjourn	President

Motion to adjourn from Sue, Kennethe seconded. Meeting adjourned at 11:07 am.

## 2020-2021 Board of Directors Meetings and Events

Date	Event	Location	Time
August 18, 2020	Board Meeting	Conference Call	8 a.m. to 11:00 a.m.
September 15, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
October 6 & 7, 2020	Summit	Virtual Summit	TBD
October 20, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
November 17, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
December 15, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
January 19, 2021	Board Meeting/Strategic Planning Update	TBD	
February 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
March 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
April 20, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
May 17, 2021	Board Meeting	Sawyer Hotel	
June 15, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.



## Board Meeting Sign In Sheet: August 18, 2020

8 am to 11:00 am

Location: Conference Call

Executive Board	Title	INITIAL	Quorum: 19	
Maggie Stedt	President	X		
Vacant	President-Elect			
Bruce Benton	Immediate Past President	X		
Cathy Little	VP Finance	X		
Brad Davis	VP Legislation	X		
Barbara Ciudad	VP Membership	X		
Mariette Lasley	VP Professional Development	X		
Sue Wakamoto Lee	VP PAC	X		
Paul Roberts	VP Public Affairs	X		
Yolanda Webb	VP Corporate Relations			
Dorothy Cociu	VP Communications	X		
Dawn McFarland	VP Community Outreach	X		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU			
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU	X	Rick Coburn	X
David Dutchover	President IEAHU	X		
Brian Sullivan	President LAAHU	X	Charlotte MacPherson	
Vanessa Ignacio	President NCAHU	X	Pam Morton	
Dan Furtado	President NVAHU		Angie Caruso	X
MaryAnna Trutanich	President OCAHU	X	Jo Ann Vernon	
Sam Siders	President SAHU		Carmen Perea	X
Terri Yurek	President SDAHU	X	Kacy Kunkel	
Laura Murphy	President SBAHU			
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU		Don Jones	X

### STAFF:

Mike Belote  
Jennifer Blevins  
Faith Borges X  
Kimi Shigetani X

### COMMITTEE CHAIRS:

Pat Stiffler, Awards  
David Garcia, Medicare X  
Heather Siems, Vanguard X



## ANTITRUST COMPLIANCE POLICY OF CAHU

It is the policy of the California Association of Health Underwriters to fully comply with the antitrust laws of the United States and the State of California. In order to assure full compliance, the following policies and procedures are to be followed by all employees and members of the Association and by representatives of any members of the Association.

- 1) At any meeting of the membership of the Association or any Committees of the Association or at any meeting where any employee of the Association is present or where the Association is in any way involved, there shall be no discussion of the following:
  - (a) Prices or rates for products or services provided by CAHU members or those within the industry;
  - (b) Changes or proposed changes in the prices or rates of products or services offered to current or potential clients;
  - (c) Formulas, procedures, means for the establishment and determination of prices, rates, discounts, terms and conditions of products or services;
  - (d) Price cutting, pricing too low, or any discussion of prices by individual members at all, or any discussions or any acts, practices or conduct which would in any way ever be construed to constitute a boycott or any attempt to exclude any competitor;
  - (e) Any agreements which any member has with any potential or current clients.

It is the intention of this paragraph to preclude any discussion whatsoever at any meeting or the Association of any meeting where Association personnel are present of any matter relating to prices, rates, discounts, and particular competitive practices of the members of the Association.

- 2) A copy of this Antitrust Compliance Policy is posted on the Association web site.
- 3) At each meeting of the membership, or of any Committee of the membership, the membership shall be reminded by the President of this Antitrust Compliance Program, and that the members shall adhere to its policies both in formal meetings and any informal discussions before, after or during such meetings.
- 4) The President shall periodically review with members of the Executive Committee of the Association this Antitrust Compliance Policy and discuss its effectiveness.

## AGENDA

**Meeting Description:** CAHU Board of Directors

**Date and Time:** January 19, 2021 8:00 am to 10:30 am

**Location:** Conference Call



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

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8:00 am	I.	Welcome, Call to Order, Antitrust Reminder <a href="#">Link to NAHU Board Orientation on Governance</a>	President	
	II.	Approval of Agenda of January 19, 2021	President	Page 2
	III.	Approval of Minutes of December 15, 2020	President	Page 4
8:05 a.m.	IV.	President's Report <ul style="list-style-type: none"><li>Strategic Planning – Mid Year Review</li></ul>	President	Page 9
8:20 a.m.	V.	Immediate Past President Report <ul style="list-style-type: none"><li>Governance Committee</li></ul>	Immediate Past President	Page 17
8:30 a.m.	VI.	President Elect Report	President Elect	
8:35 a.m.	VII.	Financial Report	VP Finance	Page 22
8:40 a.m.	VIII.	Legislation Report	VP Legislation	
8:50 a.m.	IX.	PAC Report	VP PAC	
8:55 a.m.	X.	Public Affairs Report	VP Public Affairs	
9:00 a.m.	XI.	Corporate Affairs Report	VP Corporate Affairs	
9:05 a.m.	XII.	Membership Report	VP Membership	
9:10 a.m.	XIII.	Professional Development Report	VP Professional Development	
9:15 a.m.	XIV.	Communications Report	VP Communications	
9:20 a.m.	XV.	Awards Report	Awards Chair	
9:25 a.m.	XVI.	Medicare Advisory Group Report	Medicare Chair	
9:30 a.m.	XVII.	Vanguard Council Report	Vanguard Chair	
9:35 a.m.	XVIII.	CAHU Foundation Report	VP Community Outreach	
9:40 a.m.	XIX.	Local Chapter Reports (3 minutes each)	Chapter Presidents	
10:25 a.m.	XX.	Executive Director Report	Kimi Shigetani	
10:28 a.m.	XXI.	Old Business		

10:30 a.m. XXII. Meeting Adjourned

## 2020-2021 Board of Directors Meetings and Events

Date	Event	Location	Time
January 19, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
February 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
March 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
April 20, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
May 17, 2021	Board Meeting	Sawyer Hotel	
June 15, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.

## AGENDA

**Meeting Description:** CAHU Board of Directors

**Date and Time:** December 15, 2020 8:00 am to 10:30 am

**Location:** Conference Call



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

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- |           |      |  |                          |        |
|-----------|------|--|--------------------------|--------|
| 8:00 am   | I.   | Welcome, Call to Order, Antitrust Reminder   | President                | Page 3 |
|           |      | <a href="#">Link to NAHU Board Orientation on Governance</a>   |                          |        |
|           |      | Called to order at 8:02 am by Bruce Benton (assisting Maggie)  |                          |        |
|           | II.  | Approval of Agenda of December 15, 2020  | President                |        |
|           |      | Motion to approve minutes from Craig, seconded by Mary Anna. Ayes carry.   |                          |        |
|           | III. | Approval of Minutes of November 17, 2020   | President                | Page 4 |
|           |      | Craig moved to approve minutes, Rick seconded. No discussion, ayes carry.  |                          |        |
| 8:05 a.m. | IV.  | President's Report   | President                |        |
|           |      | Maggie noted that the Covered California campaign has been promoted on social media in several emails. Have until end of January for open enrollment. Will be examining CAMS contract soon, has not been updated since 2014. Noted that with Brad moving to President Elect there was a need created to fill the VP of Legislation. Nomination of Dawn McFarland for VP of Legislation, Rick motioned, Dorothy seconded. No discussion, no nays, no abstentions, ayes carry. |                          |        |
|           |      | NAHU Secretary Nomination – Maggie noted that Patrick Burns is running for NAHU Secretary, and asked board to do a formal nomination. Sue moved to nominate Patrick Burns for the position of Secretary for NAHU, Vanessa seconded. Discussion that there would be a vacant Region 8 spot. Ayes carry, no nays and no absentions.  |                          |        |
|           |      | Maggie reminded Executive Board that there will be a mid year strategic planning session January 13 <sup>th</sup> .  |                          |        |
| 8:25 a.m  | VI.  | Immediate Past President Report  | Immediate Past President |        |
|           |      | Bruce reported on Governance Committee – had first meeting. Chapter Leadership & Development committee has also met and has begun working on what they will be presenting.   |                          |        |
| 8:30 a.m. | VII. | Financial Report   | VP Finance               | Page 9 |
|           |      | Cathy presented her finance report – noted that the October dues deposit was higher than normal, bringing the average in higher. Reminded board to register for Capitol Conference and to submit reimbursement to Kimi with a copy to Cathy. Cathy moved to accept the financials, Craig seconded, ayes carry.   |                          |        |
| 8:40 a.m. | VII. | Legislation Report   | VP Legislation           |        |
|           |      | Brad noted that Bill Review in March, 2021 will be in person, planning for a hybrid Capitol Summit at the Kimpton Sawyer in Sacramento in May, 2021.   |                          |        |
|           |      | Legislature is back in session, introduced just over 200 bills so far. Nurses union has been talking about introducing bill at federal level around single payer. Legislature issued committee assignments this past week – seeing continuity in leadership. Faith   |                          |        |

reviewed the leadership slate, and noted that we had established relationships with many of them. Noted that the issue of health care continues to be on the agenda. Likely to not see a lot of changes to health care issues because of COVID and budget issues. Xavier Becerra was tapped to run Health and Human Services at the federal level.

- |          |       |   |                             |
|----------|-------|---|-----------------------------|
| 8:45 a.m | VIII. | Women's Leadership Summit   | Cerrina Jensen              |
|          |       | Cerrina reported on the Women's Leadership Summit – moved to April 7-9, 2021 and have changed locations to Green Valley Ranch. Have been doing soft marketing – had intended to do a marketing re-launch, but COVID impacts changed timing. Facebook page has been created for event, and will be working on a viemo page. Noted that the event is focused on women, but is not meant to be exclusionary. Have decided not to make this a virtual event or a hybrid. Will be offering an alternative package for those who can not attend in person. Asked group to let Cerrina know if there were employers that have travel restrictions. |                             |
| 8:50 a.m | IX.   | PAC Report  | VP PAC                      |
|          |       | Sue noted that the PAC board and committees have been on hiatus. Numbers still lower than where they had wanted to be, but better than last year. Encouraged boards to try and meet 100% participation.   |                             |
| 8:55 a.m | X.    | Public Affairs Report   | VP Public Affairs           |
|          |       | Paul reported that the PR firm is almost done with their report, met with Paul, Kimi and Faith and are working on final phase. Should be done on Friday, and will receive a strategic communications plan.  |                             |
| 9:05 a.m | XI.   | Corporate Affairs Report  | VP Corporate Affairs        |
|          |       | Added an additional bronze sponsor to the Annual Partners, Craig is working on new sponsors as well.  |                             |
| 9:10 a.m | XII.  | Membership Report   | VP Membership               |
|          |       | Barbara noted that Region 8 is doing well, November report was sent out. Numbers went down in September/October, but did have new members added. Lapsed members are significant for some chapters. Year to year, over 200 members lost. Congratulated chapters for holding numbers during the pandemic.   |                             |
| 9:15 a.m | XIII. | Professional Development Report   | VP Professional Development |
|          |       | Mariette reported that renewals were progressing, and that the courses were aimed at providing best in class information. Reviewed chapters events coming up over the next month.   |                             |
| 9:20 a.m | XIV.  | Communications Report   | VP Communications           |
|          |       | Dorothy reported that the STATEment is nearly done – adding pictures of chapter representatives in masks. This issue has a significant amount of information in it. Reminded chapters to send in pictures. Issue will be released on Friday, December 18 <sup>th</sup> .  |                             |
| 9:25 a.m | XV.   | Awards Report   | Awards Chair                |
|          |       | Pat noted that the Legislative awards were next, Pat will be submitting some for CAHU. Encouraged chapters to submit for Legislative awards. January will start the   |                             |



more significant awards. Maggie noted that board will be reviewing Landmark award criteria during strategic planning.

- |           |        |  |                       |
|-----------|--------|--|-----------------------|
| 9:30 a.m  | XVI.   | Medicare Advisory Group Report<br>Not on call.   | Medicare Chair        |
| 9:35 a.m  | XVII.  | Vanguard Council Report<br>No on call.   | Vanguard Chair        |
| 9:40 a.m  | XVIII. | CAHU Foundation Report<br>Dawn noted that her position would now be vacant. Asked board to send recommendations. Have focused on educating the public via short videos on various topics. Other topic areas include internship programs. Dark in December but will be meeting again in January. Results from Walk a Thon will be donating a portion of funds received to local food banks. | VP Community Outreach |
| 9:45 a.m. | XX.    | Local Chapter Reports (3 minutes each)<br>CCAHU – Zac reported the chapter is doing well, November meeting went well with a panel discussion on prescription drug market in California. Meeting this week has a panel of speakers including a comedian and mental health coach. CE course in January with Dorothy.   | Chapter Presidents    |
- VCAHU – Tim noted that their charity meeting is today, raising funds for childrens hospital. Zoom meetings have been good for the chapter in terms of attendance. Raising PAC and HUPAC funds, and working on membership.
- SDAHU – Terri reported that membership has remained steady over the year. PD chair was on a break but returning in January. Keeping an eye on Pacesetter award. PAC mask making contest coming up (ugly mask contest), comedy show this Friday.
- OCAHU – Mary Anna noted that they were dark in December. Did do a pasta fundraising event in November for Catatina’s Club. Raised over 100 pounds of pasta. Working on Sales Symposium for February. Looking at axe throwing event for first in person event. Maggie noted that Word & Brown was named one of the top 20 places to work in Orange County.
- DCAHU – Jean reported that Dorothy spoke at November meeting, and sent holiday greeting cards to members with Starbucks gift cards. Going to look into comedy shows as a future member event.
- GGAHU – Kenneth reported that they just had a comedian on for a meeting – participation was lower than expected. First quarter will be a legislative series with Faith & Marcy in January, and working on February and March speakers. Sue noted January will be a Bay Area event with NCAHU and SVAHU.
- IEAHU – David noted that the chapter is dark this month, but had a trivia night as a fundraiser that did well last week. Added 9 new members last month, but losing members on the back end.
- LAAHU – Charlotte reported that Joan Bumgartner had passed away, but will be

creating a service award in her honor. Virtual ugly sweater party as a fundraiser. Will have a speaker in January on the COVID vaccine rollout.

NVAHU – chapter is dark right now. January will begin planning for April CE day.

SAHU – changed chili cook off to a family drawing night, registration has been more difficult than anticipated. Working on crab feed, but crab season has been pushed out til January so it will be changed to a drive through event. Also working on business expo in April – planning on virtual event this year.

10:28 a.m.      XXI.      Old Business  
Gift Cards – Finance committee has decided to reach out to first responder charities to determine who will take the gift cards. Once an organization is identified, issue will come to board.

No new business.

10:30 a.m.      XXII.      Meeting Adjourned  
Craig moved to adjourn, Brad seconded. Adjourned at 9:40 am.

## 2020-2021 Board of Directors Meetings and Events

Date	Event	Location	Time
December 15, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
January 13, 2021	Strategic Planning Review – Executive Board	Conference Call	1:30 p.m. to 4:30 p.m.
January 19, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
February 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
March 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
April 20, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
May 17, 2021	Board Meeting	Sawyer Hotel	
June 15, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.



## Board Meeting Sign In Sheet: December 15, 2020

8 am to 10:30 am

Location: Conference Call

Executive Board	Title	INITIAL	Quorum: 19	
Maggie Stedt	President	X		
Brad Davis	President-Elect	X		
Bruce Benton	Immediate Past President	X		
Cathy Little	VP Finance	X		
Vacant	VP Legislation			
Barbara Ciudad	VP Membership	X		
Mariette Lasley	VP Professional Development	X		
Sue Wakamoto Lee	VP PAC	X		
Paul Roberts	VP Public Affairs	X		
Craig Gussin	VP Corporate Relations	X		
Dorothy Cociu	VP Communications	X		
Dawn McFarland	VP Community Outreach	X		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogon	President CCAHU	X		
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU	X	Rick Coburn	X
David Dutchover	President IEAHU	X	Ashley Ingram	
Brian Sullivan	President LAAHU		Charlotte MacPherson	X
Vanessa Ignacio	President NCAHU	X	Pam Morton	
Dan Furtado	President NVAHU	X	Angie Caruso	
MaryAnna Trutanich	President OCAHU	X	Jo Ann Vernon	
Sam Siders	President SAHU	X	Carmen Perea	X
Terri Yurek	President SDAHU	X	Kacy Kunkel	
Laura Murphy	President SBAHU	X		
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU	X	Don Jones	X

### STAFF:

Mike Belote  
Jennifer Blevins  
Faith Borges X  
Kimi Shigetani X

### COMMITTEE CHAIRS:

Pat Stiffler, Awards X  
David Garcia, Medicare X  
Heather Siems, Vanguard X

## Board Meeting Minutes

**Meeting Description:** CAHU Board of Directors

**Date and Time:** February 16, 2021 8:15 a.m. to 10:45 a.m.

**Location:** Zoom Meeting



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

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- 8:15 a.m.      I.      Welcome, Call to Order, Antitrust Reminder      President  
Maggie reviewed the Antitrust reminder.

**Upon motion made by Craig Gussin and seconded by Bruce Benton the agenda shall be approved as submitted. The motion carried.**

**Upon motion made by Bruce Benton and seconded by Tim Kanter, the minutes of the January 19, 2021 Board of Directors meeting shall be approved as submitted. The motion carried.**

- 8:20 a.m.      II.      President's Report      President  
Maggie Stedt is excited to announce that Tim Kanter was elected as the CAHU VP of Community Outreach. We are thrilled to have him fill this position. Maggie noted that make sure you register for the NAHU CapCon. If you are on the CAHU Executive Board or a Committee Chair you can be reimbursed for the registration. If you are interested in being on the CAHU Board, please submit your nominations. Maggie reported that she is continuing to work on the CAMS agreement that is due July 1, 2021.

- 8:30 a.m.      III.      Immediate Past President Report      Immediate Past President  
Bruce is working on the Statewide Leadership Conference. The dates of the event are April 21-22, 2021. We are continuing to update the agenda. It is going to be a great event. The Nominations Committee has met several times to help streamline the process. The deadline to submit nominations for the CAHU Board is April 3, 2021. Bruce reviewed the Policies and Procedures updates. He noted that 2004, 7014, 7016, 2008, are Policies and Procedures that are going to sunset.

**Upon motion made by Bruce Benton and seconded by Barbara Ciudad, the 2004, 7014, 7016, 2008 Policies and Procedures will be allowed to sunset. The motion carried.**

**Upon motion made by Bruce Benton and seconded by Dorothy Cociu, the CAHU New Chapter Seed Monies (1017) Policies and Procedures updates should be approved as submitted. The motion carried.**

**Upon motion made by Bruce Benton and seconded by Jean Chariton, the updates to the Policies and Procedures 3002 document shall be approved as submitted. The motion carried.**

**Upon motion made by Bruce Benton and seconded by Rick Coburn, the updates to the Policies and Procedures 3004 document shall be approved as submitted. The motion carried.**

8:45 a.m. IV. Women's Leadership summit  
Maggie reported that the committee has worked very hard on the Women's Summit. Jenny and her team have also worked very hard to limit the risk with the event. Cerrina reported that we planned to have our Summit last year, however with Covid we had to move the event. The Women's Summit is still planned as a live event. Currently we do not want to have this as a virtual event. We have reduced our projected attendance. Only a few people have canceled their registrations. Jenny has updated the budget for the event. We think that the event should still take place in April. We can change the date. If we want to cancel the event, we will lose a large amount of money. The deadline to change the date of the event is March. Cerrina noted that they have created onsite safety procedures. We are getting ready to send out communications to the members, however we wanted to discuss with the CAHU Board first. Several Board members noted that they are not going to be allowed to attend. Maggie recommends that we send a survey out to the attendees to see if they are going to attend. Maggie thanked Cerrina and Committee for the work they have done on this event.

9:00 a.m. V. Finance Report VP Finance  
Cathy reported on the January Financials. We are still showing a decline in membership. The current assets of January 31, 2021 are \$423,347. The assets are looking good at this point. The finance committee voted to move \$25,000 from checking tin the money market account. Cathy noted that we received the proposal by Paul Roberts to make a financial investment in the services of a Public Relations firm. The estimated annual investment is \$65,100. We do currently have \$25,000 in the budget to start these services. Cathy reported that she attended a CalSAE seminar on the PPP loans. She is currently reviewing the options for CAHU.

**Upon motion made by Cathy Little and seconded by Craig Gussin, the January financials were approved as submitted. The motion carried.**

9:05 a.m. VI. Legislation Report VP Legislation  
Dawn reported that Faith has been working on all the new bills that are coming out. Faith reported that the deadline to introduce new bills is this Friday. Faith noted that next week she will be working with Dawn on assigning bills to Leg Council members for bill review. Dawn reminded the Board that CapCon is coming up. Please reach out to your local Leg Chairs to participate in meetings.

9:10 a.m. VII. PAC Report VP PAC  
Sue reported that she submitted her board report. It is in the board packet. Maggie thanked Sue for submitting her report on time. Maggie noted that she is giving Sue a Starbucks gift card for submitting her report on time.

9:15 a.m.	VIII.	Public Affairs Report Paul reported that at the last Executive Board meeting Westbound Communications gave a prestaton. Paul noted that he continues to work with on the proposal. Paul thanked Cathy for the update on the financial side of hiring a Public Relations firm. He hopes to have more details for the next board meeting.	VP Public Affairs
9:20 a.m.	IX.	Communications Report Dorothy reported that she is working on the next Statement. The Statement will be going out on time. Dorothy noted that she has a lot content from chapters and the CAHU Board. Dorothy is looking for more Vanguard information.	VP Communications
9:25 a.m.	X.	Corporate Affairs Report Craig reported that he is working with several sponsors. He is sharing the value of CAHU with them.	VP Corporate Affairs
9:30 a.m.	XI.	Membership Report Barbara reported that the membership is down. Barbara noted that LAAHU did a great job with seven new members in January. The Membership Committee is working hard to bring in new members.	VP Membership
9:35 a.m.	XII.	Professional Development No report.	VP Professional Development
9:40 a.m.	XIII.	Awards Report Pat reported that she will be getting in touch with people to gather items to submit.	Awards Chair
9:45 a.m.	XIV.	Medicare Advisory Group Report David reported that he is working on the CAHU Medicare event on March 24, 2021. He also noted that he is working with Nathan to update the Medicare website. We are also adding Medicare videos to the website.	Medicare Chair
9:50 a.m.	XV.	Vanguard Report Sue reported that they are currently working on a webinar. They are also planning a few other vanguard events.	VP Vanguard
9:53 a.m.	XVI.	CAHU Foundation Report Tim reported that he does not have much to report since he was just elected to the position.	VP Community Outreach
9:55 a.m.	XVII.	Local Chapter Reports VCAHU – Tim reported that their webinar is today. Humana is sponsoring the meeting. The meeting is about zoom. We have our virtual symposium will be next month. They are working with SBAHU on the event. The meeting attendance has been very good at our meetings.	Chapter Presidents

CCAHU – Zac noted that their zoom meetings have been having great attendance. We are doing two or three speakers at each meeting. Dorothy did a great CE webinar for us in January.

GGAHU- Ken reported that he is having one-hour member meetings each month. Our next meeting is on February 18. We continue to partner with SVAHU and NCAHU. The meetings are going well.

LAAHU-Ross reported that we have a new website. We used constant contact to create the website. Our diversity seminars are going well. We will have a virtual booth at NAHU. Make sure you check out events on the website. The sales symposium will be in May. It will be a virtual meeting.

NCAHU – Vanessa reported that she is excited to announce that Norman Sheehan is our new President elect. We are pleased with the bay area partnership. Vanessa noted that they plan to have their sales symposium in August.

SAHU – Sam reported that have a none crab feed coming up in March. This is going to be a drive through event. We are very excited for this event. We expect a large turnout. Sam noted that they have an in-person golf event in May.

SBAHU- Laura noted that they are working with VCAHU on their sales symposium. We also got a new member this month. Laura reported that they have two events in March.

DCAHU- Jean reported that they have a member meeting this Thursday. Faith did a great job last month. We had our highest attendance at that meeting. We are looking at focusing on our Medicare event in the fall.

OCAHU – Pat reported that they had their sales symposium. It had about 145 attendees. Pat noted they have moved their Women’s event to December. Paul reported that they had their business summit. It had some technology issues.

NVAHU – Dan reported on current operations of the association.

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|------------|--------|---|
| 10:40 a.m. | XVIII. | Management Report<br>Nathan reviewed the CAMS management report that was in the Board packet. |
| 10:45 a.m. | XIX.   | Old Business<br>No old business was reported.   |
| 10:46 a.m. | XX.    | Meeting Adjourned at 10:46  |



## ANTITRUST COMPLIANCE POLICY OF CAHU

It is the policy of the California Association of Health Underwriters to fully comply with the antitrust laws of the United States and the State of California. In order to assure full compliance, the following policies and procedures are to be followed by all employees and members of the Association and by representatives of any members of the Association.

- 1) At any meeting of the membership of the Association or any Committees of the Association or at any meeting where any employee of the Association is present or where the Association is in any way involved, there shall be no discussion of the following:
  - (a) Prices or rates for products or services provided by CAHU members or those within the industry;
  - (b) Changes or proposed changes in the prices or rates of products or services offered to current or potential clients;
  - (c) Formulas, procedures, means for the establishment and determination of prices, rates, discounts, terms and conditions of products or services;
  - (d) Price cutting, pricing too low, or any discussion of prices by individual members at all, or any discussions or any acts, practices or conduct which would in any way ever be construed to constitute a boycott or any attempt to exclude any competitor;
  - (e) Any agreements which any member has with any potential or current clients.

It is the intention of this paragraph to preclude any discussion whatsoever at any meeting or the Association of any meeting where Association personnel are present of any matter relating to prices, rates, discounts, and particular competitive practices of the members of the Association.

- 2) A copy of this Antitrust Compliance Policy is posted on the Association web site.
- 3) At each meeting of the membership, or of any Committee of the membership, the membership shall be reminded by the President of this Antitrust Compliance Program, and that the members shall adhere to its policies both in formal meetings and any informal discussions before, after or during such meetings.
- 4) The President shall periodically review with members of the Executive Committee of the Association this Antitrust Compliance Policy and discuss its effectiveness.



## AGENDA

**Meeting Description:** CAHU Board of Directors

**Date and Time:** February 16, 2021 8:15 am to 10:45 am

**Location:** Zoom Meeting



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

8:15 am	I.	Welcome, Call to Order, Antitrust Reminder <a href="#">Link to NAHU Board Orientation on Governance</a>	President, Maggie Stedt	
	II.	Approval of Agenda of February 16, 2021	President, Maggie Stedt	Page 2
	III.	Approval of Minutes of January 19, 2021	President, Maggie Stedt	Page 4
8:20 a.m.	IV.	President's Report	President, Maggie Stedt	
8:25 a.m.	V.	President Elect Report	President Elect, Brad Davis	
8:30 a.m.	VI.	Immediate Past President Report	Imm. Past President, Bruce Benton	Page 9
8:35 a.m.	VII.	Financial Report	VP Finance, Cathy Little	Page 15
8:45 a.m.	VIII.	Women's Leadership Summit	Cerrina Jensen, Korey Ashton	
9:00 a.m.	IX.	Legislation Report	VP Legislation, Dawn McFarland	
9:05 a.m.	X.	PAC Report	VP PAC, Sue Wakamoto-Lee	Page 24
9:10 a.m.	XI.	Public Affairs Report	VP Public Affairs, Paul Roberts	
9:15 a.m.	XII.	Corporate Affairs Report	VP Corporate Affairs, Craig Gussin	
9:20 a.m.	XIII.	Membership Report	VP Membership, Barbara Ciudad	
9:25 a.m.	XIV.	Professional Development Report	VP Prof. Development, Mariette Lasley	
9:30 a.m.	XV.	Communications Report	VP Communications, Dorothy Cociu	
9:35 a.m.	XVI.	Awards Report	Awards Chair, Patricia Stiffler	
9:40 a.m.	XVII.	Medicare Advisory Group Report	Medicare Chair, David Garcia	
9:45 a.m.	XVIII.	Vanguard Council Report	Vanguard Chair, Heather Siems	
9:50 a.m.	XIV.	CAHU Foundation Report	VP Community Outreach, Tim Kanter	
9:55 a.m.	XIX.	Local Chapter Reports (3 minutes each)	Chapter Presidents	
10:40 a.m.	XX.	Management Report	CAMS Staff, Nathan Carlson	Page 25
10:44 a.m.	XXI.	Old Business		
10:45 a.m.	XXII.	Meeting Adjourned		

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*Updated: 2/12/2021*

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## 2020-2021 Board of Directors Meetings and Events

Date	Event	Location	Time
January 19, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
February 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
March 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
April 20, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
May 17, 2021	Board Meeting	Sawyer Hotel	
June 15, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.

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## Board Minutes

**Meeting Description:** CAHU Board of Directors

**Date and Time:** January 19, 2021 8:00 am to 10:30 am

**Location:** Zoom Meeting



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

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- |           |      |  |                          |
|-----------|------|--|--------------------------|
| 8:00 am   | I.   | Welcome, Call to Order, Antitrust Reminder   | President                |
|           |      | <a href="#">Link to NAHU Board Orientation on Governance</a>   |                          |
|           |      | Maggie reviewed the anti trust reminder.   |                          |
|           | II.  | Approval of Agenda of January 19, 2021   | President                |
|           |      | Rick moved to approve agenda, Craig seconded. No changes, ayes carry.  |                          |
|           | III. | Approval of Minutes of December 15, 2020   | President                |
|           |      | Rick moved to approve minutes, Tim seconded. No changes or discussion, ayes carry.   |                          |
| 8:05 a.m. | IV.  | President's Report   | President                |
|           |      | Maggie reviewed the Strategic planning check in, reminded Executive Board to register for Capitol Conference. Thanked Kimi for her work, introduced Nathan as the new incoming interim. Noted that CAMS agreement is being re-worked and will be finalized July 1. Maggie reminded all chapters that membership and PAC should be discussed at every meeting.  |                          |
| 8:20 a.m. | V.   | Immediate Past President Report  | Immediate Past President |
|           |      | Bruce noted that the nominations committee would be meeting soon. The notice will be going out today. Local chapter presidents or a representative from the chapter will be invited to all nominations committee calls. Chapter Leadership & Development committee is considering a virtual chapter leadership conference April 27-29. Asked for chapter feedback to avoid conflicts. Governance Committee put forward some policy changes but will postpone vote until February. Will be working on bylaw clean up and recommendations as well.   |                          |
| 8:30 a.m. | VI.  | President Elect Report   | President Elect          |
|           |      | Brad asked everyone to make sure they read their board packet and to review the Policies and Strategic Planning notes. Noted that chapters have been working to engage members, and that he is working to change the way the board meeting is structured. The VP's will meet outside of board meeting (second Monday of each month at 10:30 am) to allow the focus of the board meetings to be on chapters.  |                          |
| 8:35 a.m. | VII. | Financial Report   | VP Finance               |
|           |      | Cathy shared the finance report. Noted that membership is on the decline. Dues are coming in on average to cover expenses. Finance committee voted to move \$25,000 from the bank account to the Schwab money market account. The Annual Summit is projected to have a profit of about \$24,000 – goal had been \$50,000 profit but still happy with profit. Noted that the Legislative webinar had a significant number of non members who were interested. Attended a webinar on PPP for 501c6 organizations. Cathy noted that there was a way to have CAHU qualify for PPP funds through CAMS as a low interest loan. Chance that it could be forgiven. Will discuss with CAMS and decide what to do. Cathy moved to accept January financials, Rick seconded. No discussion, ayes carry. |                          |

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*Updated: 2/11/2021*

8:40 a.m.	VIII.	Legislation Report	VP Legislation	Dawn noted that there were 150 on the Legislative webinar. Bill Review will be virtual this March 11. Ramping up for Cap Con, and has reached out to NAHU to determine format and framework. Working on getting more information on individual mandate tax issues.
				Faith – no bills to report on yet. Video of the webinar will be posted on the website later this week.
8:50 a.m	IX.	PAC Report	VP PAC	Sue reported on PAC issues – reminded everyone that the PAC has a narrow scope – only focuses on health insurance and broker industry. Board votes on when individuals receive funds and it is based on industry focus. PAC meets this Thursday. Funds are depleted after election, so there will be a lot of fundraising this year. Maggie noted that contributions are based on our industry – not on other events. Sue reiterated that CAHU PAC is only California, not national. Faith noted that CAHU and the PAC are non partisan. Maggie noted that the Executive board will be putting together a statement from the board.
8:55 a.m	X.	Public Affairs Report	VP Public Affairs	Paul reported that the PR firm has drafted a peer review report. Paul will present to board in February. Work will be on setting goals around addressing deficit areas. Plan is to have firm present to the Executive board, and then to the full board. Working with membership to determine numbers and how to grow it. Firm looked at NAHU and Texas AHU, SHRM and other associations websites to gather data.
9:00 a.m	XI.	Corporate Affairs Report	VP Corporate Affairs	Craig noted that the membership loss has a direct impact on the budget. Asked board for input on a “Friends of CAHU” partnership. Lower price point, but must be a CAHU member. Asked for updates from chapters on companies that are new to the Medicare arena.
9:05 a.m	XII.	Membership Report	VP Membership	Barbara noted that she reached out to all chapter membership chairs with the list of non members who had registered for the webinar, and also reached out the people. There was confusion around associate members and agency membership. There were some who said they would renew as well. Lapsed members are outpacing new members. Asked for feedback and ideas on how to grow membership.
9:10 a.m	XIII.	Professional Development Report	VP Professional Development	Mariette reported on the Professional Development call – Kelly Pastore from Region 8 and Pat Stiffler about awards. Videos are posted on NAHU’s social media weekly. Pat reminded chapters to promote LPRT. CCAHU has a legislative update tomorrow, and LAAHU has a vaccine update tomorrow as well. Maggie reminded chapters that they should all have a representative on each call. Maryanna asked VPs to let the chapters know if the chapters don’t have reps on the call. Brad and Maggie will work on a system.
9:15 a.m	XIV.	Communications Report	VP Communications	

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Dorothy reported that the STATEment was out, highest open rate yet at 30% on first email blast. February 1<sup>st</sup> is the deadline for the first issue, please send articles and any event updates to Dorothy. Article on transparency has been picked up by CalBroker and NAHU.

- |          |        |   |                       |
|----------|--------|---|-----------------------|
| 9:20 a.m | XV.    | Awards Report<br>Pat reported that she had applied for Legislative Excellence but no individual awards. Will be applying for Landmark and other awards including Blue Ribbon. Emerging Leader award is converting to Vanguard award.  | Awards Chair          |
| 9:25 a.m | XVI.   | Medicare Advisory Group Report<br>David was not on call.  | Medicare Chair        |
| 9:30 a.m | XVII.  | Vanguard Council Report<br>Heather noted that there was success with the CAHU Summit, and that there will be some initiatives coming up throughout the year. Working on rebranding. Working with chapters who have Vanguard chairs and with chapters who do not as well. Asked each chapter to nominate member for the Emerging Leader award. | Vanguard Chair        |
| 9:35 a.m | XVIII. | CAHU Foundation Report<br>Dawn noted that there will be a board meeting on Wednesday. Asked for suggestions for board members and board chairs.   | VP Community Outreach |
| 9:40 a.m | XIX.   | Local Chapter Reports (3 minutes each)  | Chapter Presidents    |
- CCAHU – Zac noted that meetings were going well, board was engaged. Using a format designed to resist Zoom fatigue – speakers typically go about 20 minutes each and have several speakers. Doing a flag salute and other things. Keeping sponsorships small, doing prize drawings. Using Fiverr to design graphics for meetings. Applied for a relief grant under COVID funding.
- VCAHU – doing two meetings this month as attendance has been good. Symposium coming up that will be virtual.
- SBAHU – Legislative webinar helped with membership. Noted that small board means that not all the committee meetings get covered. Would be helpful to know who was on each call.
- OCAHU – Sales symposium in February. Almost all sponsorships are sold. Three day event – half days each day. Registration is going well although a little slow. Medicare meeting and working on organizing event for September. Golf tournament is also getting planned.
- GGAHU – Sue reported that January meeting is Bay Area wide event. Future meetings will be on vaccines, employment law. Rick encouraged all chapters to look at partnerships. Sue noted that they are going to talk about doing sponsorships with other chapters as well. Maggie encouraged chapters doing a Memorandum of Understanding if partnerships are fiscal in nature.

SAHU – Crab Feed will be a steak and shrimp feed in lieu of Crab in March. Business

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event will be virtual in July. Golf tournament in May. Mid year review showed a lot of goals have been accomplished. Sponsorships are going strong. Able to move funds into savings. Looking at social media marketing with a marketing firm and using Facebook and LinkedIn ads. Will keep board updated on how it goes. Communications chair is going to use Hootsuite. Zac noted that in their experience, LinkedIn was the most impactful.

SDAHU – Terri reported there is a CE Course for the end of January, another in February. Labor law is a good draw as well. Working on developing happy hours into both fun and interesting. Asked for feedback on doing an event fully recorded. Dawn noted that trying to make online events be just like in person events is difficult.

DCAHU – Jean reported that they had added a new member. Did a membership video and posted on website. Have also been doing phone calls to members and potential members. Faith is speaking on Thursday with a legislative update.

IEAHU – Had a certification with Janet Trautwein last week and had about 20 people do the certification. Have a tax strategies speaker on the next call. Did an ACA reporting webinar last month. Have been working on creating a membership push. Also working on strategic partnerships to bring value to members and sponsors. Working on CE day in March.

NVAHU – Dan reported that they have a CE day scheduled for April – moving everything over from last year. Not sure if it will be in person or not.

LAAHU – Craig noted that there are some events coming up. Bruce noted there is a membership meeting on vaccine rollout.

NCAHU – working on future webinars around employment law and other topics.

10:25 a.m.	XX.	Executive Director Report Nathan noted that he will be working with Kimi on transitioning.	Kimi Shigetani
10:28 a.m.	XXI.	Old Business	
10:30 a.m.	XXII.	Meeting Adjourned at 10:20 am Tim moved to adjourn, Maryanna seconded. Ayes carry.	

## 2020-2021 Board of Directors Meetings and Events

Date	Event	Location	Time
January 19, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
February 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
March 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
April 20, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
May 17, 2021	Board Meeting	Sawyer Hotel	
June 15, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.

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## Board Meeting Sign In Sheet: January 19, 2021

8:00 am to 10:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 19	
Maggie Stedt	President	X		
Brad Daivs	President-Elect	X		
Bruce Benton	Immediate Past President	X		
Cathy Little	VP Finance	X		
Dawn McFarland	VP Legislation	X		
Barbara Ciudad	VP Membership	X		
Mariette Lasley	VP Professional Development	X		
Sue Wakamoto Lee	VP PAC	X		
Paul Roberts	VP Public Affairs	X		
Craig Gussin	VP Corporate Relations	X		
Dorothy Cociu	VP Communications	X		
Vacant	VP Community Outreach			
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	X		
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU	X	Rick Coburn	X
David Dutchover	President IEAHU	X	Ashley Ingram	
Brian Sullivan	President LAAHU		Charlotte MacPherson	X
Vanessa Ignacio	President NCAHU	X		
Dan Furtado	President NVAHU	X	Angie Caruso	
MaryAnna Trutanich	President OCAHU	X	Jo Ann Vernon	X
Sam Siders	President SAHU	X	Carmen Perea	
Terri Yurek	President SDAHU	X	Kacy Kunkel	
Laura Murphy	President SBAHU	X		
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU	X	Don Jones	X

### STAFF:

Mike Belote  
Jennifer Blevins X  
Faith Borges X  
Kimi Shigetani X

### COMMITTEE CHAIRS:

Pat Stiffler, Awards X  
David Garcia, Medicare  
Heather Siems, Vanguard X  
Additional Guests – Nathan Carlson, Bryan Coppin,

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## AGENDA

**Meeting Description:** CAHU Board of Directors

**Date and Time:** July 21, 2020 8:00 am to 11:00 am

**Location:** Conference Call



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

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- 8:00 am I. Welcome, Call to Order, Antitrust Reminder President  
[Link to NAHU Board Orientation on Governance](#)  
Maggie called to order at 8:03 am. Reviewed Anti Trust rules.
- II. Approval of Agenda of July 21, 2020 President  
Motion to approve agenda – Rick Coburn, Sue seconds. Ayes carry.
- III. Approval of Minutes of June 16, 2020 President  
Motion to approve minutes – Mary Anna, Laura seconds. No discussion, ayes carry.
- 8:05 a.m. IV. President's Report President  
Maggie announced appointments - Heather Sims will be Vanguard Chair (SDAHU), David Garcia will be Medicare Chair, Bruce will be taking over Governance Committee, Pat Stiffler will be Awards Chair, VP of Community Outreach will be Dawn McFarland. Barbara moved to approve, Tim seconded, ayes carry. Maggie noted that she also wanted to discuss a Diversity position. Asked all chapter presidents to introduce themselves.
- 8:20 a.m. V. President Elect Report President Elect  
Korey noted that she was offered a position in Boise, Idaho, and that she would be moving in August, and is resigning from the President Elect position.  
  
Maggie noted that with a resignation the position would be up for appointment. Will be putting together a search committee, and then will bring the nominee to the board for a vote of approval. Intends to have process completed by December.
- 8:25 a.m. VI. Immediate Past President Report Immediate Past President  
Bruce noted that he will be working on reviewing policies and bylaws with the help of a committee. Also will be engaging counsel to review bylaws and bring them up to speed. Will also be working on a leadership development unit.
- 8:30 a.m. VII. Financial Report VP Finance  
Maggie delivered Financial Report as Cathy is on vacation. Noted that the budget is still showing a loss. Membership is down and continuing to trend down. Work on membership numbers is critical at this point. Motion to accept the financials from Mary Anna, Sue seconds. Brad noted that the deficit was not large, and that cash flow is not bad right now. Ayes carry.  
  
Maggie noted that the budget was sent out prior to the meeting, no comments were received. Budget was also included in the agenda packet. Noted that the budget was not currently balanced. Bruce moved to approve, Sue seconded. Maggie called for vote, ayes carry (no opposition, no abstentions). Maggie thanked the Finance Committee for working on the budget, and will be working to bring the budget into balance. Reminded VP's that some positions have budgetary items, and questions



should be directed to Maggie and Cathy. Kimi reminded everyone to send any outstanding reimbursements no later than July 31.

- |           |       |  |                             |
|-----------|-------|--|-----------------------------|
| 8:40 a.m. | VII.  | Legislation Report   | VP Legislation              |
|           |       | Brad noted that the first Leg Call was last week. Faith noted that the Capitol building was closed for a deep cleaning, expected to open next week. Noted that the regular session was going to be condensed to 5-6 weeks, and anticipated the legislature to address primarily COVID, wildfires, homelessness issues and basic budget needs. Currently anticipating a large budget deficit due to tax losses. Not able to engage at direct legislative level due to COVID, but still closely tracking all the committees and board (Covered CA, etc) as well as the Healthy CA for all Commission.  |                             |
|           |       | Brad noted that the shortened session may be good, but that the tracking and engagement is ongoing and critical. Maggie noted that the nurses union is being very active and that we should expect legislation.  |                             |
| 8:50 a.m  | VIII. | PAC Report   | VP PAC                      |
|           |       | Sue noted that the PAC is having a difficult time due to COVID (lack of live events) and other issues, running about 50% of where the PAC should be for an election year. PAC Board did bring in four new members, Stephanie Berger will be chair of the PAC Board. New members – Bruce Benton, Sean Greene and Leslie Williams. Sue noted that board members (chapter, state and PAC) should all be contributing, and that she will be reaching out to board members who are not contributing. Maggie reiterated that contributing to PAC is part of being a board leader. Asked chapter presidents to make sure that their PAC chairs are on the monthly call, and that presidents should be if the PAC chairs were not able to. |                             |
| 8:55 a.m  | IX.   | Public Affairs Report  | VP Public Affairs           |
|           |       | Paul noted that he has been learning as much as possible, and will be working on the website with Kimi.  |                             |
| 9:00 a.m  | X.    | Corporate Affairs Report   | VP Corporate Affairs        |
|           |       | Yolanda was unable to attend meeting due to a family issue. Maggie reviewed her report, some firms that she is working with and doing outreach to.   |                             |
| 9:05 a.m  | XI.   | Membership Report  | VP Membership               |
|           |       | Had first membership meeting, reviewed the monthly reports and other resources on the NAHU website. Had new chairs for those areas, stressed the importance of members – critical for retention. GAINS report is about a month behind – Region 8 is #2. 75% retention which needs to work. Asked membership chairs to come up with 3 things they planned to do to improve retention. Working on campaign for marketing/themes for membership – will be “You’re not alone”. Maggie noted that some of the larger GA’s and FMO’s have changed how they pay for dues. Current member count is 1649, down almost 200 numbers. Discussed membership dues amounts, NAHU access and roster issues.  |                             |
| 9:10 a.m  | XII.  | Professional Development Report  | VP Professional Development |
|           |       | Marianne reported that she has been reaching out to speakers and has been reaching out to all the PD chairs and that the first call will be on August 14 <sup>th</sup> .   |                             |

9:15 a.m	XIII.	Communications Report	VP Communications
		<p>Dorothy noted the STATEment went out at the end of June. Had a 22% open rate initially, second email had a 27% open rate. Working with social media team to make sure there are consistent social media posts. Next issue deadline is August 1<sup>st</sup>. Opened a shared Dropbox folder for chapters to use. Feature article in STATEment on COVID was also picked up by CalBroker and will be in August issue. Podcasts will start again soon – Brad and Faith will start with legislative updates. Asked if a fall publication in print would be useful.</p>	
9:20 a.m	XIV.	Awards Report	Awards Chair
		<p>Pat reviewed the awards from NAHU. Pat noted that chapters need to apply for awards – more would win! Will be reviewing the CAHU awards this week and will be sending them out this week.</p>	
9:25 a.m	XV.	Medicare Advisory Group Report	Medicare Chair
		<p>David reported that the medicare market is growing. Still building out the Medicare page on the CAHU.org site. Will also be reaching out to FMO's to advertise on the website. Asked for names of anyone interested who wanted to sit on the committee. Noted two Medicare summits happening this fall, both online.</p>	
9:30 a.m	XVI.	New Business - NONE	President
		<p>LAAHU - Brian did report out about the Business Expo the prior week. Found software to not be user friendly – chat feature in exhibit hall had a long delay (3-5 minutes). Still looking at financials to determine profit on event. Reviewed the sessions and speakers. Noted that Brian will be president for a second year as the President Elect stepped down in June.</p> <p>CAHU Foundation - Dawn provided a report on Community Outreach -looking to develop a community outreach/public service committee involving the chapters.</p> <p>OCAHU - MaryAnna noted that the Women In Business event will be different this year – will be done virtually. Pat noted that the fundraising will be done via a peer to peer, selling raffle tickets for baskets. Individual on committee has offered to match whatever is raised.</p> <p>SDAHU - Terri reported that being virtual has put a damper on the Vanguard events. Chapter did a philanthropy event. Sean Greene and David Parker went out to businesses and did a putting contest that was very successful. Boards theme is "Agents Changing the World". Focus is on reaching out to members as much as possible.</p> <p>VCAHU - Tim Kanter noted that their board had just recorded a introduction video.</p> <p>SAHU – Mariette reminded the board that their business expo was next week. Sam noted that there is a custom platform being built out so that its live. Attendance is up, vendors and sponsors are sold out. Had movement in board makeup recently. Needs a Vanguard chair.</p>	
9:35 a.m	XVII.	Adjourn	President

Motion to adjourn meeting - Meeting adjourned at

### **Leadership Training**

Stephanie Berger started Leadership Training at 9:38 am.

Stephanie noted that the goal of training was to get everyone focused and on the same page. Reviewed some of the answers from the survey. Leading by example, delegating, etc. Discussed ways that volunteerism impacts peoples lives.

Noted the importance of balancing leadership, volunteerism, life. Having people (Vice Chairs) to assist is critical. Succession planning is key to building depth to boards. NAHU has tremendous resources for leaders and chapters. Position descriptions, reports, videos on leadership and resources, etc. Discussed the changes that have happened in the past six months because of COVID – technology is key right now. Use technology and that chapters continue to schedule events. Stephanie stressed the importance of engaging members in virtual platforms.

Encouraged chapters to find value in providing information to members that are not only CE focused. Networking is important at this time as well.

Leadership portion ended at 10:30 am.

### **Strategic Planning - Opening**

Maggie introduced the goals for Strategic Planning.

Bruce discussed the need to manage the policies and procedures, and the need for board members to engage in reviewing them and have them brought to the board. Will bring committee names to board in August. Need to make sure that all policies and procedures are reviewed and brought up to speed via Governance Committee. Bruce discussed membership in regards to creating the membership commercial and the importance of explaining the importance of membership benefits. Regional training is an area that should be strengthened. However, NAHU has online leadership training courses.

Brad noted that CAHU does amazing things, but does not advertise all the great things that happen. Demonstrating what we do is important. Would like to work with other VP's to form a group to leverage to spread messaging out. Brad would like to expand Adopt a Leg with help from Debbie Blander – encourage in district events and participation, and to send those out via social media, etc. Outward facing communications and events is critical as well. As content is created, will be able to have more stories to tell to both inward and outward facing groups.

Maggie noted that the balance of the VP's and chapters will review their goals on the August 4<sup>th</sup> call.

## **2020-2021 Board of Directors Meetings and Events**

Date	Event	Location	Time
July 21, 2020	Board Meeting	Conference Call	8 a.m. to 11 a.m.
August 4, 2020	Strategic Planning	Conference Call	8 a.m. to 11 a.m.
August 18, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
September 15, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
October 6 & 7, 2020	Summit	Virtual Summit	TBD
October 20, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
November 17, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
December 15, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
January 19, 2021	Board Meeting/Strategic Planning Update	TBD	
February 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
March 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
April 20, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
May 17, 2021	Board Meeting	Sawyer Hotel	
June 15, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.



## Board Meeting Sign In Sheet: July 21, 2020

8 am to 11:00 am

Location: Conference Call

Executive Board	Title	INITIAL	Quorum: 19	
Maggie Stedt	President	X		
Korey Ashton	President-Elect	X		
Bruce Benton	Immediate Past President	X		
Cathy Little	VP Finance	Abs		
Brad Davis	VP Legislation	X		
Barbara Ciudad	VP Membership	X		
Mariette Lasley	VP Professional Development	X		
Sue Wakamoto Lee	VP PAC	X		
Paul Roberts	VP Public Affairs	X		
Yolanda Webb	VP Corporate Relations	Abs		
Dorothy Cociu	VP Communications	X		
Dawn McFarland	VP Community Outreach	X		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU			
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU	X	Rick Coburn	X
David Dutchover	President IEAHU	X		
Brian Sullivan	President LAAHU	X	Charlotte MacPherson	X
Vanessa Ignacio	President NCAHU	X	Pam Morton	X
Dan Furtado	President NVAHU		Angie Caruso	
MaryAnna Trutanich	President OCAHU	X	Jo Ann Vernon	
Sam Siders	President SAHU	X	Carmen Perea	
Terri Yurek	President SDAHU	X	Kacy Kunkel	
Laura Murphy	President SBAHU	X		
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU	X	Don Jones	X

### STAFF:

Mike Belote  
Jennifer Blevins  
Faith Borges X  
Kimi Shigetani X

### COMMITTEE CHAIRS:

Pat Stiffler, Awards X  
David Garcia, Medicare X

## AGENDA

**Meeting Description:** CAHU Board of Directors

**Date and Time:** March 17, 2020 8:00 am to 10:30 am

**Location:** Conference Call



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

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- |           |      |   |                          |         |
|-----------|------|---|--------------------------|---------|
| 8:00 am   | I.   | Welcome, Call to Order, Antitrust Reminder  | President                | Page 3  |
|           |      | <a href="#">Link to NAHU Board Orientation on Governance</a>  |                          |         |
|           |      | Called to order at 8:05 am.   |                          |         |
|           | II.  | Approval of Agenda of March 17, 2020  | President                |         |
|           |      | Sue moved to approve agenda, seconded by Yolanda. Call for discussion, none. Ayes carry.  |                          |         |
|           | III. | Approval of Minutes of February 18, 2020  | President                | Page 4  |
|           |      | Motion to approve February minutes by Brian, seconded by Dawn. Call for discussion – Sue noted there is a typo on page 2 “discussion” is misspelled. Move to approve with correction – ayes carry.  |                          |         |
| 8:05 a.m. | IV.  | President’s Report  | President                |         |
|           |      | Bruce reported that NAHU had sent out communications on COVID-19 and are postponing all meetings, encouraged chapters to do the same. Waiting for additional information regarding the Annual Convention, right now it is still taking place. Looking into legal guidance about electronic voting in lieu of House of Delegates, and into having bylaws reviewed by counsel. Women’s Leadership Summit was postponed. Bruce has been working on corporate affairs, sent letter next week and is working on videos for other areas of the association. |                          |         |
| 8:20 a.m. | V.   | President Elect Report  | President Elect          |         |
|           |      | Maggie reminded chapters moving meetings to make sure that boards vote and approve the movement of the meeting. Senior Summit has an agreement form between chapters who participate – suggested that chapters join together to rebook events if all are moving to a short time frame. Strategic planning will be in July – face to face on July 21 <sup>st</sup> in Sacramento. Noted that the pool was good, looking for nominations VP. Bruce asked chapters to send dates of rescheduled events to Kimi.  |                          |         |
| 8:25 a.m. | VI.  | Immediate Past President Report   | Immediate Past President |         |
|           |      | • Nominations Committee Report  |                          | Page 9  |
|           |      | Bruce delivered Nominations Committee report. Reviewed current nominations, noted that there have been changes. Korey’s nomination for VP membership was withdrawn, is now running for President Elect. Reviewed the balance of report. Kimi noted that Ashley Ingram was nominated for VP PAC, and Yolanda Webb was nominated for VP of Corporate Affairs.   |                          |         |
| 8:30 a.m. | VII. | Financial Report  | VP Finance               | Page 11 |
|           |      | • Review of Finance Report  |                          |         |
|           |      | Cathy reviewed her financial report. Liquid assets are up, need to discuss the impact on budget for moving Women’s Leadership Summit. Will revise current year budget. Income was above target for February. Membership has been dropping, expects COVID-19 to impact event attendance. Motion to accept the financial report – Maggie  |                          |         |

moved, Brian seconded. Call for discussion, none, ayes carry.

- 8:40 a.m. VII. Bill Review & Legislation Update VP Legislation *Page 20*  
Jim noted that Bill Review was last week in Napa. Reviewed 30 plus bills that are listed in packet. Clarified process – will give overview of bills and noted that bills were fluid and could be amended. Board will discuss any and then vote on positions at once. Jim reviewed all the positions and summary of bills. Brian moved to approve all positions, Mary Anna seconded. Bruce called for discussion. No discussion, Ayes carry. No oppose or abstentions.
- Faith noted that the legislature adjourned early for spring recess and will be out until April 13<sup>th</sup>. Faith will be working on lobbying positions.
- Jim noted that the CDC recommendation to move meetings for the next 8 weeks meant a move for Capitol Summit. Looking at June 14-16.
- 8:50 a.m. VIII. PAC Report VP PAC  
Sue noted that there is about \$55,000 in PAC account, still working on catching up from changing administrators. Will be sharing list with local PAC chairs. Will be working on presentations for local chairs.
- 8:55 a.m. IX. Public Affairs Report VP Public Affairs  
Brad has been working on reaching out to candidates for next year, and will be looking at bills to see if there is a role for one page information sheets, etc.
- 9:00 a.m. X. Corporate Affairs Report VP Corporate Affairs  
Yolanda reported that the sales symposium last week for IEAHU went well, and had an opportunity to talk to carriers on Medicare side about potential partners.
- 9:05 a.m. XI. Membership Report VP Membership  
Will be meeting with Bruce and Dawn to work on filming commercials. Got power point out to chapters to use for meetings.
- 9:10 a.m. XII. Professional Development Report VP Professional Development  
Cerrina reported that Women's Leadership Summit was moved to August. Reviewed the details of the process and some of the difficulty presented by the hotel. Cerrina noted that people should cancel hotel reservations. Cathy asked about the potential of fees. Cerrina moved to approve to move the event, Yolanda seconded. Brad noted that there was a financial impact. Bruce re-stated the motion to move the event to August 5-7, 2020, and will also move the budget (both expenses and income) to the next fiscal year. Cerrina accepted friendly amendment, Yolanda approved as well. Discussion about finances, Kimi noted that both expenses and income will be moved to the next fiscal year budget according to GAAP. Brad asked that the finance committee update the budget for the next month. Bruce called for vote – ayes carry, no opposition or abstentions.
- 9:15 a.m. XIII. Communications Report VP Communications  
Kristie noted that the local chapters have done a great job of communicating changes. Will be working with them to make sure all dates are made public for anything that was rescheduled.

- |          |        |   |                       |
|----------|--------|---|-----------------------|
| 9:20 a.m | XIV.   | Awards Report<br>Pat noted that awards are due April 6. Certifications are also due in May.   | Awards Chair          |
| 9:25 a.m | XV.    | Medicare Advisory Group Report<br>Craig reported that he did not have any meetings set up now. Noted that there was a webinar at 11 tomorrow on working with the media. Maggie noted that John Greene had a meeting with the White House yesterday regarding enrollment dates, ability to enroll on a timely basis, may need retro effective dates for Medicare. Also asking for OEP to be extended through April.<br><br>Craig also reminded the board that there would be a NAHU training on working with the media on Wednesday, March 18 at 11 am via webinar.  | Medicare Chairs       |
| 9:30 a.m | XVI.   | Vanguard Council Report<br>Sean working on moving event to coincide with new Cap Summit dates.  | Vanguard Chair        |
| 9:35 a.m | XVII.  | CAHU Foundation Report<br>Dawn reported that the Foundation approved a marketing budget to get the Foundation started. May have new board member joining, will report next month.   | VP Community Outreach |
| 9:40 a.m | XVIII. | Local Chapter Reports (3 minutes each)<br>CCAHU – not on call<br><br>DCAHU – Jean reported that March meeting was cancelled. April meeting has not been cancelled, but is likely to do so. Health Care Summit will be discussed at next board meeting as it is scheduled for May. Had a meeting last month on social media, Dawn presented.<br><br>GGAHU – Rick and Kenneth reported that their meeting was moved to a webinar, and also has a April webinar, and a membership recruitment in May that may need to be moved. Had a sales symposium in April, new date TBD. Janet Powelson was awarded an achievement award and the chapter received Gold award.<br><br>IEAHU – Yolanda reported that sales symposium went well, moving April meeting to a new date. Also working on moving golf tournament.<br><br>LAAHU – Brian reported that symposium was moved to July 17, all board meetings will be conducted via zoom. Will be checking on how to handle annual election. Asked group to think about communications to members about COVID-19.<br><br>NVAHU – Dan noted that the CE day has been rescheduled to August 27.<br><br>NCAHU – Working on rescheduling their medicare summit as well as upcoming events.<br><br>OCAHU – Mary Anna reported they are holding board meetings by conference call, some events will be rescheduled, some cancelled. All Kaiser reps are shelter in place until April 1. | Chapter Presidents    |



SAHU – Sam reported that there have been several meetings and events rescheduled. One of the concerns is that there are so many events being rescheduled to August and is concerned about events may be overloaded to August. Maggie suggested partnering with other chapters. GGAHU partnered with Word & Brown to do webinars.

SDAHU - Stacy reported that March and April meetings have been postponed, Dancing with the Stars is also postponed. May postpone May meeting as well. Golf tournament is in June.

SBAHU – Laura noted that March meeting was last week. Board met via phone last week, made decision to postpone April and May. Board meetings are via phone.

SVAHU – not on call

VCAHU – cancelled symposium on Friday. Next two meetings will be cancelled, has a cornhole tournament in June, may move board installation and symposium to June as well.

- |            |       |  |                |
|------------|-------|--|----------------|
| 10:20 a.m. | XIX.  | Women’s Leadership Summit Update   | Cerrina Jensen |
| 10:25 a.m. | XX.   | Executive Director Report<br>Kimi noted that if any chapter needs assistance with doing oneline meetings or webinars to reach out to her. Also asked chapters to send dates of any meetings that have been moved so that she could make sure there was no overlap. | Kimi Shigetani |
| 10:28 a.m. | XXI.  | Old Business<br>No old business  |                |
| 10:30 a.m. | XXII. | New Businesss<br>Brad asked about May meeting – Bruce noted that May meeting will be moved to teleconference on May 19. Motion to move May meeting to conference call on May 19 from May 11 by Sue, seconded by Craig. No discussion, ayes carry.                  |                |

Sue motioned to adjourn, seconded by Rick.  
Meeting adjourned at 10:04 am.

## 2019-2020 Board of Directors Meetings and Events

Date	Event	Location	Time
April 21, 2020	Board Meeting	Conference Call	8 am - 10:30 am
May 19, 2020	Board Meeting	Conference Call	8 am – 10:30 am
June 16, 2020	Board Meeting	Conference Call	8 am - 10:30 am
June 27 - June 30, 2020	NAHU Annual Convention	Chicago	



## Board Meeting Sign In Sheet: March 17th, 2020

8 am to 10:30 am

Location: Conference Call

Executive Board	Title	INITIAL	<b>Quorum: 19</b>	
Bruce Benton	President	X		
Maggie Stedt	President-Elect	X		
Dave Fear Jr	Immediate Past President	Abs		
Cathy Little	VP Finance	X		
Jim Morrison	VP Legislation	X		
Korey Platt	VP Membership	X		
Cerrina Jensen	VP Professional Development	X		
Sue Wakamoto Lee	VP PAC	X		
Brad Davis	VP Public Affairs	X		
Yolanda Webb	VP Corporate Relations	X		
Kristie Scavarda	VP Communications	X		
Dawn McFarland	VP Community Outreach	X		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU		Mary Fluegel	
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU	X	Rick Coburn	X
Ashley Ingram	President IEAHU		David Dutchover	
Brian Sullivan	President LAAHU	X	Peter Seibold	
Vanessa Ignacio	President NCAHU	X	Pam Morton	X
Dan Furtado	President NVAHU		Leanne Chrisman	
MaryAnna Trutanich	President OCAHU	X	Pat Stiffler	
Josh Keller	President SAHU		Sam Siders	X
Stacy Moskowitz	President SDAHU	X	Sean Greene	X
Laura Murphy	President SBAHU	X	Vacant	
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU			

### STAFF:

Mike Belote  
Jennifer Blevins  
Faith Borges X  
Kimi Shigetani

### COMMITTEE CHAIRS:

Pat Stiffler, Awards X  
Craig Gussin, Medicare X  
Sean Greene, Vanguard X

Patrick Burns, CAHU PAC

## Board Meeting Minutes

**Meeting Description:** CAHU Board of Directors

**Date and Time:** March 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.*

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8:04 a.m.      I.      Welcome, Call to Order, Antitrust Reminder      President  
Maggie reviewed the Antitrust reminder.

**Upon motion made by Craig Gussin and seconded by Sue Wakamoto-Lee the agenda shall be approved as submitted. The motion carried.**

**Upon motion made by Bruce Benton and seconded by Laura Murphy, the minutes of the February 16, 2021 Board of Directors meeting shall be approved as submitted. The motion carried.**

8:20 a.m.      II.      President's Report      President  
Maggie Stedt reported that that she would like to have Nathan Carlson and Dawn McFarland give an update on the recent events survey that was sent out. Nathan noted that the survey is in the Board packet. He also noted that the survey had a good response rate.

Dawn McFarland reported that two-thirds of the people would like to attend live events by the end of summer. Dawn reported that the goal was to get direction on the Capitol Summit. Dawn noted that the Capitol Summit will be virtual this year. Brad Davis reviewed the survey with the board.

Jennifer Blevins reported on the Women's Leadership Summit contract. The hotel was not going to let CAHU out of the contract. The hotel was going to charge CAHU for the full amount of \$47,000. Jennifer was able to negotiate with the hotel move the event to 2022. CAHU does not have to pay the full \$47,000.

Maggie Stedt reviewed the NAHU website and leadership modules with the Board.

8:30 a.m.      III.      Immediate Past President Report      Immediate Past President  
Bruce is working on the Statewide Leadership Conference. The agenda is almost done. There is no fee to attend the event. Bruce reported that we are going to incentivize chapters attending the event. The Governance Committee will be making bylaw change recommendations to the Board. Bruce reviewed the CAHU Board nominations listed in the board packet.

8:45 a.m.      IV.      President Elect Report      President Elect  
Brad Davis reported that he has formed a search Committee to get three proposals from Public Relations companies. Brad is working with Cathy Little on

the budget to make sure CAHU has enough money for the Public Relations companies.

- 9:00 a.m.      V.      Finance Report      VP Finance  
Cathy Little reported that we currently are showing a decline in membership. The total current assets are \$417,543.21. Cathy noted that we have deferred money from the Women's Summit. Some of the income might be returned from the event. Cathy noted that some of the money will carry over to the next event. Cathy reported that we are not going to apply for the Federal PPP loan.

**Upon motion made by Brad Davis and seconded by Cathy Little, move \$6,500 from NAHU Annual Convenient to incentivize sending chapter Board Members to the CAHU Statewide Leadership Conference. The motion carried.**

**Upon motion made by Cathy Little and seconded by Rick Coburn, CAHU will reimburse the registration cost for the NAHU Annual Convention for the entire Executive Board and Committee Chairs. The motion carried.**

**Upon motion made by Brad Davis and seconded by Tim Kanter, the March financial report shall be approved as submitted. The motion carried.**

- 9:05 a.m.      VI.      Legislation Report      VP Legislation  
Dawn McFarland reported that last week had bill review. Dawn reviewed the CAHU top priority bill status report with the Board.

**Upon motion made by Terri Yurek and seconded by Craig Gussin, the CAHU priority bill list shall be approved as submitted. The motion carried.**

Dawn reported that we have created a task force to work on AB 1400. CAHU will be creating a toolkit of information for members.

Faith Borges reported that CAHU is part of coalition called Californians Against the Costly Disruption of Our Health Care. This coalition has several other health associations that oppose AB 1400. The group is working on creating their responses to AB 1400. The group does share important information. The group does not feel a big sense or urgency about the bill. The bill is still in the early stages. Faith reported that she is working on the documents for the toolkit. There is also an AB 1400 webpage that has been created in members only. Faith is working on the bill analysis that will go in the packet.

- 9:10 a.m.      VII.      PAC Report      VP PAC  
Sue Wakamoto-Lee reported that she is launching the PAC Match-A-Thon. The donations that come in between March 16 to April 16 will be match by donors. This is a contest for the chapters and winners will get a two comp tickets to Capitol Summit.

- 9:15 a.m.      VIII.      Public Affairs Report      VP Public Affairs

Paul Roberts reported that he has reviewed the single Public Relations firm. Brad Davis is reviewing the two other firms since CAHU requires three quotes.

- |           |       |  |                             |
|-----------|-------|--|-----------------------------|
| 9:20 a.m. | IX.   | Communications Report  | VP Communications           |
|           |       | Dorothy Cociu reported that her report is in the board packet. The March/April Statement went out to the membership. The next issue is the May/June issues. Please send all the information for the next Statement by April 1 <sup>st</sup> .  |                             |
| 9:25 a.m. | X.    | Corporate Affairs Report   | VP Corporate Affairs        |
|           |       | Craig Gussin is working on four new companies to get new sponsorships. Craig reported that if you work with any new companies please send him the contact information.   |                             |
| 9:30 a.m. | XI.   | Membership Report  | VP Membership               |
|           |       | Barbara Ciudad reported that the membership count is 1,568. Membership continues to decline. The San Diego chapter did have eight new members. Several other chapters have reported new members. Barbara reported that we can get data from people who have clicked the join now button. We plan on using this to get new members.                   |                             |
| 9:35 a.m. | XII.  | Professional Development   | VP Professional Development |
|           |       | Mariette Lasley reported that there is a lot going on in professional development. Mariette noted that the last committee meeting we had many great speakers. The next meeting is on April 9 <sup>th</sup> . Mariette noted that CAHU continues to create excellent CE classes. The professional development report is included in the board packet. |                             |
| 9:40 a.m. | XIII. | Awards Report  | Awards Chair                |
|           |       | Pat Stiffler reported that she is applying for awards. Pat has requested information from many Board Members. The awards are due April 5, 2021. All chapters should apply for chapter certifications.  |                             |
| 9:45 a.m. | XIV.  | Medicare Advisory Group Report   | Medicare Chair              |
|           |       | David Garcia reported that the Medicare event is on March 24, 2021. He is also working on updating the Medicare website. CAHU is sending out the information to all the members.   |                             |
| 9:50 a.m. | XV.   | Vanguard Report  | VP Vanguard                 |
|           |       | Heather Siems has been meeting on the national level. Heather is working on a new Vanguard award. Heather reported that she is also working on is committee chair descriptions. Heather is also working joint virtual events.  |                             |
| 9:53 a.m. | XVI.  | CAHU Foundation Report   | VP Community Outreach       |
|           |       | Tim Kanter reported that he is working with the Foundation to strengthen the vision and mission statement. Tim noted that he is going to be connecting with other Board members to work on the Foundation.   |                             |

9:55 a.m.

XVII.

#### Local Chapter Reports

#### Chapter Presidents

OCAHU – MaryAnna Trutanich reported that they will be having their first golf event in over a year. The golf event is in April. MaryAnna noted that in May they have asked Janet Trautwein to speak. MaryAnna also reported that she is retiring from Kaiser in December.

VCAHU – Tim Kanter reported that his symposium is currently going on. He noted that we currently have over ninety people registered. This is a very good registration count for VCAHU. Next month we will be having an ethics meeting.

SAHU – Sam Siders reported that they had the non-crab feed. Sam noted that they sold over 190 tickets. The event went very well. In May SAHU will have their golf event. They will also have a professional development day in July.

GGAHU- Kenneth Coker reported that they are having a COVID Panel in April. Dorothy Cociu is going to be speaking for us this month. GGAHU received their gold chapter certification. Ken noted that they are looking at having a virtual symposium with the other bay area chapters.

NCAHU –Vanessa Ignacio reported she is excited to report that they have filled many new Board positions. Vanessa noted that they plan to have their sales symposium as an in-person event. We continue to partner with Bay Area chapters.

CCAHU – Zac Trogdon reported that they continue to see great attendance at their meetings. Zac reported that CCAHU is growing their board and committees. He is pushing the board chairs to create their own committees. CCAHU is focused on social media and it is paying off for meetings and new members.

LAAHU – Brian Sullivan reported that two upcoming LAAHU events worth attending and promoting are Renee Noy of Workwise Law, will be presenting on the 2021 new employment laws related to COVID. Also, the upcoming LAAHU Annual Symposium. Ricardo Lara Commissioner of California Department of Insurance will be the keynote speaker.

DCAHU- Jean Chariton reported that they are offering several CE seminars. They are working on their gold chapter certification. Jean has scheduled their strategic planning in June.

SDAHU - Terri Yurek reported that they have eight new members. The next seminar we have is with Craig Gussin. The next seminar in April is from a law firm. Terri noted that we have some Board seats that are going to vacant. Terri is working on the Pacesetter Awards.

SBAHU- Laura Murphy noted that the joint sales symposium with VCAHU is currently going on. Laura reported that she is planning several more virtual seminars.

NVAHU - Dan Furtado reported that he was on the last meeting. He had to leave before he could give his report. Dan noted that he is going to be having a virtual seminar later in the year. He has reached out to other chapters to have a joint event. Dan reported that they do not have a President Elect. He is worried about getting Board members.

- |            |        |   |
|------------|--------|---|
| 10:40 a.m. | XVIII. | Management Report<br>Nathan reviewed the CAMS management report that was in the Board packet. |
| 10:45 a.m. | XIX.   | Old Business<br>No old business was reported.   |
| 10:48 a.m. | XX.    | Meeting Adjourned at 10:48  |



## Board Meeting Sign In Sheet: March 16, 2021

8:00 am to 10:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 19	
Maggie Stedt	President	x		
Brad Daivs	President-Elect	x		
Bruce Benton	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Barbara Ciudad	VP Membership	x		
Mariette Lasley	VP Professional Development	x		
Sue Wakamoto Lee	VP PAC	x		
Paul Roberts	VP Public Affairs	x		
Craig Gussin	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		
Jean Chariton	President DCAHU	x		
Kenneth Coker	President GGAHU	x	Rick Coburn	x
David Dutchover	President IEAHU		Ashley Ingram	
Brian Sullivan	President LAAHU	x	Charlotte MacPherson	
Vanessa Ignacio	President NCAHU	x	Norman Sheehan	x
Dan Furtado	President NVAHU	x	Angie Caruso	
MaryAnna Trutanich	President OCAHU	x	Jo Ann Vernon	
Sam Siders	President SAHU	x	Carmen Perea	
Terri Yurek	President SDAHU	x	Kacy Kunkel	
Laura Murphy	President SBAHU	x		
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU	x	Don Jones	

### STAFF:

Jennifer Blevins  
Faith Borges  
Nathan Carlson

### COMMITTEE CHAIRS:

Pat Stiffler, Awards  
David Garcia, Medicare  
Heather Siems, Vanguard

### GUESTS:

**CONFIDENTIAL**

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## AGENDA

**Meeting Description:** CAHU Board of Directors

**Date and Time:** May 19, 2020 8:00 am to 10:30 am

**Location:** Conference Call



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

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- |           |      |  |                          |         |
|-----------|------|--|--------------------------|---------|
| 8:00 am   | I.   | Welcome, Call to Order, Antitrust Reminder   | President                | Page 3  |
|           |      | <a href="#">Link to NAHU Board Orientation on Governance</a>   |                          |         |
|           |      | Called to order at 8:06 am   |                          |         |
|           | II.  | Approval of Agenda of May 19, 2020   | President                |         |
|           |      | Motion to approve with change of Legislative Report, moved by Sue, seconded by Dave. Ayes carry.   |                          |         |
|           | III. | Approval of Minutes of April 21, 2020  | President                | Page 4  |
|           |      | Motion to approve minutes by Maryanna, seconded by Sue, ayes carry.  |                          |         |
| 8:05 a.m. | IV.  | President's Report   | President                | Page 9  |
|           |      | Bruce noted that the candidate for NAHU Secretary was invited to speak to the board. Discussed the move to virtual conferences and working with chapters to see who was interested in being part of the package being examined. Noted that finance committee is in process of working on the budget. Reviewed some of the changes in the Annual Partner package as well. Bruce and Maggie are working together to move other topics forward.   |                          |         |
|           |      | 8:41 am – following Legislative Report, Alycia Riedl, candidate for NAHU Secretary reviewed her background and her candidacy.  |                          |         |
| 8:20 a.m. | V.   | President Elect Report   | President Elect          |         |
|           |      | Maggie noted that the CAHU Summit for the fall will be held virtually. Asked the board to review the leadership modules on the NAHU website. Will be working on planning strategic planning virtually. Asked chapters to think about how to use virtual meetings to attract new members. Briefly reviewed the vConferenceOnline platform. Sue asked for a link to a demo.  |                          |         |
| 8:25 a.m. | VI.  | Immediate Past President Report  | Immediate Past President |         |
|           |      | Elections are moving forward, nominations completed, campaigning is in process.  |                          |         |
| 8:30 a.m. | VII. | Financial Report   | VP Finance               | Page 28 |
|           |      | Cathy reviewed the financials, and noted that the losses were due to deferring the Women's Summit and the Capitol Summit. Liquid assets are strong right now, right now we are above target for membership income. Membership numbers are going down (loss of 68 members in fiscal year). Operating loss showing now due to moving events, loss on Healthcare Summit and HUPAC donation. Did look, and will likely be off about \$25,000 by the end of the year. Finance Committee has a working draft of budget, and noted that the Executive Committee can submit for reimbursement for registration fee of NAHU Annual Convention. Pat asked if the leadership conference would be covered (\$25) - discussion of having as many folks attend as possible. CAHU will reimburse for that as well. Motion to accept financial report, Cathy moved, Rick |                          |         |

seconded, ayes carry.

8:40 a.m.	VII.	Legislation Report (moved ahead of Finance on agenda) Jim noted that the Cap Summit has been cancelled until May, 2021. Last Legislative Council call on May 7 <sup>th</sup> , only Assembly was in session at that point. Senate started again last week. Faith noted that full legislature is back in session on a modified timeline. Senate is focused on budget. May revise came out and state has shifted into a \$54 billion deficit from a \$6 billion surplus. Unemployment is 18-25%. Many of CAHU's key bills are likely to be cut, other plans may be scrapped as well. Legislature and Governor will be working to develop a budget that keeps the state running. Key bill list – note that status section/location section will note if a bill is a 2 year bill. May reconsider bills from last year in July, but nothing will happen with them prior to then. AB 1850 is the first non 2 year bill that was being tracked – Dynamex related bill to clean up language and exemptions. AB 1986 will not be heard this year, AB 2144 also dead, AB 2157 is in approps, but Assembly is expected to have their hearing by June 3 and will decide fate. AB 2203 is also in approps. AB 2242 is dead, AB 2347 is in approps. AB 2384, AB 2625 also dead. SB 852 did pass out of Senate health committee and is in approps. SB 854, SB 855 and SB 893 advanced and are in approps.  Faith noted that there was a gut and amend bill for the CA Green New Deal focused on Single Payer, has been gut and amended again and is now a COVID relief bill with no mention of Single Payer or Universal coverage.  Jim noted that a group had reached out to him on signing on to a letter urging Congress to help people keep their health insurance while out of work by funding COBRA. NAHU is in support and asking regions to sign on. Bruce asked Jim to work on having CAHU sign on in support.	VP Legislation	Page 35
8:50 a.m.	VIII.	PAC Report Sue reported that on May 5, all chapters should have received an email with lapsed contributors along with phone and email templates. Slight uptick in April contributions, each month does see a slight increase, but PAC is still behind goal for the year. Right now seeing about \$3,500 in donations.	VP PAC	
8:55 a.m.	IX.	Public Affairs Report Brad noted that most of the projects have been put on hold due to finances, and noted that there are two candidates running for VP of Public Affairs. Also working on budget to determine how much can be rolled forward if possible.	VP Public Affairs	
9:00 a.m.	X.	Corporate Affairs Report Bruce noted that the partner packages have been updated, and that the packages should be appealing to industry partners. Working on getting FMO's and Medicare focused carriers to be engaged.	VP Corporate Affairs	
9:05 a.m.	XI.	Membership Report Korey noted that the membership call was lightly attended – reminded chapter presidents that a chapter representative needs to be on the call. Excited about recording the video around membership in the next few weeks.	VP Membership	

9:10 a.m	XII.	Professional Development Report	VP Professional Development	Cerrina shared the updates on the website, in particular on the Going Virtual site, and the ability to have member only content. Cerrina encouraged the board to send ideas and content to her.
9:15 a.m	XIII.	Communications Report	VP Communications	Kristie thanked Cerrina for doing the CAHU website demo. Noted the NAHU “Just Help One” campaign going out on Wednesday. Bruce noted that Korey had done a membership video and asked Executive Board to do similar videos.
9:20 a.m	XIV.	Awards Report	Awards Chair	Pat noted that awards were all submitted, applications are being judged, Award ceremony will be June 23 <sup>rd</sup> before leadership. Chapters need to submit their certifications – Pat has reached out to CCAHU, GGAHU, NCAHU, NVAHU and SVAHU need small things to complete. CAHU awards due August 21, will be tweaking the applications slightly.
9:25 a.m	XV.	Medicare Advisory Group Report	Medicare Chairs	Craig reported that the medicare group is working on a page on the website. Goal is to get people engaged on the site with information and resources. Will also be asking members to promote on social media, and that chapters should link to the CAHU site on their own websites.
9:30 a.m	XVI.	Vanguard Council Report	Vanguard Chair	Sean not on call.
9:35 a.m	XVII.	CAHU Foundation Report	VP Community Outreach	Dawn noted that she is working on rebranding the Foundation, putting together a structure to help build an audience for the Foundation. Has new board member (Jolene Bibian) on.
9:40 a.m	XVIII.	Local Chapter Reports (3 minutes each)	Chapter Presidents	<p>SAHU – moving to virtual events as well – moved to July. Getting good registration and response to the virtual events. Moving golf tournament to September, and casino night to August, but concern about packing too many events into a short time.</p> <p>DCAHU – board has been working hard to move meetings to virtual, and participating in social media campaigns. Board is going to be voting on fall events and speakers. Questions about how to do board elections. Bruce suggested all chapters review their bylaws. Will ask Brooke from NAHU to review bylaws.</p> <p>GGAHU – May is compliance webinar, June is general meeting and elections, slate will be sent out today to membership. July will be a GA forum highlighting the four main sponsors. Strategic planning will be in July. Noticed uptick in attendance with move to virtual meetings.</p> <p>IEAHU – Ashley noted that they are also doing virtual meetings – a few happy hour ones that were a lot of fun. Having virtual CE’s that they are charging for. Seeing a lot of members participate who don’t normally. Election procedures – go to all members for nominations, vote by email ballot.</p>

LAAHU - Going to be doing annual symposium virtually. Will be moving forward with symposium in July. Nominations were voted on last Thursday, will be sending out survey to entire membership for voting. Looking to partner with VCAHU to do a series of webinars with motivational speakers.

NCAHU – Pam reported – doing a webinar on putting your best foot forward on Zoom. Working on strategic planning and elections. Also working on finding virtual platforms for their symposium.

NVAHU – currently having a CE day in August, will be in person. Meeting tomorrow to review and move forward. No other events planned right now. One of the topics tomorrow will be voting and elections, one person is interested in being president elect.

OCAHU – Mary Anna reported that they held elections a few weeks ago, three new board members – Jo Ann will take over in 2021. Final meeting will be in June, strategic meeting in July. Will be having a virtual CE tomorrow, charging non-members. Talking to a few website platforms.

SDAHU – Stacy noted that elections were done via email. Planning CE webinar, noted that last webinar was attended by folks who might not attend a in person meeting. Focusin on CE's as much as possible.

SBAHU- Had first virtual meeting with CE last week, had 50 attendees, which is double normal attendance. Board will continue on that path of virtual CE's. Elections will be in June.

VCAHU – Doing virtual meetings as well. Will be working on speaker series “Get Up, Grow and Go”. Starting in June with a speaker each month. Elections are moving, but right now Tim will be president again, and will work at building the board.

10:20 a.m.	XIX.	Women's Leadership Summit Update Cerrina noted that the date is a moving target right now, but hotel is facing some challenges with fiscal status. Working on finalizing date move to March, 2021.	Cerrina Jensen
10:25 a.m.	XX.	Executive Director Report	Kimi Shigetani
10:28 a.m.	XXI.	Old Business No old business	
10:30 a.m.	XXII.	New Business No new business	

Motion to adjourn meeting – from Mary Ann, seconded by Rick. Meeting adjourned at 10:32 am.

## 2019-2020 Board of Directors Meetings and Events

Date	Event	Location	Time
May 19, 2020	Board Meeting	Conference Call	8 am -10:30 am

June 16, 2020	Board Meeting	Conference Call	8 am - 10:30 am
June 27 - June 30, 2020	NAHU Annual Convention	Virtual	



## Board Meeting Sign In Sheet: May 19, 2020

8 am to 10:30 am

Location: Conference Call

Executive Board	Title	INITIAL	<b>Quorum: 19</b>	
Bruce Benton	President	X		
Maggie Stedt	President-Elect	X		
Dave Fear Jr	Immediate Past President	X		
Cathy Little	VP Finance	X		
Jim Morrison	VP Legislation	X		
Korey Ashton	VP Membership	X		
Cerrina Jensen	VP Professional Development	X		
Sue Wakamoto Lee	VP PAC	X		
Brad Davis	VP Public Affairs	X		
Yolanda Webb	VP Corporate Relations	X		
Kristie Scavarda	VP Communications	X		
Dawn McFarland	VP Community Outreach	X		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Tess Phillips	President CCAHU		Mary Fluegel	
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU		Rick Coburn	X
Ashley Ingram	President IEAHU	X	David Dutchover	
Brian Sullivan	President LAAHU		Peter Seibold	X
Vanessa Ignacio	President NCAHU		Pam Morton	X
Dan Furtado	President NVAHU	X	Leanne Chrisman	
MaryAnna Trutanich	President OCAHU	X	Pat Stiffler	
Josh Keller	President SAHU		Sam Siders	X
Stacy Moskowitz	President SDAHU	X	Sean Greene	
Laura Murphy	President SBAHU	X	Vacant	
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU	X		

### STAFF:

Mike Belote  
Jennifer Blevins  
Faith Borges X  
Kimi Shigetani X

### COMMITTEE CHAIRS:

Pat Stiffler, Awards X  
Craig Gussin, Medicare X  
Sean Greene, Vanguard

Patrick Burns, CAHU PAC

## AGENDA

**Meeting Description:** CAHU Board of Directors

**Date and Time:** November 17, 2020 8:00 am to 10:30 am

**Location:** Conference Call



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

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- 8:00 am      Executive Board Session (Closed)  
Maggie introduced the candidates for President Elect (Brad Davis and Sue Wakamoto-Lee). Each gave a short speech to the Executive Board. Vote taken at 8:24.
- 8:30 am      I.      Welcome, Call to Order, Antitrust Reminder      President      *Page 3*  
[Link to NAHU Board Orientation on Governance](#)  
Maggie opened the meeting at 8:34 am, reviewed anti trust reminder.
- II.      Approval of Agenda of November 17, 2020      President  
Motion to approve agenda – Craig moved, Barbara seconded. No discussion, Ayes carry.
- III.      Approval of Minutes of October 20, 2020      President      *Page 4*  
Brian moved, Rick seconded to approve minutes. Correction that public health emergency was extended to to January 21, 2021. Dorothy moved to correct minutes, Kenneth seconded. Minutes approved with correction.
- 8:35 a.m.      IV.      President's Report      President  
Reviewed the analysis of bylaws regarding President Elect position being filled. Executive Board needed to vote, candidates needed to serve on board for year prior. Brad Davis will be President Elect for 2020-2021. Will work on filling Legislative Chair position, or co-chair to assist. Noted that the Governance Committee individuals are Rick Coburn, Pat Burns, Don Jones and Neil Crosby. Bruce moved to approve named individuals to Governance Committee for the terms specified in the policy (one to two years). Bruce described the process used to select the individuals. Brad seconded. Discussion around meeting frequency. Ayes carry, no opposition or abstentions. Maggie noted there was a thank you letter sent to Peter Lee at Covered California. Maggie asked all chapter presidents to invite her to board meetings in spring (virtual).
- 8:40 a.m.      VI.      Immediate Past President Report      Immediate Past President  
Bruce thanked Maggie for the committee approval. Chapter Leadership and Development committee has met and will meet once a month. Planning on a statewide leadership conference in early spring – likely virtual.
- 8:45 a.m.      VII.      Financial Report      VP Finance      *Page 11*  
Cathy reported on the financials. Noted that the first quarter membership dues had been received, and that the numbers have been trending low, about \$4,000 per month below what was anticipated. Cathy reviewed annual budget and discussed some flexibility in the budget. Noted that the deferred revenue is inflating the bank account. Discussed the budget, and the \$300 that is a liability. Kimi noted that there was about \$7,000 in gift cards remaining. Finance committee had discussed asking membership at large for any needs, if cards could not be distributed then discussed donating gift cards to a non profit that could use them. Maggie asked board to email any ideas to Cathy. Cathy moved that the board accept November's financials. Craig

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Updated: 12/11/2020*

seconded. Ayes carry. No opposed, no abstentions.

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|-----------|-------|---|-----------------------------|
| 9:00 a.m. | VII.  | Legislation Report  | VP Legislation              |
|           |       | <p>Brad noted that the Leg Council met Thursday, and Faith will update on state election issues. Brad and Faith will be doing a webinar on January 14<sup>th</sup> to review the year, members only with post election updates. Transparency and coverage rule from HHS came out, NAHU will be doing a webinar on December 3<sup>rd</sup> around this. CE available on Healthy CA for all Commission. Capitol Conference is coming up – February 22-24. Bill Review will be in March – hoping for in person. Will wait until January to book space. Capitol Summit in May is hopefully in person but will decide in January how that event will look.</p> <p>Faith reported that CAHU had a 97% success rate with contributing to winning candidates. CA Senate republican count has gone down to 9 from 11. Assembly side has stayed consistent. Faith will be doing research on candidates. Ballot positions have all been called. Prop 22 passed to allow exemption on AB 5 for Uber and Lyft drivers. Dialysis bill lost, stem cell funding narrowly passed. Noted that a Biden Harris administration means that Governor will appoint in her place, which creates domino effect in positions. Federal level – Republicans picked up some congressional seats. Draft talking points for the Healthy CA for All were sent to full board.</p> |                             |
| 9:15 a.m. | VIII. | PAC Report  | VP PAC                      |
|           |       | <p>Sue reviewed the success rate, and noted that the board will be putting together virtual fundraising ideas.</p>  |                             |
| 9:25 a.m. | IX.   | Public Affairs Report   | VP Public Affairs           |
|           |       | <p>Paul noted that the firm doing pro bono work is almost done with the first phase, will discuss with them in the next week. Paul and Kimi are meeting with them on Friday. They will then create a report and 2021 PR strategy for CAHU. Will ideally have a report to share with board in December.</p>  |                             |
| 9:30 a.m. | X.    | Corporate Affairs Report  | VP Corporate Affairs        |
|           |       | <p>Craig noted that corporate partnerships were down. Maryanna noted that sponsorships are down for local chapters as well. Working on selling advertisement on website. Any ideas please email to Craig or Kimi. Brian noted that marketing budgets are use it or lose it, and carriers may be interested in finding a way to spend it.</p>  |                             |
| 9:35 a.m. | XI.   | Membership Report   | VP Membership               |
|           |       | <p>Barbara reported that the local chapters have done a significant amount of reach out for billed but not paid members. Committee is dark for November and December, but reports are still going out. Still behind in membership but slowly gaining. Region 8 is holding a monthly new member orientation. Suggested chapters record a short video for holiday greetings.</p>  |                             |
| 9:40 a.m. | XII.  | Professional Development Report   | VP Professional Development |
|           |       | <p>Mariette noted that the committee is dark for November and December, but next meeting is January 8<sup>th</sup>. Renewing courses continues.</p>   |                             |

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9:45 a.m	XIII.	Communications Report	VP Communications
		STATEment is in progress for January/February issues. Due date is before Thanksgiving for articles. Please make sure that events are those that will occur after publication. Continuing to work on Health CA for All CE course and presentation. Noted that the goal is to have the course recorded and also a live version. Would like to do a year in review article. Would like to include talking points in next issue as well.	
9:50 a.m	XIV.	Awards Report	Awards Chair
		No report	
9:55 a.m	XV.	Medicare Advisory Group Report	Medicare Chair
		No report	
10:00 a.m	XVI.	Vanguard Council Report	Vanguard Chair
		Heather noted that there are vanguard resources for chapters if they need help with virtual events.	
10:05 a.m	XVII.	CAHU Foundation Report	VP Community Outreach
		Dawn shared the flyer for the Walk a thon. Dawn is working on having the Foundation board approve donations from the Walk a thon to go to local food banks.	
10:10 a.m	XVIII.	Local Chapter Reports (3 minutes each)	Chapter Presidents
		SAHU – working on toy drive through Amazon registry. Have a virtual luncheon tomorrow, instead of a chili cookoff it's a family drawing event. Also working on revising crab feed and may push out date.	

CCAHU – next few meetings set. Seeing 50-60 people attend in general. Will be promoting a local chairlty each month. Growing social media presence. Looking for ways to add value.

DCAHU – November and December meetings are set. Working to see if they can partner with another chapter on a spring event (virutal). Bill Robinson will be moving back to the desert in January. Will be senidng out cards and starbucks cards to members for the holidays.

GGAHU – December will be a comedian speak and will be doing a Toys for Tots toy drive. Will be doing meetings as quarterly series. First quarter will be legislative, second will be business and personal services, other quarters are being planned.

NCAHU – 3 new board members, great virtual event last week.

LAAHU – Great diversity, equity and inclusion speaker last month. Presentation tomorrow on breaking through the cement ceiling. Holiday event sponsoring the LA Food Bank on December 17<sup>th</sup>.

OCAHU – revised budget, had a great webinar in November but not great attendance. Will be going dark in December, but doing a charity event to benefit Catarina's club. Doing a pasta drive to support the charity. Sales symposium in February.

SBAHU – added a new member, and one new board member. Dark in November,

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charity event for Childrens Hospital for December.

VCAHU – membership meeting sponsored by Kaiser. Over 100 people registered. December will be charity event with comedian. Actively working to grow PAC and HUPAC contributions.

SDAHU –Virtual Walkathon Schedule for November 29<sup>th</sup> and the charity is Mama’s Kitchen who delivers home cooked meals to the chronically ill in San Diego. Scheduling an “Ugly Christmas Mask Making Contest” to be paired up with David Parkers PAC Video speech sometime at the beginning of December and will be an attempt to gain funds that can ultimately be sent up to CAHU/NAHU. Date TBD and waiting on David to confirm.

10:25 a.m.	XX.	Executive Director Report No report	Kimi Shigetani
10:28 a.m.	XXI.	Old Business Will be doing a holiday video for December meeting.	
10:30 a.m.	XXII.	Meeting Adjourned at 10:36 am	

## 2020-2021 Board of Directors Meetings and Events

Date	Event	Location	Time
November 17, 2020	Board Meeting	Conference Call	8:00 a.m. to 10:30 a.m.
December 15, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
January 19, 2021	Board Meeting/Strategic Planning Update	Conference Call	8 a.m. to Noon
February 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
March 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
April 20, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
May 17, 2021	Board Meeting	Sawyer Hotel	
June 15, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.

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## Board Meeting Sign In Sheet: November 17, 2020

8 am to 10:30 am

Location: Conference Call

Executive Board	Title	INITIAL	Quorum: 19	
Maggie Stedt	President	X		
Vacant	President-Elect			
Bruce Benton	Immediate Past President	X		
Cathy Little	VP Finance	X		
Brad Davis	VP Legislation	X		
Barbara Ciudad	VP Membership	X		
Mariette Lasley	VP Professional Development	X		
Sue Wakamoto Lee	VP PAC	X		
Paul Roberts	VP Public Affairs	X		
Craig Gussin	VP Corporate Relations	X		
Dorothy Cociu	VP Communications	X		
Dawn McFarland	VP Community Outreach	X		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogon	President CCAHU	X		
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU	X	Rick Coburn	X
David Dutchover	President IEAHU	X	Ashley Ingram	
Brian Sullivan	President LAAHU	X	Charlotte MacPherson	X
Vanessa Ignacio	President NCAHU	X	Pam Morton	
Dan Furtado	President NVAHU	X	Angie Caruso	X
MaryAnna Trutanich	President OCAHU	X	Jo Ann Vernon	
Sam Siders	President SAHU	X	Carmen Perea	
Terri Yurek	President SDAHU		Kacy Kunkel	
Laura Murphy	President SBAHU	X		
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU	X	Don Jones	X

### STAFF:

Mike Belote  
Jennifer Blevins  
Faith Borges X  
Kimi Shigetani X

### COMMITTEE CHAIRS:

Pat Stiffler, Awards  
David Garcia, Medicare  
Heather Siems, Vanguard X

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## AGENDA

**Meeting Description:** CAHU Board of Directors

**Date and Time:** October 20, 2020 8:00 am to 10:30 am

**Location:** Conference Call



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

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- |           |      |  |                          |         |
|-----------|------|--|--------------------------|---------|
| 8:00 am   | I.   | Welcome, Call to Order, Antitrust Reminder<br><a href="#">Link to NAHU Board Orientation on Governance</a><br>Called to order at 8:03 am   | President                | Page 3  |
|           | II.  | Approval of Agenda of October 21, 2020<br>Sue moved, Jean seconded to approve agenda as presented. No discussion, ayes carry.  | President                |         |
|           | III. | Approval of Minutes of September 15, 2020<br>Motion to approve minutes, Brian, Craig seconded. No discussion, ayes carry.  | President                | Page 4  |
| 8:05 a.m. | IV.  | President's Report<br>Maggie discussed that the chapters had done a great job of recruiting new members, but that overall, membership was down significantly. Retention is the biggest challenge. Membership is the biggest source of income for CAHU. Sponsorships are also getting difficult. Expenses this year will be down as there are very few in person meetings. Noted that supporting legislative efforts is critical – so the budget is important. Increasing dues may be on the table eventually.  | President                |         |
| 8:25 a.m. | VI.  | Immediate Past President Report<br>Bruce noted that he is working on the development of Governance Committee, Chapter Leadership and Development committee, and then work with Barbara on producing more videos. Will be starting calls in the next few weeks.   | Immediate Past President |         |
| 8:30 a.m. | VII. | Financial Report<br>Cathy reviewed the year to date summary, and the financials. Income mostly reflects membership dues, expenses reflect fixed costs. Only three months in the year so the budget is still sorting out. Income and expenses from the Summit are being worked on. Noted that income is not yet realized, but expenses are also lower. Did receive dues deposits that were lower than expected for July and August. Continuing to track deferred income and expenses for the Cap Summit and WLS Events. Noted that the overall picture was good, but still concerned about the decrease in membership and dues. Cathy moved to accept the financials for September, Rick seconded. Don asked about the deferred revenue for events. Ayes carry. | VP Finance               | Page 11 |
| 8:40 a.m. | VII. | Legislation Report<br>Brad noted that the Summit had a great legislative panel. Expecting this next legislative year to be exceptionally busy. Post election – budget is still at a shortfall. Taste for health care reform still seems to be taking shape. May have fights coming from different angles. Close to having talking points ready for Healthy CA for All commission. Brad, Paul, Dorothy and Faith have a CE ready around this and are ready to be booked. Bill Review in March and Capitol Summit in May. Brad would prefer both to be in person events. Commissioner Lara released a statement about health insurance companies making record profits right now.  | VP Legislation           | Page 20 |

Faith noted that nothing has changed with Legislature since adjournment in August. Healthy CA for All commission is on hiatus until February 2021. Senate Health Care Committee is holding a hearing tomorrow with panelists discussing universal health care in case ACA is found unconstitutional. George Balteria will be on the panel on behalf of agents in the consumer and business advocate section. Senate website has link to watch the panel. Comments will be brief, public comment will be limited to one minute. Maggie and Brad will be submitting public comment.

- |          |       |   |                             |
|----------|-------|---|-----------------------------|
| 8:50 a.m | VIII. | <p>PAC Report</p> <p>Sue reported that the PAC sis still below their goal – the PAC Board formed a committee that will be sharing virtual event ideas for chapters to use. Dispersed almost \$100,000 to members and candidates. A few PAC BOD members (Stephanie Berger, Brad Davis, Dawn McFarland, Sue and Faith) attended a moderate Dems event a few weeks ago. Some members expressed their thanks for CAHU’s support. The Legislators understand what CAHU does, and how agents interact with consumers. Also attended the Republican caucus event right after the moderate Dem event. Noted that chapter boards 100% participation contest is now over, SDAHU was the first, the second chapter is LAAHU.</p> | VP PAC                      |
| 8:55 a.m | IX.   | <p>Public Affairs Report</p> <p>Paul noted that there is a PR firm who has offered to review the website and do some other work around media and press releases pro bono so long as CAHU will entertain a good faith promise to hire them in the future.</p>  | VP Public Affairs           |
| 9:00 a.m | X.    | <p>Corporate Affairs Report</p> <p>Craig noted that he had raised about \$7,000 so far, but noted that he needed help from the board. Asked board to send Craig contact info and he will reach out to them.</p>   | VP Corporate Affairs        |
| 9:05 a.m | XI.   | <p>Membership Report</p> <p>Barbara noted that for Region 8, retention rate of 77%, CA is at 76%. Working with chapters on videos for communication, had good participation at the CAHU booth at the Summit, and working on GAINs reports for chapters. Bruce’s membership video turned out well. Discussed the membership recruitment rates over the past few months. Maggie reminded all the chapters to include a membership and a PAC pitch at all events.</p>  | VP Membership               |
| 9:10 a.m | XII.  | <p>Professional Development Report</p> <p>Mariette noted that the Summit went very well, and that the Vanguard event was especially engaging. Positive feedback from the speakers and the attendees. Content was valuable and it went smoothly. 256 attendees. Professional Development call was last week featuring Susan Rider (PD Chair from NAHU).</p>  | VP Professional Development |
| 9:15 a.m | XIII. | <p>Communications Report</p> <p>Next issue of STATEment will be out November 2<sup>nd</sup>. Dorothy recorded two episodes of a podcast with Marcy Buckner on federal issues that are posted on CAHU website and will be promoted via email this week. Noted that public health emergency was extended to January 31<sup>st</sup> for CA.</p>   | VP Communications           |

9:20 a.m	XIV.	Awards Report	Awards Chair	<p>Pat thanked everyone who submitted awards for CAHU this year. Discussed the new award from NAHU – Rita Peterson Community Service award. Rewards chapters that have done a lot of community service without regards to fundraising. Encouraged all the chapters to look at the award, and to apply for Emerging Leader award. Also noted that the public speaking award should be considered.</p> <p>Pat reviewed the Landmark award criteria – noted that membership has been lacking – need to develop new agent outreach program, and encouraged board members to achieve Triple Crown. Reminded Maggie that the board needs to do an overall member needs survey, state based Operation Shouts, need to do an overview of the NAHU website as well. Promote November election webinar from NAHU. Need some press releases, letters to editors, and to present NAHU’s working with the media powerpoint, and Health Awareness Day. Pulled the Presidential Citation award at NAHU – will be revised.</p>
9:25 a.m	XV.	Medicare Advisory Group Report	Medicare Chair	<p>Dave not present – Maggie noted that if there are complaints about the Medicare.gov website there is a reporting mechanism. Maggie will send link out.</p>
9:30 a.m	XVI.	Vanguard Council Report	Vanguard Chair	<p>Discussed the success of the Summit and the goals of Vanguard. Working on getting the word out about Vanguard other than just as a party planner. Noted that the Scavify app was a great success, Heather reviewed the feedback from the app.</p>
9:35 a.m	XVII.	CAHU Foundation Report	VP Community Outreach	<p>Dawn noted that there are three chapters who will participate in the NAHU walk-a-thon and donate their proceeds to the Foundation. Jolene will be helping with advertising and is happy to assist chapters. Foundation is posting on social media about various topics. Asked everyone to share the information that the Foundation posts. Internship program is still in process.</p>
9:40 a.m	XVIII.	Local Chapter Reports (3 minutes each)	Chapter Presidents	<p>VCAHU – Tim reported that the chapter is doing several things this month – finishing Get Up and Grow series next week. November – Kaiser is sponsoring membership meeting and will be free for everyone. Will be doing a membership push then as well with a \$50 reimbursement to folks who join at that meeting. Don has been working on PAC contributions and sent out a great letter.</p> <p>SDAHU – working on a PAC fundraising video that should launch this month. Had a successful fundraiser for the San Diego food bank. Working on other things for the holidays, and aiming for all board members to recruit new members.</p> <p>SBAHU – had a successful member meeting via webinar. Membership chair changed to social media chair created a Facebook and LinkedIn page. Dark in November and doing a charity event in December.</p> <p>SAHU – Sam reported that their virtual luncheon is tomorrow, and then one in November. Still trying to figure out how to do holiday charity events like a toy drive. Going to do a virtual famiy drawing night in lieu of in person chili cook off. Have</p>

several speakers booked for next year. Created a new sponsorship matrix, and built bronze sponsorship for independent agents who regularly attend events.

OCAHU – did a CE week in September, had over 194 brokers attend during the week. Not charging members for monthly events. Had Assm Bates speak to membership, motivational speaker in November, will go dark in December. Will participate in a charity to the White House (OC restaurant) – pasta drive through for members to donate pasta. NAHU did present a vConference for free so long as it happens before April – also looking at other platforms for symposium in February.

IEAHU - PD team has been working hard booking speakers. Community service is working on holiday event in December to benefit two different charities. Vanguard chair is doing a trivia event.

GGAHU – Continuing bay area partnership with SVAHU and NCAHU. Each chapter will sponsor one event per quarter. GGAHU will host a legislative series in October and January. Will continue to do happy hours and try to increase attendance. Website has been re-designed. Dark in November, December will have a virtual toy drive.

LAAHU – established a DEI committee, and had first event with Queenie Johnson. Next will be November 18<sup>th</sup>, and will be expanding invite list. Noted the final Get Up series – on 10/29 from 3pm to 4:30 pm.

DCAHU – Jean reported that the October meeting was a Medicare focus, will have a November meeting as well – HIPAA privacy and security program, and will be charging members and non members to attend. December will be a virtual Christmas video and will send members a card with a Starbucks gift card. Will be working on speakers for January and February on single payer issues.

CCAHU – first chapter meeting was last week. Updated logo and completely revamped website. Website was done by Communications chair. Newsletter coming out called The Feed. Social media presence is also on the rise. Challenges – fresh look at how to generate income, working on budget, going virtual through the end of 2020, and possibly spring. Still looking at association management company. Asked for Scavify link, Don's email regarding PAC, and others.

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|------------|-------|---|
| 10:20 a.m. | XIX.  | Women's Leadership Summit Update<br>Maggie noted the event is still on schedule for April.  |
| 10:25 a.m. | XX.   | Executive Director Report<br>Kimi Shigetani<br>Kimi reviewed estimated financials for the Summit – Vanguard and Summit should be in the black financially.  |
| 10:28 a.m. | XXI.  | Old Business<br>Search for President Elect is ongoing, currently have three interested candidates. Will present at the November board meeting (2 minute presentation). CAHU Board will be voting in December. Goal is to have someone in place for January 1. |
| 10:30 a.m. | XXII. | Motion to adjourn by Brad, Sue seconded. Ayes carry. Adjourned at 10:25 am.   |

## 2020-2021 Board of Directors Meetings and Events

Date	Event	Location	Time
October 20, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
November 17, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
December 15, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
January 19, 2021	Board Meeting/Strategic Planning Update	Conference Call	8 a.m. to 10:30 a.m.
February 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
March 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
April 20, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
May 17, 2021	Board Meeting	Sawyer Hotel	
June 15, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.





## Board Meeting Sign In Sheet: October 20, 2020

8 am to 10:30 am

Location: Conference Call

Executive Board	Title	INITIAL	Quorum: 19	
Maggie Stedt	President	X		
Vacant	President-Elect			
Bruce Benton	Immediate Past President	X		
Cathy Little	VP Finance	X		
Brad Davis	VP Legislation	X		
Barbara Ciudad	VP Membership	X		
Mariette Lasley	VP Professional Development	X		
Sue Wakamoto Lee	VP PAC	X		
Paul Roberts	VP Public Affairs	X		
Craig Gussin	VP Corporate Relations	X		
Dorothy Cociu	VP Communications	X		
Dawn McFarland	VP Community Outreach	X		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogon	President CCAHU	X		
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU	X	Rick Coburn	X
David Dutchover	President IEAHU		Ashley Ingram	X
Brian Sullivan	President LAAHU	X	Charlotte MacPherson	
Vanessa Ignacio	President NCAHU		Pam Morton	X
Dan Furtado	President NVAHU	X	Angie Caruso	
MaryAnna Trutanich	President OCAHU	X	Jo Ann Vernon	
Sam Siders	President SAHU	X	Carmen Perea	X
Terri Yurek	President SDAHU	X	Kacy Kunkel	
Laura Murphy	President SBAHU			
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU	X	Don Jones	X

### STAFF:

Mike Belote  
Jennifer Blevins  
Faith Borges X  
Kimi Shigetani X

### COMMITTEE CHAIRS:

Pat Stiffler, Awards X  
David Garcia, Medicare  
Heather Siems, Vanguard X

## AGENDA

**Meeting Description:** CAHU Board of Directors

**Date and Time** – September 15, 2020 8:00 am to 10:30 am

**Location:** Conference Call



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

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- 8:00 am I. Welcome, Call to Order, Antitrust Reminder President *Page 3*  
[Link to NAHU Board Orientation on Governance](#)  
Maggie called to order at 8:02 am, noted that the anti trust policy was attached.
- II. Approval of Agenda of September 15, 2020 President  
Sue moved to approve, Tim seconded, no comments or discussion. Ayes carry.
- III. Approval of Minutes of August 18, 2020 President *Page 4*  
Dorothy moved to approve, seconded by Terri, no discussion, ayes carry.
- 8:05 a.m. IV. President's Report President *Page 9*  
Maggie noted that committees would go dark for November and December. Noted that Yolanda had resigned and Maggie nominated Craig Gussin. Bruce moved to approve, Jean seconded. Maggie reviewed Craigs background, no further discussion. Ayes carry.
- Kimi reviewed the change to Accelevents from vConference. Maggie asked chapter presidents to make sure they register their boards either through Kimi or online.
- Maggie introduced Zac Trogon as the new President of CCAHU.
- 8:15 a.m. V. Immediate Past President Report Immediate Past President  
Bruce noted that he was working on creating a governance committee to review policies and procedures as well as the bylaws. Reviewed the policy put forth to the board. Bruce moved to approve policy, Dorothy seconded. Sue asked about the number of members and whether the group would operate on a consensus basis or if there would be a tie breaker. Discussion around need to review policies and bylaws on a regular basis. Ayes carry.
- 8:20 a.m. VI. Financial Report VP Finance *Page 28*  
Cathy reviewed the financial reports. Noted that membership was still lagging, and that the year end was less of a loss than anticipated. Cathy moved to accept the report, Sue seconded, ayes carry.
- 8:30 a.m. VII. Legislation Report VP Legislation *Page 35*  
Brad noted that Legislative Committee is dark for September, next meeting is October 1<sup>st</sup>. Continue to work on content for Dorothy and Paul, as well as a panel for the CAHU Summit. Brad announced that the NAHU Capitol Conference will be done virtually.
- Faith noted that the Legislature finished August 31, and now waiting for Governor to sign bills that were sent to him. Has until September 30 to complete signing. Reviewed a few of the bills that had been signed, other bills are in clean up prior to going to the Governor. AB 2157 is enrolled, SB 852 is in clean up. Faith noted that

talking points are being developed on the Healthy CA for All report. The report has a lot of data, and the second report will be out in February. Maggie and Brad noted that this will be the starting point for developing strategy. Discussed lobbying via zoom. It..

8:40 a.m	VIII.	PAC Report Sue noted that SDAHU has a 100% board participation. Still working on building contributor list, and will be attending a Strong Jobs event later in the fall.	VP PAC
8:45 a.m	IX.	Public Affairs Report Paul shared discussion with user experience consultant, and recommends putting a program on the website to see user behavior that runs \$99 a month. Consultant charges P\$80 per hour. Obtained a pro bono offer from firm that would review the communications strategy and website, would also help frame out leadership strategy and strategic plan. Would like too have CAHU consider using them for PR down the road. Sue noted that there are funds in the budget to help with some of this. Maggie noted that she would set up a committee to review the requests. Sue suggested including Dawn.	VP Public Affairs
8:50 a.m	X.	Corporate Affairs Report Craig noted that he is has been emailing firms and reaching out to sponsor and be involved with CAHU and the Summit. Maggie noted that the website is being built out more and there are opportunities for advertising. Dorothy noted that STATEment ads were also an option. Paul noted that detailed analytics would be important for the website.	VP Corporate Affairs
8:55 a.m	XI.	Membership Report Barbara reviewed membership numbers. July 1 – 1649, ended at 1625, gained 12 new. One year difference is down over 200. Retention rate is 74.9%. Noted that chapters are working on membership videos, discussed video options. Also discussed that some states are moving to one chapter per state as things go virtual. Barbara also noted that chapters can work on assigning new members to board members for engagement and for NAHU awards. Brianb asked if there was a sense of why members lapsed. Barbara is asking chapters to reach out and determine why those members are lapsing. Brad suggested considering using any excess funds to boost membership.	VP Membership
9:00 a.m	XII.	Professional Development Report Mariette noted that the Summit is in three weeks – LinkedIn banner is available. New platform offers better connection. Professional Development call was last week, Kimi reviewed CE submission guidelines and some parts of the CAHU website.	VP Professional Development
9:05 a.m	XIII.	Communications Report Dorothy noted that the STATEment went out on Sept 1. Cal Broker is going to publish the feature article in October. The podcast done with Faith and Brad will be ready to publish today. Social media has been pushing Summit and STATEment. Working on creating taglines for social media. Noted that Governor signed AB 1687 – expanded FFCRA. STATEment deadline is October 1. Election focus, Summit review as well. Also asked for articles from all members.	VP Communications

9:20 a.m	XIV.	Community Outreach	VP Community Outreach	Dawn noted the Foundation is working on internship structure and mentoring component. Planned release for 2 <sup>nd</sup> quarter of 2021. Will be doing video for social media on how to access prescriptions. NAHU Vanguard council is revamping their purpose as well. NAHU Power Hour starts next week. Goal is to connect people from across the country.
9:25 a.m.	XV.	Awards Update	Awards Chair	Ptata noted that most of the awards have been decided and will be presented at the Summit. Asked chapters to review Awards training videos on NAHU website.
9:30 a.m	XVI.	Medicare Advisory Group Report	Medicare Chair	Had Medicare Committee meeting last week, working to build up content on the site. Looking for articles. Working to have Medicare focused CE courses, and will have at least 7 by end of month. Also developing sponsorship packages that include CE courses. Kimi working on improving website abilities.  CA EXPO Report (Dawn) – Expo had technology issues at first. 387 registered. Content was good. After first day the user experience smoothed out. Still working on finances. Working on survey.  Senior Summit (MaryAnna) – noted that there were challenges on the backend. Had 329 attendees, 360 total with exhibitors. Went well after the first few hours. Still working on finances. Survey results have been positive.
9:35 am	XVII.	Vanguard Chair Report	Vanguard Chair	Heather – refining what Vanguard council is. Revamping social guidebook, also refining internship playbook as well. Looking at engagement, community, innovation, and synergy to support multiple initiatives.
9:40 am	XVIII.	Chapter Reports		OCAHU - this week is CE week, did a Putt for PAC fundraiser and raised \$1,000 for PAC. Next month meeting will be starting to plan February symposium that will be virtual.  LAAHU – Had board meeting last week, encouraged board to sign up for Summit. Working on PAC donations from all board members. 4 <sup>th</sup> webinar on “Get Up and Go” series is in two weeks. Planning for spring symposium. Also working on diversity and inclusion.  SDAHU – virtual event for membership, also have Warner Pacific sponsoring. Working on webinars. Philanthropy working on event with San Diego Food Bank. Have some giveaways attached to that.  IEAHU – focus this year on growing membership, reaching out to public and PAC. Working on growing PAC donations from board. Also looking at developing vanguard and content for membership. Trivia game in October.  GGAHU – continuing to fill calendars. Doing a webinar on back to work, doing a

legislative update later in October. Working on partnering with SAHU and NCAHU to offer more to all members. Will be looking at doing a virtual holiday event.

SAHU – golf tournament yesterday, had about 100 golfers, but not as many sponsorships. 4 new members this month. Also looking for some creative ways to do donations during holidays. Looking at a “Draw with Stacy” as a family event and will donate funds. Also thinking about a drive by toy drop off.

CCAHU – still building board. Had two board meetings and the new board is engaged and excited. Scheduling monthly membership meetings with panels on a variety of topics. Working on social media and website updates and pushes. Also looking at symposium and possibly a golf tournament. Working on getting a handle on finances. Also looking at finding an executive director.

SVAHU - hosting cigna + Oscar for next member meeting, and looking to partner with the other bay area chapters to collaborate.

DCAHU – virtual enrollment webinar this week as a CE from Warner Pacific. Will be reaching out to chapters about doing a golf tournament or a putting contest.

NCAHU – moved administrator, added two new board members. Board is moving forward.

SBAHU – virtual small group panel webinar this week, working on additional content. Working on holiday ideas. Looking for a new membership chair.

VCAHU – virtual meetings as well – GA’s answering questions about small group enrollment. Working on ideas for charity events as well.

10:28 am	XIX.	New Business No new business	President
10:30 am:	XX.	Adjourn Motion to adjourn from Brad, second from Brian. Ayes carry . Adjourned at 10:16 am.	President

## 2020-2021 Board of Directors Meetings and Events

Date	Event	Location	Time
September 15, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
October 6 & 7, 2020	Summit	Virtual Summit	TBD
October 20, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
November 17, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
December 15, 2020	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
January 19, 2021	Board Meeting/Strategic Planning Update	TBD	
February 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
March 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
April 20, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
May 17, 2021	Board Meeting	Sawyer Hotel	

June 15, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
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## **AGENDA**

**Meeting Description:** CAHU Board of Directors Leadership

**Date and Time:** July 21, 2020 9:45 am to 10:30 am

**Location:** Conference Call





## Board Meeting Sign In Sheet: September 15, 2020

8 am to 10:30 am

Location: Conference Call

Executive Board	Title	INITIAL	<b>Quorum: 19</b>	
Maggie Stedt	President	X		
Vacant	President-Elect			
Bruce Benton	Immediate Past President	X		
Cathy Little	VP Finance	X		
Brad Davis	VP Legislation	X		
Barbara Ciudad	VP Membership	X		
Mariette Lasley	VP Professional Development	X		
Sue Wakamoto Lee	VP PAC	X		
Paul Roberts	VP Public Affairs	X		
Craig Gussin	VP Corporate Relations	X		
Dorothy Cociu	VP Communications	X		
Dawn McFarland	VP Community Outreach	X		
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	X		
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU	X	Rick Coburn	X
David Dutchover	President IEAHU	X		
Brian Sullivan	President LAAHU	X	Charlotte MacPherson	X
Vanessa Ignacio	President NCAHU		Pam Morton	X
Dan Furtado	President NVAHU		Angie Caruso	
MaryAnna Trutanich	President OCAHU	X	Jo Ann Vernon	
Sam Siders	President SAHU	X	Carmen Perea	X
Terri Yurek	President SDAHU	X	Kacy Kunkel	
Laura Murphy	President SBAHU	X		
Nick Jauhal	President SVAHU	X		
Tim Kanter	President VCAHU	X	Don Jones	

### STAFF:

Mike Belote  
Jennifer Blevins  
Faith Borges X  
Kimi Shigetani X

### COMMITTEE CHAIRS:

Pat Stiffler, Awards X  
David Garcia, Medicare X  
Heather Siems, Vanguard X



## **Minutes 2021**

## Board Minutes

**Meeting Description:** CAHU Board of Directors

**Date and Time:** January 19, 2021 8:00 am to 10:30 am

**Location:** Zoom Meeting



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

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- 8:00 am I. Welcome, Call to Order, Antitrust Reminder President  
[Link to NAHU Board Orientation on Governance](#)  
Maggie reviewed the anti trust reminder.
- II. Approval of Agenda of January 19, 2021 President  
Rick moved to approve agenda, Craig seconded. No changes, ayes carry.
- III. Approval of Minutes of December 15, 2020 President  
Rick moved to approve minutes, Tim seconded. No changes or discussion, ayes carry.
- 8:05 a.m. IV. President's Report President  
Maggie reviewed the Strategic planning check in, reminded Executive Board to register for Capitol Conference. Thanked Kimi for her work, introduced Nathan as the new incoming interim. Noted that CAMS agreement is being re-worked and will be finalized July 1. Maggie reminded all chapters that membership and PAC should be discussed at every meeting.
- 8:20 a.m. V. Immediate Past President Report Immediate Past President  
Bruce noted that the nominations committee would be meeting soon. The notice will be going out today. Local chapter presidents or a representative from the chapter will be invited to all nominations committee calls. Chapter Leadership & Development committee is considering a virtual chapter leadership conference April 27-29. Asked for chapter feedback to avoid conflicts. Governance Committee put forward some policy changes but will postpone vote until February. Will be working on bylaw clean up and recommendations as well.
- 8:30 a.m. VI. President Elect Report President Elect  
Brad asked everyone to make sure they read their board packet and to review the Policies and Strategic Planning notes. Noted that chapters have been working to engage members, and that he is working to change the way the board meeting is structured. The VP's will meet outside of board meeting (second Monday of each month at 10:30 am) to allow the focus of the board meetings to be on chapters.
- 8:35 a.m. VII. Financial Report VP Finance  
Cathy shared the finance report. Noted that membership is on the decline. Dues are coming in on average to cover expenses. Finance committee voted to move \$25,000 from the bank account to the Schwab money market account. The Annual Summit is projected to have a profit of about \$24,000 – goal had been \$50,000 profit but still happy with profit. Noted that the Legislative webinar had a significant number of non members who were interested. Attended a webinar on PPP for 501c6 organizations. Cathy noted that there was a way to have CAHU qualify for PPP funds through CAMS as a low interest loan. Chance that it could be forgiven. Will discuss with CAMS and decide what to do. Cathy moved to accept January financials, Rick seconded. No discussion, ayes carry.

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*Updated: 2/11/2021*

8:40 a.m.	VIII.	Legislation Report	VP Legislation
		Dawn noted that there were 150 on the Legislative webinar. Bill Review will be virtual this March 11. Ramping up for Cap Con, and has reached out to NAHU to determine format and framework. Working on getting more information on individual mandate tax issues.	
		Faith – no bills to report on yet. Video of the webinar will be posted on the website later this week.	
8:50 a.m	IX.	PAC Report	VP PAC
		Sue reported on PAC issues – reminded everyone that the PAC has a narrow scope – only focuses on health insurance and broker industry. Board votes on when individuals receive funds and it is based on industry focus. PAC meets this Thursday. Funds are depleted after election, so there will be a lot of fundraising this year. Maggie noted that contributions are based on our industry – not on other events. Sue reiterated that CAHU PAC is only California, not national. Faith noted that CAHU and the PAC are non partisan. Maggie noted that the Executive board will be putting together a statement from the board.	
8:55 a.m	X.	Public Affairs Report	VP Public Affairs
		Paul reported that the PR firm has drafted a peer review report. Paul will present to board in February. Work will be on setting goals around addressing deficit areas. Plan is to have firm present to the Executive board, and then to the full board. Working with membership to determine numbers and how to grow it. Firm looked at NAHU and Texas AHU, SHRM and other associations websites to gather data.	
9:00 a.m	XI.	Corporate Affairs Report	VP Corporate Affairs
		Craig noted that the membership loss has a direct impact on the budget. Asked board for input on a “Friends of CAHU” partnership. Lower price point, but must be a CAHU member. Asked for updates from chapters on companies that are new to the Medicare arena.	
9:05 a.m	XII.	Membership Report	VP Membership
		Barbara noted that she reached out to all chapter membership chairs with the list of non members who had registered for the webinar, and also reached out the people. There was confusion around associate members and agency membership. There were some who said they would renew as well. Lapsed members are outpacing new members. Asked for feedback and ideas on how to grow membership.	
9:10 a.m	XIII.	Professional Development Report	VP Professional Development
		Mariette reported on the Professional Development call – Kelly Pastore from Region 8 and Pat Stiffler about awards. Videos are posted on NAHU’s social media weekly. Pat reminded chapters to promote LPRT. CCAHU has a legislative update tomorrow, and LAAHU has a vaccine update tomorrow as well. Maggie reminded chapters that they should all have a representative on each call. Maryanna asked VPs to let the chapters know if the chapters don’t have reps on the call. Brad and Maggie will work on a system.	
9:15 a.m	XIV.	Communications Report	VP Communications

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Dorothy reported that the STATEment was out, highest open rate yet at 30% on first email blast. February 1<sup>st</sup> is the deadline for the first issue, please send articles and any event updates to Dorothy. Article on transparency has been picked up by CalBroker and NAHU.

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|----------|--------|--|-----------------------|
| 9:20 a.m | XV.    | <p>Awards Report<br/>         Pat reported that she had applied for Legislative Excellence but no individual awards. Will be applying for Landmark and other awards including Blue Ribbon. Emerging Leader award is converting to Vanguard award.</p>  | Awards Chair          |
| 9:25 a.m | XVI.   | <p>Medicare Advisory Group Report<br/>         David was not on call.</p>  | Medicare Chair        |
| 9:30 a.m | XVII.  | <p>Vanguard Council Report<br/>         Heather noted that there was success with the CAHU Summit, and that there will be some initiatives coming up throughout the year. Working on rebranding. Working with chapters who have Vanguard chairs and with chapters who do not as well. Asked each chapter to nominate member for the Emerging Leader award.</p>   | Vanguard Chair        |
| 9:35 a.m | XVIII. | <p>CAHU Foundation Report<br/>         Dawn noted that there will be a board meeting on Wednesday. Asked for suggestions for board members and board chairs.</p>   | VP Community Outreach |
| 9:40 a.m | XIX.   | <p>Local Chapter Reports (3 minutes each)</p> <p>CCAHU – Zac noted that meetings were going well, board was engaged. Using a format designed to resist Zoom fatigue – speakers typically go about 20 minutes each and have several speakers. Doing a flag salute and other things. Keeping sponsorships small, doing prize drawings. Using Fiverr to design graphics for meetings. Applied for a relief grant under COVID funding.</p> <p>VCAHU – doing two meetings this month as attendance has been good. Symposium coming up that will be virtual.</p> <p>SBAHU – Legislative webinar helped with membership. Noted that small board means that not all the committee meetings get covered. Would be helpful to know who was on each call.</p> <p>OCAHU – Sales symposium in February. Almost all sponsorships are sold. Three day event – half days each day. Registration is going well although a little slow. Medicare meeting and working on organizing event for September. Golf tournament is also getting planned.</p> <p>GGAHU – Sue reported that January meeting is Bay Area wide event. Future meetings will be on vaccines, employment law. Rick encouraged all chapters to look at partnerships. Sue noted that they are going to talk about doing sponsorships with other chapters as well. Maggie encouraged chapters doing a Memorandum of Understanding if partnerships are fiscal in nature.</p> <p>SAHU – Crab Feed will be a steak and shrimp feed in lieu of Crab in March. Business</p> | Chapter Presidents    |

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event will be virtual in July. Golf tournament in May. Mid year review showed a lot of goals have been accomplished. Sponsorships are going strong. Able to move funds into savings. Looking at social media marketing with a marketing firm and using Facebook and LinkedIn ads. Will keep board updated on how it goes. Communications chair is going to use Hootsuite. Zac noted that in their experience, LinkedIn was the most impactful.

SDAHU – Terri reported there is a CE Course for the end of January, another in February. Labor law is a good draw as well. Working on developing happy hours into both fun and interesting. Asked for feedback on doing an event fully recorded. Dawn noted that trying to make online events be just like in person events is difficult.

DCAHU – Jean reported that they had added a new member. Did a membership video and posted on website. Have also been doing phone calls to members and potential members. Faith is speaking on Thursday with a legislative update.

IEAHU – Had a certification with Janet Trautwein last week and had about 20 people do the certification. Have a tax strategies speaker on the next call. Did an ACA reporting webinar last month. Have been working on creating a membership push. Also working on strategic partnerships to bring value to members and sponsors. Working on CE day in March.

NVAHU – Dan reported that they have a CE day scheduled for April – moving everything over from last year. Not sure if it will be in person or not.

LAAHU – Craig noted that there are some events coming up. Bruce noted there is a membership meeting on vaccine rollout.

NCAHU – working on future webinars around employment law and other topics.

10:25 a.m.	XX.	Executive Director Report Nathan noted that he will be working with Kimi on transitioning.	Kimi Shigetani
10:28 a.m.	XXI.	Old Business	
10:30 a.m.	XXII.	Meeting Adjourned at 10:20 am Tim moved to adjourn, Maryanna seconded. Ayes carry.	

## 2020-2021 Board of Directors Meetings and Events

Date	Event	Location	Time
January 19, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
February 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
March 16, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
April 20, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.
May 17, 2021	Board Meeting	Sawyer Hotel	
June 15, 2021	Board Meeting	Conference Call	8 a.m. to 10:30 a.m.

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## Board Meeting Sign In Sheet: January 19, 2021

8:00 am to 10:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 19	
Maggie Stedt	President	X		
Brad Daivs	President-Elect	X		
Bruce Benton	Immediate Past President	X		
Cathy Little	VP Finance	X		
Dawn McFarland	VP Legislation	X		
Barbara Ciudad	VP Membership	X		
Mariette Lasley	VP Professional Development	X		
Sue Wakamoto Lee	VP PAC	X		
Paul Roberts	VP Public Affairs	X		
Craig Gussin	VP Corporate Relations	X		
Dorothy Cociu	VP Communications	X		
Vacant	VP Community Outreach			
President or Voting Member (Sub)			President-Elect or Voting Member	INITIAL
Zac Trogdon	President CCAHU	X		
Jean Chariton	President DCAHU	X		
Kenneth Coker	President GGAHU	X	Rick Coburn	X
David Dutchover	President IEAHU	X	Ashley Ingram	
Brian Sullivan	President LAAHU		Charlotte MacPherson	X
Vanessa Ignacio	President NCAHU	X		
Dan Furtado	President NVAHU	X	Angie Caruso	
MaryAnna Trutanich	President OCAHU	X	Jo Ann Vernon	X
Sam Siders	President SAHU	X	Carmen Perea	
Terri Yurek	President SDAHU	X	Kacy Kunkel	
Laura Murphy	President SBAHU	X		
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU	X	Don Jones	X

### STAFF:

Mike Belote  
Jennifer Blevins X  
Faith Borges X  
Kimi Shigetani X

### COMMITTEE CHAIRS:

Pat Stiffler, Awards X  
David Garcia, Medicare  
Heather Siems, Vanguard X  
Additional Guests – Nathan Carlson, Bryan Coppin,

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## Board Meeting Minutes

**Meeting Description:** CAHU Board of Directors

**Date and Time:** February 16, 2021 8:15 a.m. to 10:45 a.m.

**Location:** Zoom Meeting



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

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- 8:15 a.m.      I.      Welcome, Call to Order, Antitrust Reminder      President  
Maggie reviewed the Antitrust reminder.

**Upon motion made by Craig Gussin and seconded by Bruce Benton the agenda shall be approved as submitted. The motion carried.**

**Upon motion made by Bruce Benton and seconded by Tim Kanter, the minutes of the January 19, 2021 Board of Directors meeting shall be approved as submitted. The motion carried.**

- 8:20 a.m.      II.      President's Report      President  
Maggie Stedt is excited to announce that Tim Kanter was elected as the CAHU VP of Community Outreach. We are thrilled to have him fill this position. Maggie noted that make sure you register for the NAHU CapCon. If you are on the CAHU Executive Board or a Committee Chair you can be reimbursed for the registration. If you are interested in being on the CAHU Board, please submit your nominations. Maggie reported that she is continuing to work on the CAMS agreement that is due July 1, 2021.

- 8:30 a.m.      III.      Immediate Past President Report      Immediate Past President  
Bruce is working on the Statewide Leadership Conference. The dates of the event are April 21-22, 2021. We are continuing to update the agenda. It is going to be a great event. The Nominations Committee has met several times to help streamline the process. The deadline to submit nominations for the CAHU Board is April 3, 2021. Bruce reviewed the Policies and Procedures updates. He noted that 2004, 7014, 7016, 2008, are Policies and Procedures that are going to sunset.

**Upon motion made by Bruce Benton and seconded by Barbara Ciudad, the 2004, 7014, 7016, 2008 Policies and Procedures will be allowed to sunset. The motion carried.**

**Upon motion made by Bruce Benton and seconded by Dorothy Cociu, the CAHU New Chapter Seed Monies (1017) Policies and Procedures updates should be approved as submitted. The motion carried.**

**Upon motion made by Bruce Benton and seconded by Jean Chariton, the updates to the Policies and Procedures 3002 document shall be approved as submitted. The motion carried.**

**Upon motion made by Bruce Benton and seconded by Rick Coburn, the updates to the Policies and Procedures 3004 document shall be approved as submitted. The motion carried.**

8:45 a.m. IV. Women's Leadership summit  
Maggie reported that the committee has worked very hard on the Women's Summit. Jenny and her team have also worked very hard to limit the risk with the event. Cerrina reported that we planned to have our Summit last year, however with Covid we had to move the event. The Women's Summit is still planned as a live event. Currently we do not want to have this as a virtual event. We have reduced our projected attendance. Only a few people have canceled their registrations. Jenny has updated the budget for the event. We think that the event should still take place in April. We can change the date. If we want to cancel the event, we will lose a large amount of money. The deadline to change the date of the event is March. Cerrina noted that they have created onsite safety procedures. We are getting ready to send out communications to the members, however we wanted to discuss with the CAHU Board first. Several Board members noted that they are not going to be allowed to attend. Maggie recommends that we send a survey out to the attendees to see if they are going to attend. Maggie thanked Cerrina and Committee for the work they have done on this event.

9:00 a.m. V. Finance Report VP Finance  
Cathy reported on the January Financials. We are still showing a decline in membership. The current assets of January 31, 2021 are \$423,347. The assets are looking good at this point. The finance committee voted to move \$25,000 from checking tin the money market account. Cathy noted that we received the proposal by Paul Roberts to make a financial investment in the services of a Public Relations firm. The estimated annual investment is \$65,100. We do currently have \$25,000 in the budget to start these services. Cathy reported that she attended a CalSAE seminar on the PPP loans. She is currently reviewing the options for CAHU.

**Upon motion made by Cathy Little and seconded by Craig Gussin, the January financials were approved as submitted. The motion carried.**

9:05 a.m. VI. Legislation Report VP Legislation  
Dawn reported that Faith has been working on all the new bills that are coming out. Faith reported that the deadline to introduce new bills is this Friday. Faith noted that next week she will be working with Dawn on assigning bills to Leg Council members for bill review. Dawn reminded the Board that CapCon is coming up. Please reach out to your local Leg Chairs to participate in meetings.

9:10 a.m. VII. PAC Report VP PAC  
Sue reported that she submitted her board report. It is in the board packet. Maggie thanked Sue for submitting her report on time. Maggie noted that she is giving Sue a Starbucks gift card for submitting her report on time.



9:15 a.m.	VIII.	Public Affairs Report Paul reported that at the last Executive Board meeting Westbound Communications gave a prestaton. Paul noted that he continues to work with on the proposal. Paul thanked Cathy for the update on the financial side of hiring a Public Relations firm. He hopes to have more details for the next board meeting.	VP Public Affairs
9:20 a.m.	IX.	Communications Report Dorothy reported that she is working on the next Statement. The Statement will be going out on time. Dorothy noted that she has a lot content from chapters and the CAHU Board. Dorothy is looking for more Vanguard information.	VP Communications
9:25 a.m.	X.	Corporate Affairs Report Craig reported that he is working with several sponsors. He is sharing the value of CAHU with them.	VP Corporate Affairs
9:30 a.m.	XI.	Membership Report Barbara reported that the membership is down. Barbara noted that LAAHU did a great job with seven new members in January. The Membership Committee is working hard to bring in new members.	VP Membership
9:35 a.m.	XII.	Professional Development No report.	VP Professional Development
9:40 a.m.	XIII.	Awards Report Pat reported that she will be getting in touch with people to gather items to submit.	Awards Chair
9:45 a.m.	XIV.	Medicare Advisory Group Report David reported that he is working on the CAHU Medicare event on March 24, 2021. He also noted that he is working with Nathan to update the Medicare website. We are also adding Medicare videos to the website.	Medicare Chair
9:50 a.m.	XV.	Vanguard Report Sue reported that they are currently working on a webinar. They are also planning a few other vanguard events.	VP Vanguard
9:53 a.m.	XVI.	CAHU Foundation Report Tim reported that he does not have much to report since he was just elected to the position.	VP Community Outreach
9:55 a.m.	XVII.	Local Chapter Reports VCAHU – Tim reported that their webinar is today. Humana is sponsoring the meeting. The meeting is about zoom. We have our virtual symposium will be next month. They are working with SBAHU on the event. The meeting attendance has been very good at our meetings.	Chapter Presidents

CCAHU – Zac noted that their zoom meetings have been having great attendance. We are doing two or three speakers at each meeting. Dorothy did a great CE webinar for us in January.

GGAHU- Ken reported that he is having one-hour member meetings each month. Our next meeting is on February 18. We continue to partner with SVAHU and NCAHU. The meetings are going well.

LAAHU-Ross reported that we have a new website. We used constant contact to create the website. Our diversity seminars are going well. We will have a virtual booth at NAHU. Make sure you check out events on the website. The sales symposium will be in May. It will be a virtual meeting.

NCAHU – Vanessa reported that she is excited to announce that Norman Sheehan is our new President elect. We are pleased with the bay area partnership. Vanessa noted that they plan to have their sales symposium in August.

SAHU – Sam reported that have a none crab feed coming up in March. This is going to be a drive through event. We are very excited for this event. We expect a large turnout. Sam noted that they have an in-person golf event in May.

SBAHU- Laura noted that they are working with VCAHU on their sales symposium. We also got a new member this month. Laura reported that they have two events in March.

DCAHU- Jean reported that they have a member meeting this Thursday. Faith did a great job last month. We had our highest attendance at that meeting. We are looking at focusing on our Medicare event in the fall.

OCAHU – Pat reported that they had their sales symposium. It had about 145 attendees. Pat noted they have moved their Women’s event to December. Paul reported that they had their business summit. It had some technology issues.

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|------------|--------|---|
| 10:40 a.m. | XVIII. | Management Report<br>Nathan reviewed the CAMS management report that was in the Board packet. |
| 10:45 a.m. | XIX.   | Old Business<br>No old business was reported.   |
| 10:46 a.m. | XX.    | Meeting Adjourned at 10:46  |



## Board Meeting Sign In Sheet: February 16, 2021

8:15 am to 10:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 19	
Maggie Stedt	President	x		
Brad Daivs	President-Elect			
Bruce Benton	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Barbara Ciudad	VP Membership	x		
Mariette Lasley	VP Professional Development			
Sue Wakamoto Lee	VP PAC	x		
Paul Roberts	VP Public Affairs	x		
Craig Gussin	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		
Jean Chariton	President DCAHU	x		
Kenneth Coker	President GGAHU	x	Rick Coburn	x
David Dutchover	President IEAHU	x	Ashley Ingram	
Brian Sullivan	President LAAHU		Charlotte MacPherson	x
Vanessa Ignacio	President NCAHU		Norman Sheehan	x
Dan Furtado	President NVAHU		Angie Caruso	
MaryAnna Trutanich	President OCAHU		Jo Ann Vernon	
Sam Siders	President SAHU	x	Carmen Perea	
Terri Yurek	President SDAHU	x	Kacy Kunkel	
Laura Murphy	President SBAHU	x		
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU		Don Jones	x

### STAFF:

Jennifer Blevins  
Faith Borges  
Nathan Carlson

### COMMITTEE CHAIRS:

Pat Stiffler, Awards  
David Garcia, Medicare  
Heather Siems, Vanguard

### GUESTS:

Korey Ashton, Cerrina Jensen  
Bryan Coppin, Ross Pendergraft

## Board Meeting Minutes

**Meeting Description:** CAHU Board of Directors

**Date and Time:** March 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.*

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- 8:04 a.m.      I.      Welcome, Call to Order, Antitrust Reminder      President  
Maggie reviewed the Antitrust reminder.

**Upon motion made by Craig Gussin and seconded by Sue Wakamoto-Lee the agenda shall be approved as submitted. The motion carried.**

**Upon motion made by Bruce Benton and seconded by Laura Murphy, the minutes of the February 16, 2021 Board of Directors meeting shall be approved as submitted. The motion carried.**

- 8:20 a.m.      II.      President's Report      President  
Maggie Stedt reported that that she would like to have Nathan Carlson and Dawn McFarland give an update on the recent events survey that was sent out. Nathan noted that the survey is in the Board packet. He also noted that the survey had a good response rate.

Dawn McFarland reported that two-thirds of the people would like to attend live events by the end of summer. Dawn reported that the goal was to get direction on the Capitol Summit. Dawn noted that the Capitol Summit will be virtual this year. Brad Davis reviewed the survey with the board.

Jennifer Blevins reported on the Women's Leadership Summit contract. The hotel was not going to let CAHU out of the contract. The hotel was going to charge CAHU for the full amount of \$47,000. Jennifer was able to negotiate with the hotel move the event to 2022. CAHU does not have to pay the full \$47,000.

Maggie Stedt reviewed the NAHU website and leadership modules with the Board.

- 8:30 a.m.      III.      Immediate Past President Report      Immediate Past President  
Bruce is working on the Statewide Leadership Conference. The agenda is almost done. There is no fee to attend the event. Bruce reported that we are going to incentivize chapters attending the event. The Governance Committee will be making bylaw change recommendations to the Board. Bruce reviewed the CAHU Board nominations listed in the board packet.

- 8:45 a.m.      IV.      President Elect Report      President Elect  
Brad Davis reported that he has formed a search Committee to get three proposals from Public Relations companies. Brad is working with Cathy Little on

the budget to make sure CAHU has enough money for the Public Relations companies.

- 9:00 a.m.      V.      Finance Report      VP Finance  
Cathy Little reported that we currently are showing a decline in membership. The total current assets are \$417,543.21. Cathy noted that we have deferred money from the Women's Summit. Some of the income might be returned from the event. Cathy noted that some of the money will carry over to the next event. Cathy reported that we are not going to apply for the Federal PPP loan.

**Upon motion made by Brad Davis and seconded by Cathy Little, move \$6,500 from NAHU Annual Convenient to incentivize sending chapter Board Members to the CAHU Statewide Leadership Conference. The motion carried.**

**Upon motion made by Cathy Little and seconded by Rick Coburn, CAHU will reimburse the registration cost for the NAHU Annual Convention for the entire Executive Board and Committee Chairs. The motion carried.**

**Upon motion made by Brad Davis and seconded by Tim Kanter, the March financial report shall be approved as submitted. The motion carried.**

- 9:05 a.m.      VI.      Legislation Report      VP Legislation  
Dawn McFarland reported that last week had bill review. Dawn reviewed the CAHU top priority bill status report with the Board.

**Upon motion made by Terri Yurek and seconded by Craig Gussin, the CAHU priority bill list shall be approved as submitted. The motion carried.**

Dawn reported that we have created a task force to work on AB 1400. CAHU will be creating a toolkit of information for members.

Faith Borges reported that CAHU is part of coalition called Californians Against the Costly Disruption of Our Health Care. This coalition has several other health associations that oppose AB 1400. The group is working on creating their responses to AB 1400. The group does share important information. The group does not feel a big sense of urgency about the bill. The bill is still in the early stages. Faith reported that she is working on the documents for the toolkit. There is also an AB 1400 webpage that has been created in members only. Faith is working on the bill analysis that will go in the packet.

- 9:10 a.m.      VII.      PAC Report      VP PAC  
Sue Wakamoto-Lee reported that she is launching the PAC Match-A-Thon. The donations that come in between March 16 to April 16 will be match by donors. This is a contest for the chapters and winners will get a two comp tickets to Capitol Summit.

- 9:15 a.m.      VIII.      Public Affairs Report      VP Public Affairs

Paul Roberts reported that he has reviewed the single Public Relations firm. Brad Davis is reviewing the two other firms since CAHU requires three quotes.

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|-----------|-------|--|-----------------------------|
| 9:20 a.m. | IX.   | Communications Report  | VP Communications           |
|           |       | Dorothy Cociu reported that her report is in the board packet. The March/April Statement went out to the membership. The next issue is the May/June issues. Please send all the information for the next Statement by April 1 <sup>st</sup> .  |                             |
| 9:25 a.m. | X.    | Corporate Affairs Report   | VP Corporate Affairs        |
|           |       | Craig Gussin is working on four new companies to get new sponsorships. Craig reported that if you work with any new companies please send him the contact information.   |                             |
| 9:30 a.m. | XI.   | Membership Report  | VP Membership               |
|           |       | Barbara Ciudad reported that the membership count is 1,568. Membership continues to decline. The San Diego chapter did have eight new members. Several other chapters have reported new members. Barbara reported that we can get data from people who have clicked the join now button. We plan on using this to get new members.                   |                             |
| 9:35 a.m. | XII.  | Professional Development   | VP Professional Development |
|           |       | Mariette Lasley reported that there is a lot going on in professional development. Mariette noted that the last committee meeting we had many great speakers. The next meeting is on April 9 <sup>th</sup> . Mariette noted that CAHU continues to create excellent CE classes. The professional development report is included in the board packet. |                             |
| 9:40 a.m. | XIII. | Awards Report  | Awards Chair                |
|           |       | Pat Stiffler reported that she is applying for awards. Pat has requested information from many Board Members. The awards are due April 5, 2021. All chapters should apply for chapter certifications.  |                             |
| 9:45 a.m. | XIV.  | Medicare Advisory Group Report   | Medicare Chair              |
|           |       | David Garcia reported that the Medicare event is on March 24, 2021. He is also working on updating the Medicare website. CAHU is sending out the information to all the members.   |                             |
| 9:50 a.m. | XV.   | Vanguard Report  | VP Vanguard                 |
|           |       | Heather Siems has been meeting on the national level. Heather is working on a new Vanguard award. Heather reported that she is also working on is committee chair descriptions. Heather is also working joint virtual events.  |                             |
| 9:53 a.m. | XVI.  | CAHU Foundation Report   | VP Community Outreach       |
|           |       | Tim Kanter reported that he is working with the Foundation to strengthen the vision and mission statement. Tim noted that he is going to be connecting with other Board members to work on the Foundation.   |                             |

9:55 a.m.

XVII.

#### Local Chapter Reports

#### Chapter Presidents

OCAHU – MaryAnna Trutanich reported that they will be having their first golf event in over a year. The golf event is in April. MaryAnna noted that in May they have asked Janet Trautwein to speak. MaryAnna also reported that she is retiring from Kaiser in December.

VCAHU – Tim Kanter reported that his symposium is currently going on. He noted that we currently have over ninety people registered. This is a very good registration count for VCAHU. Next month we will be having an ethics meeting.

SAHU – Sam Siders reported that they had the non-crab feed. Sam noted that they sold over 190 tickets. The event went very well. In May SAHU will have their golf event. They will also have a professional development day in July.

GGAHU- Kenneth Coker reported that they are having a COVID Panel in April. Dorothy Cociu is going to be speaking for us this month. GGAHU received their gold chapter certification. Ken noted that they are looking at having a virtual symposium with the other bay area chapters.

NCAHU –Vanessa Ignacio reported she is excited to report that they have filled many new Board positions. Vanessa noted that they plan to have their sales symposium as an in-person event. We continue to partner with Bay Area chapters.

CCAHU – Zac Trogdon reported that they continue to see great attendance at their meetings. Zac reported that CCAHU is growing their board and committees. He is pushing the board chairs to create their own committees. CCAHU is focused on social media and it is paying off for meetings and new members.

LAAHU – Brian Sullivan reported that two upcoming LAAHU events worth attending and promoting are Renee Noy of Workwise Law, will be presenting on the 2021 new employment laws related to COVID. Also, the upcoming LAAHU Annual Symposium. Ricardo Lara Commissioner of California Department of Insurance will be the keynote speaker.

DCAHU- Jean Chariton reported that they are offering several CE seminars. They are working on their gold chapter certification. Jean has scheduled their strategic planning in June.

SDAHU - Terri Yurek reported that they have eight new members. The next seminar we have is with Craig Gussin. The next seminar in April is from a law firm. Terri noted that we have some Board seats that are going to vacant. Terri is working on the Pacesetter Awards.

SBAHU- Laura Murphy noted that the joint sales symposium with VCAHU is currently going on. Laura reported that she is planning several more virtual seminars.

NVAHU - Dan Furtado reported that he was on the last meeting. He had to leave before he could give his report. Dan noted that he is going to be having a virtual seminar later in the year. He has reached out to other chapters to have a joint event. Dan reported that they do not have a President Elect. He is worried about getting Board members.

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|------------|--------|---|
| 10:40 a.m. | XVIII. | Management Report<br>Nathan reviewed the CAMS management report that was in the Board packet. |
| 10:45 a.m. | XIX.   | Old Business<br>No old business was reported.   |
| 10:48 a.m. | XX.    | Meeting Adjourned at 10:48  |





## Board Meeting Sign In Sheet: March 16, 2021

8:00 am to 10:30 am

Location: Zoom Meeting

Executive Board	Title	INITIAL	Quorum: 19	
Maggie Stedt	President	x		
Brad Daivs	President-Elect	x		
Bruce Benton	Immediate Past President	x		
Cathy Little	VP Finance	x		
Dawn McFarland	VP Legislation	x		
Barbara Ciudad	VP Membership	x		
Mariette Lasley	VP Professional Development	x		
Sue Wakamoto Lee	VP PAC	x		
Paul Roberts	VP Public Affairs	x		
Craig Gussin	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 Trogon	President CCAHU	x		
Jean Chariton	President DCAHU	x		
Kenneth Coker	President GGAHU	x	Rick Coburn	x
David Dutchover	President IEAHU		Ashley Ingram	
Brian Sullivan	President LAAHU	x	Charlotte MacPherson	
Vanessa Ignacio	President NCAHU	x	Norman Sheehan	x
Dan Furtado	President NVAHU	x	Angie Caruso	
MaryAnna Trutanich	President OCAHU	x	Jo Ann Vernon	
Sam Siders	President SAHU	x	Carmen Perea	
Terri Yurek	President SDAHU	x	Kacy Kunkel	
Laura Murphy	President SBAHU	x		
Nick Jauhal	President SVAHU			
Tim Kanter	President VCAHU	x	Don Jones	

### STAFF:

Jennifer Blevins  
Faith Borges  
Nathan Carlson

### COMMITTEE CHAIRS:

Pat Stiffler, Awards  
David Garcia, Medicare  
Heather Siems, Vanguard

### GUESTS:

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