



CAHIP-Los Angeles

Board of Directors Meeting Minutes

Date: January 15, 2026

Time: 10:00 AM – 11:00 AM

Location: Virtual Meeting (Zoom)

Attendance

Present: Bruce Benton, Kerry Wright, Patrick Snitchler, Elka Soussana, Dede Kennedy, Tiffany Cammarata, Naama O. Pozniak, Josh Kaufman, Manny Alcaine, Michael Lujan, Dave Sherrill, Ashley Kapostins

Absent: Jonathan Edwards, Victoria Saucedo, Michael Patton, June Taylor

A quorum was confirmed.

I. Welcome, Call to Order, Antitrust Reminder

President Bruce Benton called the meeting to order at 10:07 AM, welcomed the Board, and opened the session. The antitrust reminder was noted in accordance with association policy.

II. Adoption of January Agenda

The January agenda was presented for adoption. Hearing no objections, the agenda was adopted as presented.

III. Approval of December Minutes

The December Board Meeting Minutes were presented for review and approved without revision.

IV. President's Report – Bruce Benton

Bruce provided updates on state and national association activities and outlined strategic planning priorities, including governance continuity, leadership development, and member engagement.

V. President-Elect Report – Open

No report presented.

VI. Immediate Past President Report – Dede Kennedy-Simington

Leadership succession and nominations were discussed as part of ongoing governance planning.

VII. Secretary Report – Open

No report presented.

VIII. Governance Committee Report – Dede Kennedy-Simington

Governance structure, leadership development, succession planning, and governance training for state and local chapters were discussed.

IX. Treasurer's Report – Tiffany Cammarata

December financials were presented and accepted. (reports attached)

Additional updates included:

- Holiday Party profit of \$2,400
- \$430 Alzheimer's Association donation approved
- Medicare Summit profit share to be finalized

X. Membership Committee Report – Naama O. Pozniak

Continued focus on retention and new member outreach.

XI. Legislative Committee Report – Patrick Snitchler

Updates included Advocacy training, legislative meetings, and Vice Chair succession planning, along with Capital Conference logistics.

XII. PAC Report – Kerry Wright

Technology improvements and PAC fundraising strategies were discussed.

XIII. Medicare Report – Elka Soussana

Planning updates for the August 27 Medicare Summit included committee formation, sponsorships, promotions, and volunteer recruitment.

XIV. Professional Development Report – Victoria Saucedo

No report presented.

XV. Marketing & Communications Report – Jonathan Edwards

Jonathan had emailed the redesigned newsletter template featuring new member photos with a short report.

XVI. Awards Report – Open

No report presented.

XVII. Executive Director Report

Dave and Ashley provided operational and event support updates.

XVIII. Old Business

Capital Conference planning, Dede Kennedy was appointed as NABIP Foundation Champion for the chapter. Board confirmed. Email Vote to nominate Dawn McFarland was reviewed with confirmation that it passed with no opposing votes.

XIX. New Business

Leadership succession, young professional engagement, NABIP leadership consideration, and governance modernization were discussed.

XX. Adjournment

Kerry Wright made a motion to adjourn and Elka Soussana seconded it. All were in favor and the meeting was adjourned at 11:06am

Strategic Planning discussion began immediately after adjournment of board meeting.

Balance Sheet Comparison

CAHIP Los Angeles

As of December 31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	AS OF DECEMBER 31, 2025	AS OF DECEMBER 31, 2024 (PY)	\$ CHANGE (PY)
Assets			
Current Assets			
Bank Accounts			
CD (2918) 01/22/25	90,000.00	103,315.82	-13,315.82
Chase Checking	23,600.99	48,474.08	-24,873.09
Total for Bank Accounts	\$113,600.99	\$151,789.90	-\$38,188.91
Accounts Receivable			
Other Current Assets			
1490 Prepaid Expenses Annual Symposium	5,672.63	0.00	5,672.63
1500 Prepaid Expenses - Insurance	312.00	0.00	312.00
1555 Prepaid Expense - Medicare Summit	2,000.00	0.00	2,000.00
Total for Other Current Assets	\$7,984.63	\$0.00	\$7,984.63
Total for Current Assets	\$121,585.62	\$151,789.90	-\$30,204.28
Fixed Assets			
Other Assets			
Total for Assets	\$121,585.62	\$151,789.90	-\$30,204.28
Liabilities and Equity			
Liabilities			
Current Liabilities			
Long-term Liabilities			
Total for Liabilities			
Equity			
Retained Earnings	-31,732.48	-5,146.71	-26,585.77
Net Income	-12,406.72	-8,788.21	-3,618.51
3000 Net Assets	165,724.82	165,724.82	0.00
Total for Equity	\$121,585.62	\$151,789.90	-\$30,204.28
Total for Liabilities and Equity	\$121,585.62	\$151,789.90	-\$30,204.28

Profit and Loss Comparison

CAHIP Los Angeles

July 1-December 31, 2025

DISTRIBUTION ACCOUNT	TOTAL		
	JUL 1 - DEC 31 2025	JUL 1 - DEC 31 2024 (PY)	\$ CHANGE (PY)
Income			
4000 Membership Dues - NABIP	4,499.04	2,875.57	1,623.47
4300 Membership Meeting	\$2,185.00	\$2,027.00	\$158.00
4555 Holiday Party Event	\$3,725.00	\$4,205.50	-\$480.50
4560 Medicare Summit	\$36,728.00	\$38,681.00	-\$1,953.00
4880 Ways & Means	\$5,000.00		\$5,000.00
4500 Annual Conference		\$1,125.00	-\$1,125.00
4688 Charity Donations		150.00	-150.00
Services		0.00	0.00
Total for Income	\$52,137.04	\$49,064.07	\$3,072.97
Cost of Goods Sold			
Gross Profit	\$52,137.04	\$49,064.07	\$3,072.97
Expenses			
6040 Bank/Credit Card Fees	312.55	1,206.60	-894.05
6105 CAHIP PAC	2,000.00		2,000.00
6146 Holiday Party	\$1,317.61	\$308.52	\$1,009.09
6160 Insurance Expense	2,139.00	1,868.48	270.52
6200 Management Fees	\$25,950.00	\$27,250.00	-\$1,300.00
6340 NABIP Region VIII Mtg	3,486.11		3,486.11
6360 Admin/Office Expense	\$2,441.45	\$2,903.36	-\$461.91
6600 Membership Meeting Expenses	\$2,297.03		\$2,297.03
6872 Medicare Summit Expenses	\$25,762.98	\$23,681.89	\$2,081.09
Taxes & Licenses	174.00		174.00
6050 Board Meeting Expense		\$166.13	-\$166.13
6110 Charity/Donation		150.00	-150.00
6130 Continuing Education Admin Exp		317.30	-317.30
Total for Expenses	\$65,880.73	\$57,852.28	\$8,028.45
Net Operating Income	-\$13,743.69	-\$8,788.21	-\$4,955.48
Other Income			
7000 Interest Income	1,336.97		1,336.97
Total for Other Income	\$1,336.97		\$1,336.97
Other Expenses			
Net Other Income	\$1,336.97		\$1,336.97
Net Income	-\$12,406.72	-\$8,788.21	-\$3,618.51

CAHIP Los Angeles

Budget vs. Actuals: Budget_FY26_P&L - FY26 P&L

July 2025 - June 2026

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
4000 Membership Dues - NABIP	4,499.04	8,000.00	-3,500.96	56.24 %
4155 DATR	0.00	16,000.00	-16,000.00	0.00 %
4300 Membership Meeting	2,185.00	5,000.00	-2,815.00	43.70 %
4500 Annual Conference	0.00	34,000.00	-34,000.00	0.00 %
4555 Holiday Party Event	3,725.00	4,000.00	-275.00	93.13 %
4560 Medicare Summit	36,728.00	39,000.00	-2,272.00	94.17 %
4880 Ways & Means	5,000.00	110,000.00	-105,000.00	4.55 %
Total Income	\$52,137.04	\$216,000.00	\$ -163,862.96	24.14 %
GROSS PROFIT	\$52,137.04	\$216,000.00	\$ -163,862.96	24.14 %
Expenses				
6000 Accounting/Tax Prep.	0.00	800.00	-800.00	0.00 %
6020 Awards & Gifts		1,170.00	-1,170.00	
6040 Bank/Credit Card Fees	312.55	2,750.00	-2,437.45	11.37 %
6050 Board Meeting Expense		400.00	-400.00	
6100 CAHIP Capitol Summit		13,000.00	-13,000.00	
6105 CAHIP PAC	2,000.00	3,000.00	-1,000.00	66.67 %
6146 Holiday Party	1,317.61	1,500.00	-182.39	87.84 %
6150 NABIP PAC Admin Fund		2,000.00	-2,000.00	
6160 Insurance Expense	2,139.00	2,750.00	-611.00	77.78 %
6200 Management Fees	25,950.00	51,000.00	-25,050.00	50.88 %
6320 NABIP Annual Convention	0.00	27,000.00	-27,000.00	0.00 %
6330 NABIP Capitol Conference		25,000.00	-25,000.00	
6340 NABIP Region VIII Mtg	3,486.11	8,000.00	-4,513.89	43.58 %
6360 Admin/Office Expense	2,441.45	3,975.00	-1,533.55	61.42 %
6600 Membership Meeting Expenses	2,297.03	5,000.00	-2,702.97	45.94 %
6650 Day at the Races Expense	0.00	11,000.00	-11,000.00	0.00 %
6700 Annual Conference		30,000.00	-30,000.00	
6872 Medicare Summit Expenses	25,762.98	27,000.00	-1,237.02	95.42 %
Taxes & Licenses	174.00		174.00	
Total Expenses	\$65,880.73	\$215,345.00	\$ -149,464.27	30.59 %
NET OPERATING INCOME	\$ -13,743.69	\$655.00	\$ -14,398.69	-2,098.27 %
Other Income	\$1,336.97	\$0.00	\$1,336.97	0.00%
NET OTHER INCOME	\$1,336.97	\$0.00	\$1,336.97	0.00%
NET INCOME	\$ -12,406.72	\$655.00	\$ -13,061.72	-1,894.16 %

Check Detail Report

CAHIP Los Angeles

December 2025

TRANSACTION DATE	TRANSACTION TYPE	NUM	NAME	AMOUNT	DISTRIBUTION ACCOUNT
Chase Checking					
9970					
12/02/2025	Expense		Fullsteam Debit	-19.95	Chase Checking
12/02/2025	Expense		Fullsteam Debit	19.95	6040 Bank/Credit Card Fees
Total for 9970				\$0.00	
9969					
12/05/2025	Check	1076	Kapsher Consulting	-4,400.00	Chase Checking
12/05/2025	Check	1076	Kapsher Consulting	4,400.00	6230 Management Fees Kapsher
Total for 9969				\$0.00	
9983					
12/12/2025	Expense	ACH	The Hartford	-312.00	Chase Checking
12/12/2025	Expense	ACH	The Hartford	312.00	1500 Prepaid Expenses - Insurance
Total for 9983				\$0.00	
9984					
12/15/2025	Expense		QuickBooks Payments	-115.00	Chase Checking
12/15/2025	Expense		QuickBooks Payments	115.00	6370 Quickbooks
Total for 9984				\$0.00	
9985					
12/15/2025	Expense		Google	-1.99	Chase Checking
12/15/2025	Expense		Google	1.99	6500 Website Expenses
Total for 9985				\$0.00	
9986					
12/15/2025	Expense	ACH	Castaway Burbank	-5,672.63	Chase Checking
12/15/2025	Expense	ACH	Castaway Burbank	5,672.63	1490 Prepaid Expenses Annual Symposium
Total for 9986				\$0.00	
9987					
12/15/2025	Expense	ACH	Castaway Burbank	-2,000.00	Chase Checking
12/15/2025	Expense	ACH	Castaway Burbank	2,000.00	1555 Prepaid Expense - Medicare Summit
Total for 9987				\$0.00	
9988					
12/17/2025	Check	1077	Naama O. Pozniak	-1,177.77	Chase Checking
12/17/2025	Check	1077	Naama O. Pozniak	1,177.77	6147 Holiday Party Food & Beverage
Total for 9988				\$0.00	
9989					
12/17/2025	Check	1078	Bruce Benton	-460.00	Chase Checking
12/17/2025	Check	1078	Bruce Benton	-460.00	4558 Holiday Party Raffle
Total for 9989				-\$920.00	
Total for Chase Checking				-\$920.00	
TOTAL				-\$920.00	

CAHIP Los Angeles

Budget vs. Actuals: Holiday Party

July 2025 - June 2026

			TOTAL	
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income				
4555 Holiday Party Event		4,000.00	-4,000.00	
4556 Holiday Party Attendees	2,545.00		2,545.00	
4557 Holiday Party Sponsors	750.00		750.00	
4558 Holiday Party Raffle	430.00		430.00	
Total 4555 Holiday Party Event	3,725.00	4,000.00	-275.00	93.13 %
Total Income	\$3,725.00	\$4,000.00	\$ -275.00	93.13 %
GROSS PROFIT	\$3,725.00	\$4,000.00	\$ -275.00	93.13 %
Expenses				
6146 Holiday Party	139.84	1,500.00	-1,360.16	9.32 %
6147 Holiday Party Food & Beverage	1,177.77		1,177.77	
Total 6146 Holiday Party	1,317.61	1,500.00	-182.39	87.84 %
Total Expenses	\$1,317.61	\$1,500.00	\$ -182.39	87.84 %
NET OPERATING INCOME	\$2,407.39	\$2,500.00	\$ -92.61	96.30 %
NET INCOME	\$2,407.39	\$2,500.00	\$ -92.61	96.30 %