

CAHIP-LA Board of Directors Meeting Minutes

Date: March 19, 2026

Time: 10:00 AM – 11:30 AM

Location: Zoom

In attendance: Bruce Benton, Dede Kennedy-Simington, Tiffany Cammarata, Patrick Snitchler, Naama O. Pozniak, Kerry Wright, Josh Kaufman, Dave Sherrill

Absent: Elka Soussana, Michael Patton, June Taylor

Call to Order

The meeting was called to order by Bruce Benton at 10:05am. A quorum was present.

Approval of Agenda

The March agenda was reviewed and approved with no objections.

Approval of Minutes

The February minutes were reviewed and approved with no objections.

President's Report

Bruce Benton provided updates on NABIP, including improved board relations and recent leadership developments. He announced his withdrawal from the President-Elect race in support of Mark Gaunya. He also discussed the upcoming Pacesetter submission and annual reporting requirements. Bruce also discussed the CAHIP Capitol Summit and who will be attending, as the chapter needs to appoint delegates for the annual meeting. Bruce also spoke to our successful Breakfast Bites meeting held on March 12.



Immediate Past President Report

Dede Kennedy-Simington initiated formation of the nominations committee and outlined next steps for developing the slate of officers.

Treasurer's Report – Tiffany Cammarata

February financials were distributed via email prior to the meeting. Assets on hand are \$112,688.61. The chapter did better for February than the past few months. Current sponsorship revenue stands at \$6,252 against a \$34,000 goal. Continued sponsorship outreach is needed. Revenue is now coming in for Annual Conference.

Membership Report

Naama O. Pozniak reported membership at approximately 250+ members with recent growth. She introduced the March Madness campaign, and spoke to our new member orientations, retention efforts and new member program.

Legislation Report

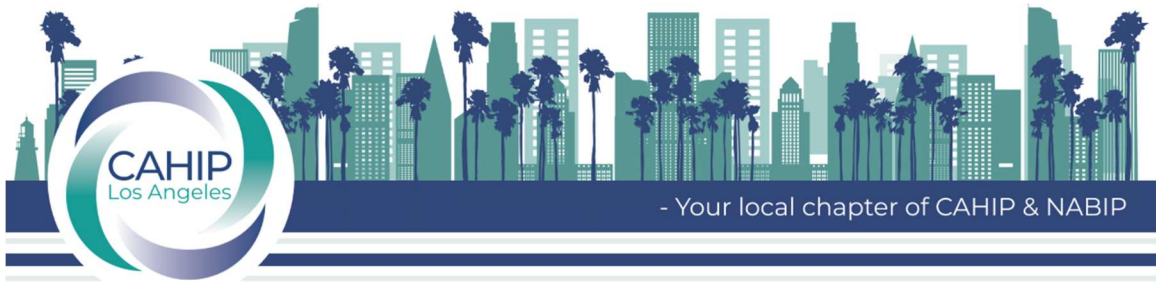
Patrick Snitchler shared updates from the Capitol Conference in DC and discussed legislative priorities, including the single-payer bill in CA. Capital Summit planning and scheduling improvements were also reviewed.

PAC Report

Kerry Wright provided an update on CAHIP-PAC performance for the first-quarter “PAC Dash Challenge.” Overall, current standings appear lower than expected; however, this is largely due to structural factors rather than lack of participation.

The scoring methodology—total contributions divided by total membership—puts the chapter at a disadvantage given its larger membership base compared to other chapters, resulting in a lower overall score.

Additionally, current reporting appears to reflect primarily monthly contributions. A number of members contribute annually, often at higher amounts, and those contributions



are not yet reflected in the current totals. Once those annual contributions are received and recorded, performance is expected to improve significantly.

Kerry noted that board participation remains strong, with most directors contributing, though some annual contributions may not yet be captured in the reporting.

Communications Report

Jonathan Edwards reported that the chapter newsletter has been successfully distributed. He plans to refine the layout by adjusting visuals and reorganizing content, including updated event information, with a revised version to be reissued within the next one to two weeks.

Additionally, Jonathan noted that he will follow up with Steve Lopez to provide details on the annual conference, with particular emphasis on the medical tourism component.

Old Business

The board approved a \$400 stipend per attendee for the Capital Summit. Delegate selection will include board members and outreach to general membership.

New Business

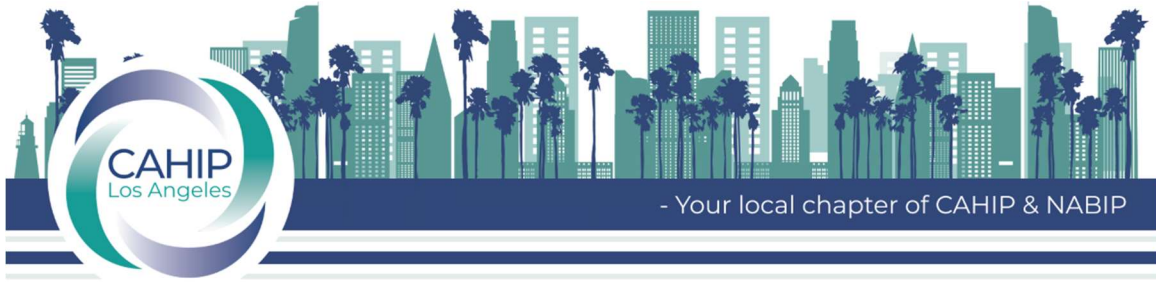
Discussions included event fundraising ideas, membership engagement initiatives, and development of GA liaisons.

Pacesetter Award Submission

Bruce will be submitting the Pacesetter Award application by the cut-of date of April 5. We are entering into the minutes the following to serve as consideration of documentation.

- Under the Pacesetter application:
 - Membership Tab #6 Participation of State Chapter Leadership Calls: due to the unavailability of State Board minutes, the following attestation is duly recorded:

Bruce Benton attended 11 of the 12 State Board Meetings as the chapter liaison and as a formal State Board member from April 2025-March 2026.



In addition, all other Board members attend/sit on various State committee calls.

- Local Meetings & Events Tab #4 Held new member orientation, separate from membership meetings (12) and, Membership Tab #3 Active Retention Efforts (1) and, Membership Tab #4 Established/maintained program for new members (1)

CAHIP-LA took a more proactive approach to these conventional programs. Arguably, more effective and meaningful. These may not qualify under Pacesetter; however, the spirit and effectiveness should be considered.

Naama and I are copied on all e-mails (daily) from CAHIP welcoming new members, or e-mails that go out to lapsed members. As we have communicated on all Board meetings, Naama actively responds to all e-mails with a personal touch.

- a.) Naama welcomes all new members with e-mail and personal phone calls and spends the time to communicate the value of membership, invites them to our association meetings and talks about getting involved on association committees. Naama literally performs one-on-one new member orientations.
- b.) Naama reaches out to lapsed members with e-mail and phone calls, not just once, but until she receives a response. This is a deeply meaningful retention effort.
- c.) Naama routinely reaches out to new members to touch base and to engage them at a significant level. This is a very effective program for new members.

I took the liberty of claiming Pacesetter points on these items.

Adjournment

The meeting was adjourned at 11:34am

Next Meeting: April 16, 2026 at 10:00 AM via Zoom

Balance Sheet Comparison

CAHIP Los Angeles

As of February 28, 2026

DISTRIBUTION ACCOUNT	TOTAL		
	AS OF FEBRUARY 28, 2026	AS OF FEBRUARY 28, 2025 (PY)	\$ CHANGE (PY)
Assets			
Current Assets			
Bank Accounts			
CD (2918) Matures 5/22/26	80,000.00	106,991.26	-26,991.26
Chase Checking	20,044.81	42,589.71	-22,544.90
Total for Bank Accounts	\$100,044.81	\$149,580.97	-\$49,536.16
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	6,659.17	0.00	6,659.17
Total for Other Current Assets	\$12,643.80	\$0.00	\$12,643.80
Total for Current Assets	\$112,688.61	\$149,580.97	-\$36,892.36
Fixed Assets			
Other Assets			
Total for Assets	\$112,688.61	\$149,580.97	-\$36,892.36
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	-21,303.73	-10,997.14	-10,306.59
3000 Net Assets	165,724.82	165,724.82	0.00
Total for Equity	\$112,688.61	\$149,580.97	-\$36,892.36
Total for Liabilities and Equity	\$112,688.61	\$149,580.97	-\$36,892.36

Profit and Loss Comparison - Board

CAHIP Los Angeles

July 1, 2025-February 28, 2026

DISTRIBUTION ACCOUNT	TOTAL		
	JUL 1 2025 - FEB 28 2026	JUL 1 2024 - FEB 28 2025 (PY)	\$ CHANGE (PY)
Income			
4000 Membership Dues - NABIP	5,693.64	4,256.75	1,436.89
4300 Membership Meeting			
4305 Membership Meeting - Registration	1,982.00	202.00	1,780.00
4345 Membership Meeting -Webinar	249.00	25.00	224.00
4310 Membership Meeting - Sponsor		2,312.32	-2,312.32
4320 Membership Meeting - Annual Sponsor		1,500.00	-1,500.00
Total for 4300 Membership Meeting	\$2,231.00	\$4,039.32	-\$1,808.32
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			
Annual Partners	10,000.00		10,000.00
Total for 4880 Ways & Means	\$10,000.00		\$10,000.00
4500 Annual Conference		\$7,161.95	-\$7,161.95
4688 Charity Donations		150.00	-150.00
Services		0.00	0.00
Total for Income	\$58,377.64	\$58,494.52	-\$116.88
Cost of Goods Sold			
Gross Profit	\$58,377.64	\$58,494.52	-\$116.88
Expenses			
6020 Awards & Gifts	314.96		314.96
6040 Bank/Credit Card Fees	352.45	1,246.50	-894.05
6105 CAHIP PAC	2,000.00		2,000.00
6110 Charity/Donation	430.00	150.00	280.00
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	\$34,750.00	\$35,750.00	-\$1,000.00
6250 Marketing & Communications	25.00		25.00
6330 NABIP Capitol Conference	3,818.27	875.00	2,943.27
6340 NABIP Region VIII Mtg	3,486.11		3,486.11
6360 Admin/Office Expense			
6370 Quickbooks	971.00	639.00	332.00
6380 Postage - Admin	15.60	17.75	-2.15
6480 Webinars - Zoom	159.90	174.29	-14.39
6500 Website Expenses	1,528.93	1,494.08	34.85
6360a Office/Supplies Expense		14.32	-14.32
6365 Constant Contact		683.20	-683.20

Profit and Loss Comparison - Board

CAHIP Los Angeles

July 1, 2025-February 28, 2026

DISTRIBUTION ACCOUNT	TOTAL		
	JUL 1 2025 - FEB 28 2026	JUL 1 2024 - FEB 28 2025 (PY)	\$ CHANGE (PY)
6460 Telephone/Fax/Internet		90.00	-90.00
Total for 6360 Admin/Office Expense	\$2,675.43	\$3,112.64	-\$437.21
6600 Membership Meeting Expenses	\$85.28		\$85.28
6610 Membership Mtg - Food & Beverage	2,125.44		2,125.44
6630 Membership Mtg - Supplies	79.99		79.99
6640 Membership Mtg - Webinar	9.42		9.42
Total for 6600 Membership Meeting Expenses	\$2,300.13		\$2,300.13
6872 Medicare Summit Expenses	\$28,504.23	\$23,681.89	\$4,822.34
Taxes & Licenses	174.00		174.00
6050 Board Meeting Expense		\$166.13	-\$166.13
6130 Continuing Education Admin Exp		317.30	-317.30
6700 Annual Conference		\$5,690.64	-\$5,690.64
Total for Expenses	\$82,287.19	\$73,167.10	\$9,120.09
Net Operating Income	-\$23,909.55	-\$14,672.58	-\$9,236.97
Other Income			
7000 Interest Income	2,605.82	3,675.44	-1,069.62
Total for Other Income	\$2,605.82	\$3,675.44	-\$1,069.62
Other Expenses			
Net Other Income	\$2,605.82	\$3,675.44	-\$1,069.62
Net Income	-\$21,303.73	-\$10,997.14	-\$10,306.59

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	5,693.64	8,000.00	-2,306.36	71.17 %
4155 DATR	0.00	16,000.00	-16,000.00	0.00 %
4300 Membership Meeting	2,231.00	5,000.00	-2,769.00	44.62 %
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	10,000.00	110,000.00	-100,000.00	9.09 %
Total Income	\$58,377.64	\$216,000.00	\$ -157,622.36	27.03 %
GROSS PROFIT	\$58,377.64	\$216,000.00	\$ -157,622.36	27.03 %
Expenses				
6000 Accounting/Tax Prep.	0.00	800.00	-800.00	0.00 %
6020 Awards & Gifts	314.96	1,170.00	-855.04	26.92 %
6040 Bank/Credit Card Fees	352.45	2,750.00	-2,397.55	12.82 %
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 %
6110 Charity/Donation	430.00		430.00	
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	34,750.00	51,000.00	-16,250.00	68.14 %
6250 Marketing & Communications	25.00		25.00	
6320 NABIP Annual Convention	0.00	27,000.00	-27,000.00	0.00 %
6330 NABIP Capitol Conference	3,818.27	25,000.00	-21,181.73	15.27 %
6340 NABIP Region VIII Mtg	3,486.11	8,000.00	-4,513.89	43.58 %
6360 Admin/Office Expense	2,675.43	3,975.00	-1,299.57	67.31 %
6600 Membership Meeting Expenses	2,300.13	5,000.00	-2,699.87	46.00 %
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	28,504.23	27,000.00	1,504.23	105.57 %
Taxes & Licenses	174.00		174.00	
Total Expenses	\$82,287.19	\$215,345.00	\$ -133,057.81	38.21 %
NET OPERATING INCOME	\$ -23,909.55	\$655.00	\$ -24,564.55	-3,650.31 %
Other Income	\$2,605.82	\$0.00	\$2,605.82	0.00%
NET OTHER INCOME	\$2,605.82	\$0.00	\$2,605.82	0.00%
NET INCOME	\$ -21,303.73	\$655.00	\$ -21,958.73	-3,252.48 %

Check Detail Report

CAHIP Los Angeles

February 2026

TRANSACTION DATE	TRANSACTION TYPE	NUM	NAME	AMOUNT	DISTRIBUTION ACCOUNT
Chase Checking					
10019					
02/03/2026	Expense		Fullsteam Debit	-19.95	Chase Checking
02/03/2026	Expense		Fullsteam Debit	19.95	6040 Bank/Credit Card Fees
Total for 10019				\$0.00	
10005					
02/06/2026	Check	1080	Alzheimer's Association	-430.00	Chase Checking
02/06/2026	Check	1080	Alzheimer's Association	430.00	6110 Charity/Donation
Total for 10005				\$0.00	
10006					
02/06/2026	Check	1081	Kapsher Consulting	-4,400.00	Chase Checking
02/06/2026	Check	1081	Kapsher Consulting	4,400.00	6230 Management Fees Kapsher
Total for 10006				\$0.00	
10007					
02/06/2026	Expense		Castaway Burbank	-4,659.17	Chase Checking
02/06/2026	Expense		Castaway Burbank	4,659.17	1555 Prepaid Expense - Medicare Summit
Total for 10007				\$0.00	
10017					
02/17/2026	Expense		QuickBooks Payments	-115.00	Chase Checking
02/17/2026	Expense		QuickBooks Payments	115.00	6370 Quickbooks
Total for 10017				\$0.00	
10018					
02/17/2026	Expense		Google	-1.99	Chase Checking
02/17/2026	Expense		Google	1.99	6500 Website Expenses
Total for 10018				\$0.00	
10009					
02/20/2026	Check	1082	Ventura County Assoc of	-2,193.00	Chase Checking
02/20/2026	Check	1082	Ventura County Assoc of	2,193.00	6925 Medicare Summit - CAHIP-VC
Total for 10009				\$0.00	
10010					
02/20/2026	Check	1083	SBAHIP	-548.25	Chase Checking
02/20/2026	Check	1083	SBAHIP	548.25	6926 Medicare Summit - SBAHIP
Total for 10010				\$0.00	
10011					
02/27/2026	Expense		Mailchimp	-25.00	Chase Checking
02/27/2026	Expense		Mailchimp	25.00	6250 Marketing & Communications
Total for 10011				\$0.00	
10013					
02/27/2026	Check	1084	Bruce Benton	-2,000.00	Chase Checking
02/27/2026	Check	1084	Bruce Benton	2,000.00	6330 NABIP Capitol Conference
Total for 10013				\$0.00	
10014					
02/27/2026	Check	1085	Kerry Wright	-1,818.27	Chase Checking
02/27/2026	Check	1085	Kerry Wright	1,818.27	6330 NABIP Capitol Conference
Total for 10014				\$0.00	
Total for Chase Checking				\$0.00	
TOTAL				\$0.00	