

# CAHIP-LA Board of Directors Meeting Minutes

---

April 16, 2026, 10:00 – 11:30 AM

Held virtually using Zoom

## 1. Call to Order

The meeting was called to order at 10:00 AM by President Bruce Benton.

## 2. Attendance

Present: Bruce Benton, Elka Soussana, Patrick Snitchler, Kerry Wright, Dede Kennedy-Simington, Tiffany Cammarata, Naama O. Pozniak, Dave Sherrill

Absent: Jonathan Edwards, Michael Patton

## 3. Approval of Agenda

Motion to approve the April agenda was made by Dede Kennedy-Simington and seconded by Kerry Wright. Motion carried.

## 4. Approval of Previous Minutes

Motion to approve the March meeting minutes was made by Patrick Snitchler and seconded by Elka Soussana. Motion carried.

## 5. President's Report

Bruce Benton provided updates on upcoming events, including the Capital Summit and annual convention planning.

## 6. Immediate Past President / Nominations

Dede Kennedy-Simington presented the slate of officers recommended by the Nominations and Elections Committee.

- President - Kerry Wright
- Immediate Past President - Bruce Benton
- Membership Chair – Naama O. Pozniak
- Medicare Chair - Elka Sousanna
- Communications Chair - Jonathan Edwards

- Treasurer - Tiffany Camarata
- Legislative Chair - Patrick Snitchler

Motion to approve the slate of officers was made by Dede Kennedy-Simington and seconded by Tiffany Cammarata. Motion carried.

## **7. Treasurer's Report**

Reports were distributed prior to the meeting for month ending March 2026. Finance Committee reviewed them. Tiffany Cammarata reported improved financial performance and ongoing efforts toward sponsorship revenue goals. Just under \$120,000 total on hand.

## **8. Membership Report**

Naama O. Pozniak reported membership at 254 members and discussed retention challenges and promotional strategies.

## **9. Legislative Report**

Patrick Snitchler provided updates on Capital Summit planning and legislative meeting coordination.

## **10. Medicare Report**

Elka Soussana discussed Medicare Summit planning and future committee scheduling.

## **11. Old Business**

Discussion included committee engagement, governance updates and planning for upcoming events.

## **12. New Business**

Motion to approve a \$400 stipend for members attending the Capital Summit was made by Bruce Benton and seconded by Kerry Wright. Motion carried.

## **13. Adjournment**

The meeting was adjourned at 11:00 AM by Bruce Benton.

# Balance Sheet Comparison

## CAHIP Los Angeles

As of Mar 31, 2026

	TOTAL		
	AS OF MAR 31, 2026	AS OF MAR 31, 2025 (PY)	\$ CHANGE (PY)
<b>Assets</b>			
Current Assets			
Bank Accounts			
CD (2918) Matures 5/22/26	80,000.00	106,991.26	-26,991.26
Chase Checking	27,018.69	36,623.06	-9,604.37
<b>Total for Bank Accounts</b>	<b>\$107,018.69</b>	<b>\$143,614.32</b>	<b>-</b>
			<b>\$36,595.63</b>
Accounts Receivable			
Other Current Assets	<b>\$12,643.80</b>	<b>\$0.00</b>	<b>\$12,643.80</b>
<b>Total for Current Assets</b>	<b>\$119,662.49</b>	<b>\$143,614.32</b>	<b>-</b>
			<b>\$23,951.83</b>
Fixed Assets			
Other Assets			
<b>Total for Assets</b>	<b>\$119,662.49</b>	<b>\$143,614.32</b>	<b>-</b>
			<b>\$23,951.83</b>
<b>Liabilities and Equity</b>			
Liabilities			
Current Liabilities			
Long-term Liabilities			
<b>Total for Liabilities</b>			
Equity			
Retained Earnings	-31,732.48	-5,146.71	-26,585.77
Net Income	-14,329.85	-16,963.79	2,633.94
3000 Net Assets	165,724.82	165,724.82	0.00
<b>Total for Equity</b>	<b>\$119,662.49</b>	<b>\$143,614.32</b>	<b>-</b>
			<b>\$23,951.83</b>
<b>Total for Liabilities and Equity</b>	<b>\$119,662.49</b>	<b>\$143,614.32</b>	<b>-</b>
			<b>\$23,951.83</b>

**Profit and Loss Comparison**  
**CAHIP Los Angeles**  
**July 1, 2025-March 31, 2026**

	Jul 1 2025 - Mar 31 2026	Jul 1 2024 - Mar 31 2025 (PY)	\$ Change (PY)
<b>Income</b>			
4000 Membership Dues - NABIP	6,320.12	4,999.90	1,320.22
4300 Membership Meeting			
4305 Membership Meeting - Registration	1,982.00	202.00	1,780.00
4345 Membership Meeting -Webinar	281.00	25.00	256.00
4310 Membership Meeting - Sponsor		2,312.32	-2,312.32
4320 Membership Meeting - Annual Sponsor		1,500.00	-1,500.00
<b>Total for 4300 Membership Meeting</b>	<b>\$2,263.00</b>	<b>\$4,039.32</b>	<b>-\$1,776.32</b>
4500 Annual Conference			
4505 Annual Conference - Registration	3,201.00	3,198.00	3.00
4520 Annual Conference - Vendors	6,600.00	6,600.00	0.00
4543 Annual Conference - Event Sponsor	2,250.00	6,000.00	-3,750.00
4510 Annual Conference - Advertising		1,000.00	-1,000.00
4540 Annual Conference - Annual Sponsors		7,161.95	-7,161.95
<b>Total for 4500 Annual Conference</b>	<b>\$12,051.00</b>	<b>\$23,959.95</b>	<b>-\$11,908.95</b>
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	14,594.97		14,594.97
<b>Total for 4880 Ways &amp; Means</b>	<b>\$14,594.97</b>		<b>\$14,594.97</b>
4688 Charity Donations		150.00	-150.00
Services		3,000.00	-3,000.00
<b>Total for Income</b>	<b>\$75,682.09</b>	<b>\$79,035.67</b>	<b>-\$3,353.58</b>
<b>Cost of Goods Sold</b>			
<b>Gross Profit</b>	<b>\$75,682.09</b>	<b>\$79,035.67</b>	<b>-\$3,353.58</b>
<b>Expenses</b>			
6020 Awards & Gifts	314.96		314.96
6040 Bank/Credit Card Fees	455.20	1,266.45	-811.25
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	3,506.00	2,777.48	728.52
6200 Management Fees			
6230 Management Fees Kapsher	39,150.00	26,500.00	12,650.00
6210 Management Fee - Jaffe		13,500.00	-13,500.00
<b>Total for 6200 Management Fees</b>	<b>\$39,150.00</b>	<b>\$40,000.00</b>	<b>-\$850.00</b>
6250 Marketing & Communications	70.00		70.00
6330 NABIP Capitol Conference	7,703.76	6,738.50	965.26
6340 NABIP Region VIII Mtg	3,486.11		3,486.11
6360 Admin/Office Expense			

6370 Quickbooks	1,086.00	738.00	348.00
6380 Postage - Admin	23.40	17.75	5.65
6480 Webinars - Zoom	159.90	174.29	-14.39
6500 Website Expenses	1,530.92	1,496.07	34.85
6360a Office/Supplies Expense		14.32	-14.32
6365 Constant Contact		683.20	-683.20
6460 Telephone/Fax/Internet		90.00	-90.00
<b>Total for 6360 Admin/Office Expense</b>	<b>\$2,800.22</b>	<b>\$3,213.63</b>	<b>-\$413.41</b>
6600 Membership Meeting Expenses	\$2,301.97	0.00	\$2,301.97
6700 Annual Conference	\$403.70	\$18,055.00	-\$17,651.30
6872 Medicare Summit Expenses	\$28,504.23	\$26,681.89	\$1,822.34
Taxes & Licenses	174.00		174.00
6050 Board Meeting Expense	0.00	\$166.13	-\$166.13
6130 Continuing Education Admin Exp		317.30	-317.30
<b>Total for Expenses</b>	<b>\$92,617.76</b>	<b>\$99,674.90</b>	<b>-\$7,057.14</b>
<b>Net Operating Income</b>	<b>-\$16,935.67</b>	<b>-\$20,639.23</b>	<b>\$3,703.56</b>
Other Income	\$2,605.82	\$3,675.44	-\$1,069.62
Other Expenses			
<b>Net Other Income</b>	<b>\$2,605.82</b>	<b>\$3,675.44</b>	<b>-\$1,069.62</b>
<b>Net Income</b>	<b>-\$14,329.85</b>	<b>-\$16,963.79</b>	<b>\$2,633.94</b>

# CAHIP Los Angeles

## Budget vs. Actuals: Budget\_FY26\_P&L - FY26 P&L

July 2025 - June 2026

	TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Income</b>				
4000 Membership Dues - NABIP	6,320.12	8,000.00	-1,679.88	79.00 %
4155 DATR	0.00	16,000.00	-16,000.00	0.00 %
4300 Membership Meeting	2,263.00	5,000.00	-2,737.00	45.26 %
4500 Annual Conference	12,051.00	34,000.00	-21,949.00	35.44 %
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	14,594.97	110,000.00	-95,405.03	13.27 %
<b>Total Income</b>	<b>\$75,682.09</b>	<b>\$216,000.00</b>	<b>\$ -140,317.91</b>	<b>35.04 %</b>
<b>GROSS PROFIT</b>	<b>\$75,682.09</b>	<b>\$216,000.00</b>	<b>\$ -140,317.91</b>	<b>35.04 %</b>
<b>Expenses</b>				
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	455.20	2,750.00	-2,294.80	16.55 %
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	3,506.00	2,750.00	756.00	127.49 %
6200 Management Fees	39,150.00	51,000.00	-11,850.00	76.76 %
6250 Marketing & Communications	70.00		70.00	
6320 NABIP Annual Convention	0.00	27,000.00	-27,000.00	0.00 %
6330 NABIP Capitol Conference	7,703.76	25,000.00	-17,296.24	30.82 %
6340 NABIP Region VIII Mtg	3,486.11	8,000.00	-4,513.89	43.58 %
6360 Admin/Office Expense	2,800.22	3,975.00	-1,174.78	70.45 %
6600 Membership Meeting Expenses	2,301.97	5,000.00	-2,698.03	46.04 %
6650 Day at the Races Expense	0.00	11,000.00	-11,000.00	0.00 %
6700 Annual Conference	403.70	30,000.00	-29,596.30	1.35 %
6872 Medicare Summit Expenses	28,504.23	27,000.00	1,504.23	105.57 %
Taxes & Licenses	174.00		174.00	
<b>Total Expenses</b>	<b>\$92,617.76</b>	<b>\$215,345.00</b>	<b>\$ -122,727.24</b>	<b>43.01 %</b>
<b>NET OPERATING INCOME</b>	<b>\$ -16,935.67</b>	<b>\$655.00</b>	<b>\$ -17,590.67</b>	<b>-2,585.60 %</b>
Other Income	\$2,605.82	\$0.00	\$2,605.82	0.00%
<b>NET OTHER INCOME</b>	<b>\$2,605.82</b>	<b>\$0.00</b>	<b>\$2,605.82</b>	<b>0.00%</b>
<b>NET INCOME</b>	<b>\$ -14,329.85</b>	<b>\$655.00</b>	<b>\$ -14,984.85</b>	<b>-2,187.76 %</b>

# Check Detail Report

## CAHIP Los Angeles

March 2026

TRANSACTION DATE	TRANSACTION TYPE	NUM	NAME	AMOUNT	DISTRIBUTION ACCOUNT
Chase Checking					
10021					
03/03/2026	Expense		Fullsteam Debit	-19.95	Chase Checking
03/03/2026	Expense		Fullsteam Debit	19.95	6040 Bank/Credit Card Fees
<b>Total for 10021</b>				<b>\$0.00</b>	
10020					
03/04/2026	Check	1086	Kapsher Consulting	-4,400.00	Chase Checking
03/04/2026	Check	1086	Kapsher Consulting	4,400.00	6230 Management Fees Kapsher
<b>Total for 10020</b>				<b>\$0.00</b>	
10024					
03/09/2026	Check	1089	Naama O. Pozniak	-1,885.49	Chase Checking
03/09/2026	Check	1089	Naama O. Pozniak	1,885.49	6330 NABIP Capitol Conference
<b>Total for 10024</b>				<b>\$0.00</b>	
10025					
03/09/2026	Check	1090	The Hartford	-1,367.00	Chase Checking
03/09/2026	Check	1090	The Hartford	1,367.00	6160 Insurance Expense
<b>Total for 10025</b>				<b>\$0.00</b>	
10033					
03/16/2026	Expense		QuickBooks Payments	-115.00	Chase Checking
03/16/2026	Expense		QuickBooks Payments	115.00	6370 Quickbooks
<b>Total for 10033</b>				<b>\$0.00</b>	
10034					
03/16/2026	Expense		Google	-1.99	Chase Checking
03/16/2026	Expense		Google	1.99	6500 Website Expenses
<b>Total for 10034</b>				<b>\$0.00</b>	
10027					
03/17/2026	Check	1091	Kerry Wright	-1,818.27	Chase Checking
03/17/2026	Check	1091	Kerry Wright	1,818.27	6330 NABIP Capitol Conference
<b>Total for 10027</b>				<b>\$0.00</b>	
10035					
03/19/2026	Check	1092	BXB, LTD	-2,000.00	Chase Checking
03/19/2026	Check	1092	BXB, LTD	2,000.00	6330 NABIP Capitol Conference
<b>Total for 10035</b>				<b>\$0.00</b>	
10047					
03/26/2026	Expense		USPS	-7.80	Chase Checking
03/26/2026	Expense		USPS	7.80	6380 Postage - Admin
<b>Total for 10047</b>				<b>\$0.00</b>	
10048					
03/26/2026	Expense		Mailchimp	-45.00	Chase Checking
03/26/2026	Expense		Mailchimp	45.00	6250 Marketing & Communications
<b>Total for 10048</b>				<b>\$0.00</b>	
<b>Total for Chase Checking</b>				<b>\$0.00</b>	
<b>TOTAL</b>				<b>\$0.00</b>	