

**NCAHU Board Meeting Minutes  
September 14, 2006**

A meeting of the Board of Directors of the North Coast Association of Health Underwriters was held on September 14, 2006 at Foxtail Golf Course in Rohnert Park, California.

**Board Members Present:**

Tom Henry, Mary Landen, Dana Larson, Bud Martin, Judy O'Brien, Jackie Spahr, Jim Spahr, Elaine Squires

**Board Members Absent:**

Deborah Bezona, Jim Johnson

**Guests Present:**

None

**Staff Present:**

None

A meeting of a quorum of the North Coast Association of Health Underwriters (NCAHU) Board was called to order at 10:40 a.m. with Mary Landen, President, presiding.

**REVIEW OF MINUTES**

The minutes of August 3, 2006 were unanimously approved as written.

**TREASURERS REPORT**

Tom stated that he still can't report the budget numbers yet because of Quick Books. He sent the budget information to PESC to see if they can help him. He plans to have this information by next Board meeting.

Tom handed out the Profit and Loss statement which reflects a \$12,936.46 net income. The Balance Sheet reflects \$43,239.64 in the bank. It was suggested that we should donate some of this money to a charity or cause. The Board will revisit this issue after all of the expenses of the Education Symposium have been paid.

Tom brought up the subject of a tip for the wait staff at the meeting facility. This was tabled until the October Board meeting while Tom checks into what the extra amount on the bill is used for. In any case, the Board unanimously approved to give the wait staff a 10% tip each meeting.

Tom reported on the Treasurers' conference call. He stated that most chapters give a flat amount towards members attending conferences/meetings. These amounts are determined by where the conference/meeting is. He suggested that if the Board decided to go this route, that there be wording "no more than \$XX amount". This is so if the member is under budget, the flat amount wouldn't be used entirely. Tom will put together a suggested amount for the next two events that NCAHU will be sending members to and present it to the Board via email. The Board unanimously approved this motion.

**COMMITTEE REPORTS**

All committee chairs sent their reports to the Board previously.

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### Legislation

Bud reported that AB840 should be vetoed by Governor Schwarzenegger this week. This is a good outcome to tout to members who are not currently contributing to the PAC. Our message was received by the legislators and helped a great deal to defeat this legislation.

Bud reported that CAHU is coming out with a legislation list of bills and where we stand on each.

Mary Landen handed out a CAHU Solutions to the Uninsured document. The Board reviewed the document and suggested to change the word “insurance” with “coverage” in the first paragraph.

### Membership

Mary reported that since July we have six new full members and five new associate members.

### Hospitality

Judy O’Brien stated that she needs two more members to help with the telephone tree. She will try to get them at the membership meeting.

### Education Symposium

Mary reported that there are currently 23 vendors and that the committee is now pushing for attendees.

### PAC

Jim asked that the CAHU PAC contribution check be sent to CAHU PAC soon. He will not be presenting at the Sales Conference.

Jim also stated that CAHU PAC will be contributing \$1,000 to Huffman, a candidate for Joe Nation’s spot.

### Newsletter

Jackie reported that the September newsletter was mailed yesterday. She said this was not acceptable, and that she would have to have a talk with PESC.

### Foundation

Elaine stated that she will need to contact Don Jones, CAHU Foundation chair, regarding the protocols for getting collected Foundation money to the CAHU Foundation.

### **OTHER BUSINESS**

Mary reported that each “host chapter” was given an amount to pay for the NAHU pre-convention events (wine tour, Alcatraz, etc.). The NCAHU portion is \$374.75. The Board unanimously approved this amount to be paid to GGAHU.

Mary said that the Board should look into the cost for liability insurance. Elaine Squires and Judy O’Brien will look into this. Mary will send the PESC quote to Elaine and Judy for comparison purposes.

The item Paul Hess – Emergency Preparedness was tabled until next meeting.

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Mary wanted to confirm who will be attending the CAHU Sales Conference for NCAHU. The members attending are: Mary Landen, Dana Larsen, Tom Henry, Jim and Jackie Spahr and Barbara Wilson.

Mary also wanted to confirm who will be attending the NAHU Cap Conference. The members attending are: Mary Landen, Bud Martin and perhaps Barbara Wilson.

Mary stated that there may be a need for a house of delegates at the next CAHU Sales Conference. The delegates will be: Mary Landen, Tom Henry, Dana Larson, Jim and/or Jackie Spahr.

**NEW BUSINESS**

None

**ADJOURNMENT**

The meeting was adjourned at 11:45 a.m. The next Board meeting will on November 9, 2006.

Elaine Squires, Secretary

SIGNED:

\_\_\_\_\_  
Mary Landen, President

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Date