CALIFORNIA CONTINUING CARE RESIDENTS ASSOCIATION (CALCRA)  
Board of Directors Meeting, April 24, 2019  
The Vi, La Jolla Village, California

Board members in attendance:
Margaret Griffin, President and Chair Legislation Committee  
Bob Googins, Vice President  
Rose Burgis, Secretary  
Mike Hernacki  
Mary Dougherty  
Inda Shirley  
Bill Mavity

Absent With Notice:
Linda Saunders  
Ed Delaney  
Charles Greene  
Len Schneiderman

President Griffin called the meeting to order at 8:30 am. A quorum was present.

The Board acknowledged the following Board Actions taken since its October meeting:
1. Email vote to approve the minutes of the October, 2018 Board meeting – November 20
2. The appointment of Inda Shirley to the Board for a three-year term – December 5
3. Review of IRS Form 990 for 2018 – January 28
4. Approval of 2018 Statement of income and expense – Jan. 23 (Attachment A): 8 ayes, 2 not voting
5. Approval of 2019 budget – Mar 5 (Attachment B): 8 ayes, 2 not voting
6. Unanimous approval of motion to join with CANHR in amicus brief regarding the Vi Palo Alto – Jan. 23
TREASURER’S REPORT, submitted by Linda Saunders
The Treasurer's report (Attachment C) was reviewed in Linda's absence, and approved.

COMMITTEE REPORTS

Executive Committee – Margaret Griffin
Monitored the progress of the Operating Committees. No decision yet on recommending the newsletter be made available electronically.

Governance Committee – Bob Googins
Matters discussed:
1. Preparation and adoption of Board educational manual for new Board members
2. Request that Board Members visit the CALCRA website regularly to fully familiarize themselves with the informational content, and suggest needed changes and updates.
3. Potential development of a page index for the website
4. Review of Directors and Officers liability insurance policy. Our policy complies with statute for public nonprofit corporation laws in CA; coverage appears appropriate for CALCRA.
5. Recommendation that Penny Bard’s nomination be approved.
6. Recommendation to Exec Committee to have another strategic planning meeting

Membership Committee – Mike Hernacki
Mike Hernacki reported that last year’s increase in memberships is around 5%. Total numbers will be available soon. The new person who will be in charge of keeping track of memberships statewide is Stuart Groman, replacing Al Hale. Progress in increasing memberships can be attributed to presentations to various CCRC’s by Margaret Griffin. Mike has initiated a program to contact those facilities with few members; results so far are encouraging.

Legislative Committee – Margaret Griffin
AB1379
Votes were there to pass out of the Assembly Human Services Committee. The bill has moved on to the Assembly Appropriations Committee.

Margaret informed the Board that AB1379 developed out of a spot bill. For that reason there was less time to inform and ask for support from CALCRA members. There will be email blasts for support before future committee hearings.

CALCRA will work with CANHR regarding the Amicus Brief related to the Vi Palo Alto.

In the summer edition of the newsletter there will be a request for legislative suggestions, and the committee will begin work on next year's legislative “wish list.”

**ACTIONS BY THE BOARD OF DIRECTORS**

Unanimous approval of the nomination of Penny Bard to the CALCRA Board of Directors for a 3-year term

Unanimous approval of CALCRA Bylaws as amended

Unanimous approval of the establishment of a new bank account at Merchants Bank, and for President Margaret Griffin and Treasurer Linda Saunders to act on behalf of CALCRA and sign checks

Respectfully submitted,
Rose Burgis, Secretary

Attachment A
CALCRA
Statement of Income and Expenses
As of December 31, 2018

Income:
Dues: $54,650
Donations: 3,005
Total Revenue: $57,655

Expenses:
Hernandez Strategy Group $36,000
Mixto Communications 1,710
Webpage License & Email 330
Gavilan Printers (Newsletter) 7,319
Gavilan Printers (Brochures) 2,621
Editing Newsletter 450
All Cal. Insurance 800
State Franchise Tax 10
Attorney General of CA. 150
Postage/Supplies 258
Business Meetings 455
Marketing 3,188
Bank Fees 105
Board Expenses:
  Board Meetings Rooms/Meals 2,061
  Board Member Travel 2,494
Total Expenses $57,951

Total Income/Loss $ (296)

Notes:
Our net Cash position for 2018 was as follows:

  Beginning Cash January 1, 2018 $48,966
  Cash Received January thru December 31, 2018 $57,655
  Expenses From January thru December 31,2018 $57,951
  Ending cash on December 31, 2018 $48,668
Statement of Income and Expenses:

<table>
<thead>
<tr>
<th>Revenue from Dues/Donations</th>
<th>$59,955</th>
</tr>
</thead>
</table>

**Expenses 2019**

<table>
<thead>
<tr>
<th>Expense Description</th>
<th>Amount</th>
<th>Beginning Cash</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hernandez Strategy Group</td>
<td>$36,000</td>
<td>January 1, 2019</td>
</tr>
<tr>
<td>Mixto</td>
<td>1,760</td>
<td>$48,670</td>
</tr>
<tr>
<td>Webpage License/Email</td>
<td>340</td>
<td>Revenue 2019</td>
</tr>
<tr>
<td>Gavilan Printers/Newsletters</td>
<td>7,540</td>
<td>Expenses 2019</td>
</tr>
<tr>
<td>Gavilan Printers/Brochures</td>
<td>2,700</td>
<td>Ending Cash 2019</td>
</tr>
</tbody>
</table>

| Total Expenses 2019                  | $58,558 |

| Profit/loss                          | $ 1,397 |

**Economic Data at Year End January 2019:**

- **Consumer Price Index (CPI)/Inflation**: Increased 1.9%
- **Producer Price Index (PPI)**: Increased 2.5%
- **U.S. Imports**: Decreased 0.6%
- **U.S. Exports**: Increased 1.1%
- **The Unemployment Rate**: Stands at 3.9%
- **Employment Compensation increased by**: Increased 2.8%

**Revenue from Dues and Donations in 2018**: The Revenue for 2018 was $57,655. Our current economy is very unpredictable, which makes it hard to predict what will happen with our revenue/expenses in 2019. I am going to predict a 4% increase in Dues and Donations which will give us a Revenue increase of $2,300 for 2019. Our Total Revenue for 2019 is forecast to be $59,955.

**Expenses**: Our Expenses in 2018 were greater than 2017 by $6,982. For 2019, there are several expenses that will not increase. They are our lobbying expense (Hernandez Strategy Group) at $36,000, the Editing Newsletter $450, Insurance $800, State Franchise Tax $10, the Attorney General of CA will decrease to $25 and the postal expenses will be up 5%. The Forecast for the rest of the expenses is an increase of 3%.
CALCRA
Statement of Income and Expenses
As of March 31, 2019

Income:
Dues/Donations: $18,745
Total Income: $18,745

Expenses:
Hernandez Strategy Group $9,000
Mixto Communications 90
Webpage License & Email 35
Gavilan Printers (Newsletter) 2,036
Gavilan Printers (Brochures) 197
Editing Newsletter 150
All Cal. Insurance 800
CA State Franchise Tax 10
Postage/Supplies 305
Business Meetings 0
Marketing 183
Board Expenses:
Board Meetings Rooms/Meals 0
Board Member Travel 0
Presidents Travel/Marketing/Lobbying 305
Total Expenses $13,111 ($13,111)

Total Income/Loss $5,634

CASH POSITION FOR THE 1ST QUARTER OF 2019

Beginning Cash January 2019 $43,670
Cash Received in the 1st Quarter 2019 $18,745
Expenses for the 1st Quarter 2019 $13,111
Ending cash as of March 31, 2019 $54,304

Economic Data as of March 2019 follows, and the Year End Forecast is still valid.

Consumer Price Index (CPI)/Inflation has slowed to 0.4%
Product Price Index has slowed to 0.6%
US Imports Increased 0.6%
US Exports Increased 0.7%
US unemployment = 3.8% California Unemployment = 4.2%

Attachment C

CALCRA Economic Forecast for 2019
Comparison of Economic Data from 2018 to 2019

<table>
<thead>
<tr>
<th>Economic Data @ 2018</th>
<th>Economic Data @ April</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2019</strong></td>
<td></td>
</tr>
<tr>
<td>Consumer Price Index (CPI) Inflation</td>
<td>Increased 1.9% Decreased 1.5%</td>
</tr>
<tr>
<td>Producer Price Index (PPI)</td>
<td>Increased 1.5% Decreased 1.5%</td>
</tr>
<tr>
<td>US Imports</td>
<td>The Same 0.6%</td>
</tr>
<tr>
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<td>Increased 1.1%</td>
</tr>
<tr>
<td>US Unemployment Rate</td>
<td>Stands At 3.9%</td>
</tr>
<tr>
<td>California Unemployment Rate</td>
<td>Higher than National Unemployment Rate 4.2%</td>
</tr>
</tbody>
</table>

Revenue From Dues and Donations forecast for 2019:

The Revenue for 2018 was $57,655. Our Expenses were $57,953. We had a loss of ($298.00).

Our current economy is very unpredictable, that makes it harder to forecast what will happen with our revenue/expenses in 2019. I am going to predict an increase in revenue of 4% in dues and donations which will give us a Revenue increase of $2,300 in 2019. That increase would give us total Revenue of $59,961.

Expenses:

Our total expenses in 2018 were $57,953. Our Expenses were increased from 2017 to 2018 by $6,982. There are several expenses that will not increase in 2019: our lobbying expenses will remain at $36,000; All Cal insurance has already been paid for the current year and did not increase; editing for the newsletter will stay the same; the Attorney General fee will decrease to $25. Our postal expenses will go up as well as Marketing.

Marketing increases will result in increased Revenue from each new CCRC Resident who becomes a new member of CALCRA. I have Increased these expenses by 3%.

Forecast Cash Position by the end of 2019:

The Revenue is forecast to Increase to $59,955, and the Expenses forecast to increase to $58,558. If the forecast is accurate it will give us an income of $1,397 for 2019.

| Beginning Cash January 1, 2019 | $43,670 |
| Forecast Revenue in 2019       | $59,955 |
| Forecast Expenses in 2019      | $58,558 |
| Forecast Ending Cash December 2019 | $50,067 |
| Gain                           | $1,397  |