



The Dentists Insurance Company
1201 K Street, 17th Floor, Sacramento, CA 95814
800.733.0633

Minutes of the TDIC Insurance Solutions Board of Directors Meeting

CDA Building, 1201 K Street, Sacramento, CA 95814

February 16, 2024 (Conference Call)

Welcome and Call to Order

1. Call to Order: Chair, Dr. Natasha Lee called the meeting to order at 12:01 p.m. on February 16.
2. Establishment of Quorum: Secretary/Treasurer, Dr. Scott Kim determined that a quorum was present. See attached attendance sheet.
3. Approval of the Agenda: The agenda was approved as presented.
4. Officer Reports:
 - Chair Report: Dr. Natasha Lee welcomed the board and provided a verbal report.
 - Executive Director: Peter DuBois provided a verbal report to the board.
 - President/CEO Report: Bob Spinelli provided a verbal report to the board.

Consent Agenda: The following items were approved as presented.

1. November 2-3, 2024 – TDIC IS Closed Session Minutes
2. November 3, 2024 – TDIC IS Minutes
3. January 10, 2024 – TDIC Closed Session Minutes

Regular Business:

1. Board Education – Marketing and Sales Cycle: The board received a presentation on the sales planning and execution cycle. The presentation provided insight into how plans were built, shared some of the landscape and market changes that impacted operational approaches, and created connections for how factors beyond sales and marketing influences production results.
2. Approval of Board Committee Assignments: The following action was approved unanimously:
Resolution 4-2024-TDIC IS: Approve the TDIC and TDIC Insurance Solutions board committee assignments as listed on the attachment.
3. TDIC/IS Board Agreement: The following action was approved unanimously:
Resolution 5-2024-TDIC IS: Approve the board member agreement, required to be signed by all board members and participants annually.
4. Independent Actuary: The board received an update on the independent actuary RFP. Management selected a new company to provide actuarial services. The appointment of the independent actuary will be brought to the board in May 2024.
5. 2024 President/CEO Management Objectives: The following action was approved unanimously:
Resolution 6-2024-TDIC IS: Approve the 2024 management objectives for the TDIC and TDIC Insurance Solutions Chief Executive Officer.

Committee Reports:

1. Finance and Investment: The board received a report on the discussions held by the finance committee, including financial statements as of December 31, 2023.
2. Audit: The board received a report on the discussions held by the audit committee.
3. Sales, Service & Marketing: The board received a report on the discussions held by the sales, service and marketing committee.

Adjournment: There being no further business, the board adjourned at 2:23 p.m. and went immediately into closed session. The next meeting of the TDIC IS board of directors is scheduled for May 2-3 in Sacramento.

DocuSigned by:
Scott Kim, DDS
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Scott Kim, DDS
Secretary/Treasurer

5/3/2024
Date Signed

5/3/24
Date Approved

Attendance Sheet
TDIC IS Board of Directors
February 16, 2024

Board Members

Natasha Lee, DDS, Chair
Peter DuBois, Executive Director/Vice Chair
Scott Kim, DDS, Secretary/Treasurer
Bob Spinelli, President/CEO
Teri Barichello, DMD
Dennis DeTomas, DDS
Richard Nagy, DDS
Leland Panec, DDS
Clelan Ehrler, DDS
Mr. Kenneth Jones
Mr. Kevin Stockton
Bijan Modjtahedi, DDS
Sharine Thenard, DDS
Ruchi Sahota, DDS
Diana, Heineken, DMD
Princy Rekhi, DDS

Staff

Kevin Roach, Chief Financial Officer
Heidi Stevens, VP, Finance
Paul Duguay, Sr. Corporate Counsel
Traci Ward, Chief Marketing Officer
Todd Lewis, VP, Insurance Operations
Dora Earls, VP, Underwriting & Product Development
Brad Reager, VP, Claims & Risk Management
Jack McKinney, VP, Sales and Service
Blia Vang, Executive Assistant
Alison Sandman, Chief Executive Officer (partial)

Guest

Steffi Chen, Student Rep (absent)
Jacob Lubben, Student Rep (absent)
Max Martinez, DDS, President-Elect, CDA