



**The Dentists Insurance Company**  
1201 K Street, 17<sup>th</sup> Floor, Sacramento, CA 95814  
800.733.0633

## **Minutes of the TDIC 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, 2023 – TDIC Closed Session Minutes
2. November 3, 2023 – TDIC Minutes
3. January 10, 2024 – TDIC Closed Session Minutes
4. Investment Manager’s Transactions – TDIC: The following resolution was approved unanimously:  
Resolution 5-2024-TDIC: Approve the investment transactions of Northern Trust Global Investments and SLC Management on behalf of the company.

### **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 6-2024-TDIC 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 7-2024-TDIC: 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 8-2024-TDIC: Approve the 2024 management objectives for the TDIC and TDIC Insurance Solutions Chief Executive Officer.

**Committee Reports:**

6. Finance and Investment: The board received a report on the discussions held by the finance committee including financial statements as of December 31, 2023.
7. Audit: The board received a report on the discussions held by the audit committee.
8. Sales, Service & Marketing: The board received a report on the discussions held by the sales, service and marketing committee.
9. Underwriting: The board received a report on the discussions held by the underwriting committee.
10. Claims and Risk Management: The board received a report on the discussions held by the claims and risk management 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 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 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 Legal Officer (partial)

**Guest**

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