

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

December 17, 2014

9:30 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

Agenda

Attending: Lauren Bayha; Chris Bender; Brad Davis; Alexis DeVorss; Cerrina Jensen; Carolyn Lewis; Marcy McCulloch; Lorraine Olivotto; Sam Rumbaugh; Ned Schaut; Penelope Yanez; Shannon Zajec

Absent: Dave Fear, Sr.; Jeff Irvine; Helen Ornellas

Staff: Jeannie Bruins

Call to Order –Cerrina Jensen

- The meeting was called to order at 9:30 a.m. and a quorum was established
- The November minutes were omitted from the board packet so a copy will be emailed to each board member. The first and second members to respond with approval will submit a first and second for approval and the balance of the responses will be counted as votes

Treasurer's Report - Brad Davis

- The November financial report was given. . Brad announced the new format and it was well received. It was m/s/c (**name, name**) to accept the November financial report
- Brad and Jeannie addressed the distribution of sponsorship revenue across the various line items and the fact that each had to be singularly calculated for correct distribution. Jeannie will have that completed for the next board meeting.

Committee Reports – Votes or Decisions to be made

Some committee reports were provided in advance of the board meeting

- Executive –Cerrina Jensen
 - A written report was provided in the board packet.
 - Cerrina gave an overview of the executive committee phone meeting. She noted the importance of attending the required NAHU & CAHU phone meetings and urged the committee chairs to find a replacement if they could not attend or let Cerrina know so she can do it.
 - Marcy noted she is working on her 2015-16 board
- Community Relations – *Sam Rumbaugh*
- Media – *Carolyn Lewis*
Carolyn reported that there is little activity at this time.
- Awards & Recognition – *Helen Ornellas*
No report due to absence. Awards activity will increase after the first of the year.
- Programs & Professional Development– *Ned Schaut, Alexis DeVorss*
 - A written report was provided in the board packet
 - Ned reported that the January breakfast speaker will be Lillian Shapiro from hr360. He is working on speakers for March and April. There is no meeting in February due to the crab feed
- Legislative – *Chris Bender*
 - Chris reported that he will hold another pre-Capitol Conference lunch again this year to give the members the opportunity to voice issues to discuss with legislators on the trip
 - Scholarships for the Capitol Conference trip were discussed. It was decided to offer up to five \$1000 scholarships and to use the same application that was successfully used last year. Chris will update it and get it to Jeannie to eblast.
- PAC - *Brad Davis*
- Membership –*Shannon Zajec, Lorraine Olivotto*

- Distribute membership report for review and action
- Communication – *Jeff Irvine*
No report due to absence
- Vanguard Council – *Lauren Bayha*
Lauren is planning the Vanguard mixers for 2015. The first one will be in January and details will follow. She is also seeking speakers for the mixers.

Executive Director's Report - Jeannie Bruins

- A written report was included in the board packet
- Review Calendar
 - Past Events within last 30 days
 - The November 19th breakfast featured Troy Underwood speaking about using technology to enhance the broker's business
 - The December 17 Chili Cook Off & Community Giving will follow this board meeting
 - Holding a Medi-Cal Course in 2015 was discussed
 - Future Events within next 60 days
 - January 21 Breakfast; Lillian Shapiro of HR360 Speaking
 - Vanguard Council Mixer in January – date and venue to be determined
 - February 6 Crab Feed
 - March 15 Lunch – speaker to be announced
- Status Updates
 - Crab Feed
Jeannie gave an update on the crab feed planning. The committee is seeking more sponsors and prizes. Ticket sales are beginning to come in.
 - 2015 Corporate Sponsorship Package
Jeannie reported that more sponsors are coming in. She is reaching out to the 2014 sponsors who haven't responded yet.

New Business

- No new business

Membership Calls - all

Action Items

The meeting was adjourned at 11:00. The next meeting will be on January 21, 2015 at 9:30 AM, at the Citrus Heights Community Center, directly following the breakfast.

Respectfully Submitted,

Jeannie Bruins
Recorder