

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting
February 17, 2015
3:00 PM
CoreMark Insurance
2520 Venture Oaks Way #240
Sacramento, CA 95833

MINUTES

Attending: Brad Davis; Cerrina Jensen; Carolyn Lewis (by phone); Marcy McCulloch; Lorraine Olivotto; Sam Rumbaugh; Ned Schaut; Penelope Yanez; Shannon Zajec (by phone)

Absent: Lauren Bayha; Chris Bender; Alexis DeVorss; Jeff Irvine; Helen Ornellas; Dave Fear, Sr (ex-officio)

Staff: Jeannie Bruins

The meeting was called to order at 3:00 p.m. and a quorum was established

President's Report – Cerrina Jensen

- The January minutes were presented. It was m/s/c (Davis, McCulloch) to approve the minutes.
- The speakers bureau is moving forward with interest already being shown to participate as a speaker.
- Reminder to get all awards to Helen Ornellas by 2/27/15

Treasurer's Report - Brad Davis

- The financial report for January was given. It was m/s/c (Rumbaugh, Olivotto) to accept the report.
- The annual 2014-2015 budget needs to be amended to reflect and offset the previously approved \$1500 membership expenditure. It was m/s/c (Davis, Zajec) to increase the lunch budget and the membership expenses by \$1500.

Committee Reports – Votes or Decisions to be made. Some committee reports were provided in advance of the board meeting

- * Executive –Cerrina Jensen – see president's report above
- * Community Relations – Sam Rumbaugh
 - The blanket project to sew blankets for the Keaton Raphael Foundation, which provides them to kids with cancer, is scheduled for 1:00 PM on 3/6 at the Citrus Heights Community Center. This will be added to the event eblast to secure volunteers.
 - The Great Grape Escape charity wine trip is 4/17, benefitting Okizu. Discussion ensued about how to provide for the high ticket interest. After discussion, it was decided to limit the tickets to 4 per person and open it up to everyone at the same time. It will be featured on the event eblast & and the web site on 2/27 for 1st come 1st served.
- * Media – Carolyn Lewis gave an update on the media activity this last month.
- * Awards & Recognition – Helen Ornellas
Cerrina noted the deadline to submit material to Helen is 2/27
- * Programs & Professional Development– Ned Schaut, Alexis DeVorss
 - The professional development day will feature Brad Davis, Dave Fear Sr., and Toney Chimienti among the speakers. HPMG and Aetna will be the event sponsors.

- The ethics class is scheduled for 4/23 at the Aflac training center in Folsom. Joe Navarro of Warner Pacific will present.
- Ned is working on getting a speaker for May.
- The March lunch speaker will be John Kabateck from the NFIB
- Considering an evening event for the July awards meeting

- Legislative – Chris Bender
 - No report due to absence. The Capitol Conference will see a strong contingency from SAHU

- PAC - Brad Davis
 - Brad distributed the HUPAC report that shows 100% SAHU board participation.
 - Cerrina announced that Brad is nominated for the CA director of HUPAC

- Membership –Shannon Zajec, Lorraine Olivotto
 - The membership blitz was reviewed.
 - Jeannie showed the new member packet being created.
 - Shannon distributed the membership report for review and action.

- * Communication – Jeff Irvine

No report due to absence

- * Vanguard Council – Lauren Bayha

The next mixer is 3/5 at Hoppy's. Dave Fear Sr & Jr will speak on determining employee eligibility for ACA. There will also be a report from the Capitol Conference.

- Executive Director's Report - Jeannie Bruins
 - The events since the last board meeting were reviewed.
 - The Crab Feed was held on February 6 and 425 people attended.
 - Future Events within next 60 days include:
 - March 5 Vanguard Mixer
 - March 18 Luncheon Meeting
 - April 17 The Great Grape Escape Wine Trip
 - April 23 Ethics Class
 - April 29 Professional Development Day

- * Status Updates
 - * The preliminary crab feed results were given, indicating it is expected to beat budget
 - * 2015 Corporate Sponsorship Package update was given and the total is \$37,200, \$200 more than 2014.

New Business

- Cerrina asked if there would be interest in a Medicare Summit. Some interest was indicated and more info will be forthcoming
- Triple Crown was promoted at the board meeting with Cerrina encouraging board members to qualify

Action Items

Adjourn 4:15 pm

Next board meeting will be prior to the lunch meeting on March 18th, starting at 9:30, at the Citrus Heights Community Center at 6300 Fountain Square Drive, Citrus Heights.