

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

October 14, 2015

9:30 AM

Citrus Heights Community Center
6300 Fountain Square Drive,
Citrus Heights, CA 95621

Minutes

Attending:

Lauren Bayha, David Brabender, Alexis DeVorss, Lorraine Holly, Cerrina Jensen, Carolyn Lewis, Liz Mack, Jennifer Mason, Marcy McCulloch, Helen Ornellas, Ned Schaut, Samantha Siders

Teri Blake arrived at 10:55am

Absent:, Brad Davis, Lisa Hutcherson, Sam Rumbaugh

Staff: Jeannie Bruins

- President Marcy McCulloch called the meeting to order at 9:30am
- Attendance and a quorum was established
- The August and September minutes were presented. It was m/s/c (Brabender, Siders) to approve the August minutes. It was m/s/c (Mason, Brabender) to approve the September minutes

Treasurer's Report – Jeannie Bruins reporting for Brad Davis

- Jeannie gave the August and September reports in Brad's absence. She also explained the revised financial reports for June, July & August. It was m/s/c (Brabender, Ornellas) to accept the September financial report. It was m/s/c (Jensen, Lewis) to accept the revised June, July and August reports

Committee Reports – Votes or Decisions to be made.

Some committee reports were provided in advance of the board meeting

- EXECUTIVE - *Marcy McCulloch*
 - Marcy reported on the executive committee meeting call
 - Ned reviewed the updated 2016 Partnership package. It was m/s/c (Bayha, McCulloch) to approve the 2016 Partnership package
 - Marcy challenged the board members to bring in one partnership each for 2016
 - Jeannie reported on the website update and advised she is working with the new team at benefitsCONNECT

- **MEMBERSHIP - *Lauren Bayha***
 - Lauren distributed the membership report for review and action
 - 5 new members joined during September and one in October so far
 - Lauren is planning a new member orientation webinar in November
- **LEGISLATIVE - *David Brabender***
 - Dave reviewed pending legislation. A lot has been sitting on the governor's desk waiting for his signature.
 - Dave is building a legislator list for Adopt a Legislator
 - The board strategized about getting members to the Covered CA board meeting.
 - Helen asked if two letters to legislators had gone out. She will work with Cerrina. and Dave will get letters to local reps thanking them for the PACE ACT, etc
- **PAC - *Carolyn Lewis***
 - HUPAC shows 100% Board participation, but only 4% member participation.
 - Carolyn is working to get 5% for CAHU-PAC for award qualification. Also, CAHU-PAC records show not all board members are contributing. She will follow up with these board members.
 - Jennifer suggested Brad give his TED talk at the crab feed or lunches. Helen will give the talk as she works with agents.
- **PROFESSIONAL DEVELOPMENT- *Alexis DeVorss & Sam Rumbaugh***
 - Alexis reported the fall Professional Development Day is completed
 - Alexis is lining up speakers for future meetings. PrimePay is the November speaker.
 - She will reach out to WHA to be the December sponsor
 - Planning has begun for the spring ethics course and Don Goldmann has been invited to speak.
 - Considering renaming the PD Day to Spring Broker Symposium or something similar.
- **MEDIA - *Jennifer Mason***
 - The SAHU Op Ed submission was published in the September 16, 2015 issue of the Sacramento Bee. It resulted in Marcy getting a call from ABC News to be a professional resource.
 - All press hits have been submitted to NAHU
 - The press release on approval of PACE ACT and a portion of it was published in the Business Journal. The article also quoted several SAHU board members
 - On Oct 13, the Business Journal article quoted the PACE ACT sent in a letter from Dave Sr to the Sacramento Bee Viewpoint
- **COMMUNITY RELATIONS - *Liz Mack***
 - The October committee meeting hasn't been held yet.
 - Today the food drive with Sacramento Food Bank will kick off at the lunch meeting. . Liz asked for opinions about providing bags or boxes for members to take to their offices to collect food.
 - In December we will hold the toy drive for the River Oaks Center for Children again,
 - In January we will support the Keaton Raphael Foundation again this year by sewing comfort blankets and making memory boxes for kids with cancer.

- Dress for Success will be a spring event to provide suitable clothes for low income women to wear on job interviews. Liz is looking for a nonprofit that supports men in this capacity too.
- Working on a local wine trip to support IKUZU
- AWARDS & RECOGNITION - *Helen Ornellas*
 - Helen is working on the Platinum Certification
 - In addition to the Pacesetter Awards, Marcy will apply for the Presidential Award. She plans to focus on awards at the January retreat.
 - SAHU won the CAHU awards for our website and newsletter
- COMMUNICATION - *Teri Blake*
 - Teri distributed her report
 - She is getting out the weekly eblast and midweek eblast.
- VANGUARD COUNCIL - *Lorraine Holly*
 - The committee meeting is next week. They will consider planning an event at Jacks Eats in December.

Executive Director's Report - Jeannie Bruins

A written report was submitted and included in the board packet.

- The calendar was reviewed
 - Past Events within the last 30 days
 - September 16 Professional Development Day
 - October 14 Lunch Meeting
 - Future Events within the next 60 days include the following:
 - November 18 breakfast meeting
 - December 16 Chili Cook Off
- Status Updates - none
- Jeannie distributed anniversary awards to board members to be delivered to member recipients

Old Business – none

New Business - none

Action Items – continue website transition

Next board meeting will be November 18, following the breakfast.

Expected start time is 9:30 am

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights

No further business. The meeting was adjourned at 11:30 am

Respectfully Submitted,

Jeannie Bruins

Recorder