

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

December 16, 2015

9:30 AM

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

Attending:

Lauren Bayha, Teri Blake, Dave Brabender, Brad Davis, Alexis DeVorss, Lisa Hutcherson, Cerrina Jensen, Liz Mack, Jennifer Mason, Marcy McCulloch, Helen Ornellas, Ned Schaut

Absent:, Carolyn Lewis, Lorraine Holly, Sam Rumbaugh, Sam Siders

Staff: Jeannie Bruins

President Marcy McCulloch called the meeting to order at 9:30 a.m.

- * Attendance was taken and a quorum was established
- * The October minutes were presented. It was m/s/c (Bayha, Brabender) to approve the minutes. (There was no November meeting.)

Treasurer's Report – Brad Davis

- The financial Report for November was given by Brad Davis. The October report was sent to the board members earlier. It was m/s/c (Jensen, Ornellas) to accept the October and November financial reports

Committee Reports – Votes or Decisions to be made.

Some committee reports were provided in advance of the board meeting

- **EXECUTIVE** - *Marcy McCulloch*
 - Marcy introduced getting a laptop for Power Point presentations and board minutes. Alternatives were discussed. Marcy will assign a committee to look at the options
 - Marcy gave an update on the 2016 Partnership program
 - Marcy gave an update on the website, which is now being serviced by InnoVision
 - The Platinum Certification level was discussed including the need for a net membership increase to qualify. Marcy noted SAHU will probably fall short in that category for 2015
 - Cerrina Jensen presented the NAHU Website Navigation Program to the attendees of the December 16 lunch meeting
- **MEMBERSHIP** - *Lauren Bayha*
 - Lauren distributed the membership report for review and action
 - Retention activities were reported

- The membership blitz is scheduled for January 22 from 1-4PM at WHA
- LEGISLATIVE - *David Brabender*
 - Dave covered the legislative committee report. CAHU canceled their meeting this month and it's quiet right now.
 - Marcy discussed the Capitol Conference in Washington DC. Ned Schaut and Dave Brabender are attending. There was discussion about scholarships to others. Joe Hart was recommended.
- PAC - Carolyn Lewis - no report due to absence
- PROFESSIONAL DEVELOPMENT- *Alexis DeVorss & Sam Rumbaugh*
 - The Sales Symposium was introduced for discussion. Cerrina stressed the need to start planning as a board for a big event that draws 200-300 people. Cerrina suggested a subcommittee meeting with Marcy, Jeannie, Cerrina, Helen, Alexis and herself to do preliminary work before the January retreat
- MEDIA - *Jennifer Mason*
 - Nothing new to report
- COMMUNITY RELATIONS - *Liz Mack*
 - Liz reported that SAHU members contributed over 100 pounds of food to the Sacramento Food Bank as a result of our food drive.
 - Toys will be donated today to the River Oaks Center for Children by lunch attendees, and SAHU will donate a \$500 check to the Center.
 - The wine tour is being planned to support OKIZU
 - The clothing drive is in the planning stage and support for Raphael Keaton is tentative
- AWARDS & RECOGNITION - *Helen Ornellas*
 - Helen gave an update on the awards. The Pacesetter is ahead of schedule.
 - Marcy will provide the Presidential Citation information to Helen.
 - Central Valley AHU has an award section on their website that SAHU may want to emulate
- COMMUNICATION - *Teri Blake*
 - Teri thanked Jeannie & Marcy for covering for her while she was on medical leave.
 - Teri booked Mark McGinnis for the January 20th lunch and it will be in the Friday Bulletin
- VANGUARD COUNCIL - *Lorraine Holly*
 - Marcy reported that Lorraine is planning a Vanguard Council event

Executive Director's Report - Jeannie Bruins

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

- The calendar was reviewed
- Past Events within last 30 days

- November 18 Breakfast Meeting
- December 16 Lunch & Chili Cook Off
 - Future Events within next 60 days
 - Board Retreat 1-15
 - January 20 Lunch Meeting
 - February 5 Crab Feed
 - February 22-24 NAHU Capitol Conference
 - Jeannie gave an update on the crab feed and distributed 20 tickets to each board member to buy or sell.
- Status Updates – none

Old Business – none

New Business

- Cerrina will be reviewing the CAHU website for CAHU nominations
- Marcy announced that Dave Fear Jr is running for CAHU President Elect & Cerrina Jensen is running for Vice President of Communications. It was m/s/c (Davis, McCulloch) to nominate and support these two board members for the positions for which they are running

Action Items - none

Next board meeting will be January 20th at 9:30 a.m. at the Citrus Heights Community Center located at 6300 Fountain Square Drive, Citrus Heights

No further business. The meeting was adjourned at 11:10 a.m.

Respectfully submitted,

Jeannie Bruins
Recorder