

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

August 17, 2016

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

MINUTES

Attending: David Brabender; Scott Carpenter; Alexis DeVorss; Josh Keller; Carolyn Lewis; Liz Mack; Michele Meder; Helen Ornellas; Ned Schaut; Samantha Siders

Absent: Lauren Bayha; Teri Blake; Brad Davis; Scott Gilroy; Marcy McCulloch

Staff: Jeannie Bruins

The meeting was called to order at 10:05 a.m. and a quorum was established

Introductory remarks were made by board members, who shared their week's highs, lows, and first real job

Minutes – Ned Schaut

- President Ned Schaut presented the minutes. It was m/s/c (Ornellas, Brabender) to approved the minutes

Treasurer's Report - Brad Davis

- Jeannie Bruins gave the financial report for Brad Davis. It was m/s/c (Brabender, Lewis) to accept the financial report.
- Jeannie reported that the \$2500 facility cost for the crab feed was inadvertently omitted from the budget approved in July. She and Treasurer Brad Davis agreed that the budget should be amended to increase crab feed revenues to offset the expense. It was m/s/c (Brabender, Meder) to approve the amended budget.

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

- **Executive –Ned Schaut –**
 - Ned reported on the executive board meeting call as noted in the written report.
 - Jeannie & Ned will continue to analyze program and event meeting attendance and compare to prior years
 - Membership growth: each board member is challenged to bring in three new members this term, with the goal to reach 250 members by June 30, 2018.
 - Ned is adding two elements to the lunch; (1) a 3-minute interview of a member, and (2) a 5-6 minute table talk with a board member at each table to start the talk
- **Community Relations – Liz Mack**
 - Liz gave a report on the Wine Tour
- **Membership –Lauren Bayha/Scott Carpenter**
 - Scott distributed the committee report.
 - He voiced the dual priorities of growing new members while retaining existing members
 - Medicare brokers are a draw for brokers who focus on commercial clients
 - Scott attending the CAHU membership call
 - The membership report was distributed to the board for review and signatures

- **Legislative – David Brabender**
 - Dave reported that legislative activity has been quiet
 - Dave attended Congressman Ami Bera’s ‘Stop The Hit’ tax meeting
- **PAC – Carolyn Lewis**
 - Carolyn distributed a PAC fundraising document, noting it is also a good tool for recruiting members
 - She requested that PAC be included when presenting membership to prospective members
 - Carolyn noted we need 100% board PAC contribution participation by the end of the year
 - Alexis will use some of the PAC articles for the Bulletin
- **Media – Scott Gilroy**
 - Liz Mack reported for Scott. He has reached out to all of his media contacts.
 - Scott attempted to get SAHU participation in the Business Journal Health and Benefits event, but was told it was too late to help with registration or present as a panelist, which generally goes to sponsors.
- **Awards & Recognition –Michele Meder**
 - Michele is working on the Platinum certification
 - Ned noted we need more responses on the Survey Monkey Awards survey for award candidates
- **Communication – Alexis DeVorss**
 - Alexis gave an overview of her duties and schedule for the Bulletin and website updates
 - Alexis is reaching out to the board for articles for the Bulletin
 - She is using Social Media to link the eblasts
- **Vanguard Council – Sam Siders**
 - Alexis reported for Sam that they are planning an event in October at Top Golf and another event at Between Two Ferns
- **Programs – Teri Blake**
 - Josh reported for Teri that they have secured future speakers through January
 - Some meetings may move to breakfasts but Josh will advise
- **Professional Development – Josh Keller**
 - The Business Development Expo is scheduled for April 2017 and the committee will start up soon; Helen offered to join the committee
 - The 2016 Business Development Expo survey has been completed
- **Executive Director’s Report - Jeannie Bruins**
 - A written report was submitted
 - Jeannie requested a cleanup schedule be established to help clean up after the lunches. The Board agreed to it. She will create the schedule.
 - The Power Point presentation will include LPRT members & designations
 - The past and future calendar was reviewed
 - Upcoming events include:
 - September 21 Lunch
 - September 15 Mixer
 - October 19 Lunch
 - October Vanguard Mixer

Past events include:

- July 20 Lunch
- July 23 Wine Trip
- August 4 Medicare Summit

- **New Business**

None

Meeting Adjourned at 11:20 AM

Next board meeting:

September 21, 2016, at 10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights.

Respectfully Submitted,

Jeannie Bruins, Recorder