

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

November 16, 2016

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

MINUTES

Attending: Lauren Bayha; Teri Blake; Brad Davis; Scott Gilroy; Carolyn Lewis; Liz Mack; Marcy McCulloch; Michele Meder; Ned Schaut;

Absent: David Brabender; Scott Carpenter; Alexis DeVorss; Josh Keller; Helen Ornellas; Samantha Siders

Staff: Jeannie Bruins

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

Minutes –Ned Schaut

- President Ned Schaut presented the October minutes. It was m/s/c (McCulloch, Meder) to approve the minutes

Treasurer's Report - Brad Davis

- Brad Davis gave the October financial report. It was m/s/c (Lewis, Bayha) to accept the financial report. Brad presented a 3-month summary report of the finances

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. Alexis introduced holding a run/walk for charity during 2017. She has a committee formed to look into what it would take to hold the event.
 - Scott Carpenter has resigned from the Board. It was m/s/c (Davis, McCulloch) to accept his resignation.
 - Ned has invited Lisa Hutcherson to return to the Board and she has agreed. It was m/s/c (Bayha, Gilroy) to accept Lisa on the Board. Jeannie will notify NAHU and CAHU.
 - Ned discussed Joe Hart's request to refuse sponsorship money from Anthem due to their decision to not pay commissions on Medicare sales. Discussion followed and it was decided to contact Mike Accetta to suggest SAHU accept Anthem sponsorship money from Anthem Group Sales.
- **Community Relations – Liz Mack**
 - Liz reported she distributed five toy drive boxes. Toys will be accepted at the lunch today and the River Oaks representative will be present to accept them.
 - Liz has bags to distribute for the food drive. Food will be collected at the chili cook off on December 21st.
- **Membership –Lauren Bayha/Scott Carpenter**
 - Lauren distributed the membership report for the board signatures for October and November. She has reached out to the lapsed list and the billed but not paid report.
 - There will be a membership blitz in January, held at the WHA board room.
 - New members are being paired up with mentors and all new members are getting new member packets.
 - Lauren encouraged using the NAHU Webinar as a reason to join – to get access to that info.
- **Legislative – David Brabender**
 - No report due to absence

- **PAC – Carolyn Lewis**
 - Carolyn distributed the HUPAC report.
 - A report for how PAC money is used was distributed to the board for their information. Discussion followed about the importance of supporting legislators from both parties.
 - Carolyn continues to work with the board members to get all board members as contributors. Most board members contribute to both HUPAC and CAHU-PAC
- **Media – Scott Gilroy**
 - Scott reported that there has been little activity this month. His strategy will include submitting to the Business Journal People on the Move. Marcy noted there is a template for submitting to the Biz Journal
- **Awards & Recognition – Michele Meder**
 - Michele gave an update for the 2016 certification. She needs the tax return and the insurance policy. Jeannie will provide it.
 - Pacesetter efforts will pick up after the first of the year, plus any other awards.
- **Communication – Alexis DeVorss**
 - Alexis submitted a written report
- **Vanguard Council – Sam Siders**
 - No report due to absence.
- **Programs – Teri Blake & Josh Keller**
 - Teri has no report. Ned noted that the speakers are booked into 2017.
- **Professional Development – Josh Keller**
 - No report due to absence
- **Executive Director's Report - Jeannie Bruins**
 - A written report was submitted
 - Jeannie gave a crab feed update and distributed 20 tickets to each board member to buy or sell.
 - Jeannie reported on website changes. Jeff responds quickly on some changes and is slow on others. She will continue to work with him to improve this.
 - 2017 Partnership commitments are beginning to come in. Word and Brown will retain the Diamond level, HPMG as Silver, and Ornellas & Associates as Silver.
 - Upcoming events include:
 - November 16 Lunch
 - December 21 Chili Cook Off
 - January 18 Lunch
 - February 3 Crab Feed
 - Past events include:
 - September 15 Awards Mixer
 - September 21 Lunch
 - October 18 Lunch
- **New Business –**

Meeting Adjourned at 11:10 AM

Next board meeting: December 21, 2016, at 10:00 AM
Citrus Heights Community Center
6300 Fountain Square Drive, Citrus Heights

Respectfully Submitted,
Jeannie Bruins, Recorder