

# SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting  
April 17, 2017  
1:00 PM  
Conference Call

## MINUTES

Attending: Lauren Bayha; David Brabender; Brad Davis; Alexis DeVorss; Scott Gilroy; Josh Keller; Liz Mack; Marcy McCulloch; Michele Meder; Helen Ornellas; Ned Schaut; Samantha Siders

Absent: Teri Blake, Alexis DeVorss, Carolyn Lewis

Staff: Jeannie Bruins

The meeting was called to order by President Elect at 1:02 pm. and a quorum was established

### Minutes –Ned Schaut

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

### Treasurer's Report - Brad Davis

- Brad Davis gave the March financial report. It was m/s/c (Siders, Meder) to accept the financial report.

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

- **Executive –Ned Schaut & Helen Ornellas**
  - The Executive Committee report was submitted to Drop Box
  - Ned reviewed the executive committee call
  - Ned is doing a year-end report at the end of his term
  - NAHU Convention in June allows for 2 people to attend with Ned. He requested interested board members to let him know today if they would like to go.
  - Helen introduced two new positions to the Board of Directors; Medicare and Corporate Relations Chairs. It was m/s/c (Keller, Brabender) to add the two new positions effective July 1, 2017.
- **Community Relations – Liz Mack**
  - Liz reported the professional clothing drive will happen at the June luncheon. Liz will provide flyers at the Expo
- **Membership –Lauren Bayha & Lisa Hutcherson**
  - Lauren reported on the membership growth. Jeannie gave the update of the three that came in this week. She reported that all new members have received the packets except the last 3.
  - Ned reminded the board they each need to sponsor at least one member.
  - Lauren stated that they will be giving \$50 per new member that join at the Expo
  - The membership survey was completed in March. Ned will send it out to the board.
- **Legislative – David Brabender**
  - Dave is getting appointments for the Capitol Summit. He will reach out to members for assignments once he has all the appointments set
  - Nothing new to report on pending legislation
- **PAC – Carolyn Lewis**
  - No report due to absence

- **Media – Scott Gilroy**
  - Scott reported that it has been a busy month with 3 press releases (crab feed, Expo, & Capitol Summit), and an article submitted.
- **Awards & Recognition – Michele Meder**
  - Michele reported that the Pacesetter was completed and submitted.
  - The next awards coming up are the CAHU awards.
  - Ned noted Michele and Helen worked tirelessly on the awards.
  - Helen asked if the membership growth will qualify SAHU for Platinum Certification. Michele replied that, if SAHU made the membership growth goal, NAHU will automatically include it in our met criteria.
- **Communication – Alexis DeVorss**
  - Jeannie reported for Alexis and gave a website and eblast update
- **Vanguard Council – Sam Siders**
  - Sam reported the Happy Hour Vanguard Event had nearly 30 people in attendance.
  - She plans another event in the fall and is looking for a speaker.
  - Sam is working on the 5K run for next March. She has a committee organized. They are working on the date and venue. Once the venue and date are in place, she will work on sponsors. Sam will present the event at the June retreat. It will be a charity 5K, with proceeds going to Okizu.
- **Programs – Josh Keller**
  - Jeannie noted that the June lunch is the ethics class. She suggested we put a notice to recipients to remind them to check their records for course qualification. Josh will work on getting the speaker.
- **Professional Development – Josh Keller & Teri Blake**
  - Josh noted that the Expo is all set for Wednesday. Everything is in order.
- **Executive Director's Report - Jeannie Bruins**
  - Jeannie reviewed the following events:
  - Golf Tournament – WHA is the event sponsor and the committee is actively working on the event
  - Upcoming events include:
    - April 18 Business Development Expo
    - May 9-10 Day at the Capitol
    - May 22 Golf Tournament
    - June 21 Ethics class & luncheon – 2 CE
  - Past events include:
    - March 15 Luncheon – 55 people attending
    - March 16 Vanguard Happy Hour event – 27 people attending

No further business.

Meeting Adjourned at 1:44 PM

Next board meeting: May 17, 2017. Location to be determined

Respectfully Submitted,  
Jeannie Bruins, Recorder