

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

March 21, 2018

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

Agenda

Attending: Teri Blake; Brad Davis; Scott Gilroy; Lisa Hutcherson; Josh Keller; Marcy McCulloch; Helen Ornellas; Carmen Perea; Ned Schaut; Teresa Sale; Michele Torres;

Absent: Lauren Bayha; Dave Brabender; Alexis DeVorss; Crystal McDevitt; Michelle Meder; Samantha Siders

Staff: Jeannie Bruins

The meeting was called to order by President Helen Ornellas at 10:15AM and a quorum was established

President's Report –Helen Ornellas

- The January and February minutes were submitted for approval. It was M/S/C (McCulloch, Torres) to approve the minutes
- Brad Davis is seeking a nomination for CAHU Vice President of Public Affairs. It was m/s/c (Keller, McCulloch) to nominate Brad for that position.
- Helen introduced the topic of changing the website to get better service, noting the ongoing issues we have with our current provider. The web provider for CAHU and 3 other AHUs is ChannelReady.Inc. They would charge \$1000 for set up and a \$50/month hosting fee. After discussion it was m/s/c (Davis, McCulloch) to approve the expenditure and move forward with the change. Discussion followed about using this change to rebrand SAHU by using sacbenefits.org, a domain name SAHU owns but never used. An ad hoc committee was formed to work on the rebranding and the website set up. Committee members will be Josh, Teresa, Helen, Alexis & Jeannie.

Treasurer's Report –Brad Davis

- Brad presented the financial reports for January and February. It was m/s/c (Gilroy, Keller) to accept the financial reports. Jeannie gave an update on the crab feed, noting that there is some revenue that will post in March.

Committee Reports – Votes or Decisions to be made

Some committee reports were provided in advance of the board meeting

- Executive –*Helen Ornellas*
 - Executive Committee Meeting – a written report was submitted
- Membership –*Lauren Bayha & Crystal McDevitt*
 - No report due to absence. It was noted that SAHU has brought in 12 new members since the first of January
- Legislative – *David Brabender* – *no report* – Brad reported on SB910, which is Medi-Cal for illegal immigrants. CAHU has remained neutral on the bill.
- PAC - *Lisa Hutcherson* –
 - The coffee chat brought in 4 new PAC contributors.
 - There will be a SAHU/PAC table at the Expo
 - Professional Development – *Josh Keller*

- Work on the Expo continues, with speakers being finalized. The CAHU board will meet that day at the community center and join us during meals.
- Media – *Scott Gilroy*
 - A press release was issued in March –and 2 more due for awards
 - Scott will issue press releases for supporting OKIZU & for the EXPO
- Awards & Recognition – *Michele Meder*
 - Helen reported Michele is working on Pace Setter
- Community Service – *Carmen Perea*
 - Carmen reported on the success of Paint & Sip with SAHU donating \$1600 to the Sacramento Alzheimer's Association from the proceeds
 - Alzheimer's Walk is on September 20, 2018. Carmen questioned if SAHU would be interested in having a team. If so the Alzheimer's Association will apply the \$1600 raised toward our team. Interest was expressed by several board members.
 - The balance of the community service funds is \$500 and that will be donated to OKIZU for their camp for children with cancer.
- Communication – *Teresa Sale*
 - There is nothing new to report
 - Teresa will issue the member survey today.
- Carrier Relations – *Marcy McCullough*
 - The Partner survey was sent out and received positive responses. One comment for improvement requested that SAHU get more agents to events
- Medicare – *Open*
 - No report
- Vanguard Council – *Sam Siders*
 - It was reported in Sam's absence that the mixer has been postponed
- Executive Director – *Jeannie Bruins*
 - A written report was submitted

Review Calendar

- Past Events within last 30 Days
 - February 2 Crab Feed – 420 people attended
 - March 9 Coffee Chat – Capital Conference Report
 - March 15 Sip & Paint Alzheimer's Foundation fundraiser at Art Bistro – 18 people attended
 - March 21 luncheon on ERISA Compliance – 75 people attending
- Future Events within next 60 days
 - April 17 Business Development Expo
 - May 18 Golf Tournament at The Ridge Golf Course
 - June 20 Ethics Course and membership luncheon

Old Business

- Crab Feed Report Update – report was given with the financial report

New Business

- Golf Tournament – Jeannie reported the committee has met and is working on it
- Ethics Course – Teri noted that Word and Brown would sponsor this event and provide the speaker

Next Meeting

Date and venue to be determined

Meeting adjourned at 11:25 AM

Respectfully submitted,

Jeannie Bruins

Reporter