

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

October 16, 2019

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

Minutes

Attending: Dave Brabender, Mariette Lasley, Sam Siders, Angela Jones Josh Keller, Connie Correia, Teresa Sale, Carmen Perea

Absent: Teri Blake, Rosamaria Marrujo, Michele Meder, Alexis DeVorss, Cinnamon Trimpey

Staff: Jeannie Bruins

Call to Order 10:08– Josh Keller

- Record attendance and establish a quorum
- Present August & September minutes for approval. Correction to September minutes. Community Services, Medicare and Professional Services reports submitted in writing. Legislative report corrected typo to word “passed”. M/S/C (Lasley, Jones) as amended.

Treasurer’s Report –Carmen Perea

- Carmen gave the August & September financial reports. She explained the budget would be revised for approval at the next meeting since the casino event was moved to August, which is in the next fiscal year. Prepaid expenses for the casino night will move to the balance sheet. Accepted (Sale, Lasley)
- Josh brought up a budget revision. Jeannie suggested decreasing the budget by \$1000 for Cap Conference and \$1500 for NAHU. Jeannie will provide a revised budget for approval in November.

Committee Reports – Votes or Decisions to be made

Some committee reports were provided in advance of the board meeting and only questions or items requiring a vote will be offered for discussion.

- Executive – *Josh Keller – Review Strategic Plan Goals*
 - Josh brought up buying an iPad and there was a suggestion to get a data plan & iPad. It was m/s/c (Sam, Mariette) to act on the purchase. Jeannie will shop Verizon, Sprint & AT&T and report back
 - Board Candidates – the need to replace the membership retention and carrier relations positions was discussed.
 - Capital Conference Attendees were discussed. Alternative housing was discussed. Josh looked up an Air B&B and booked it. It holds 8 people and would be a considerable savings.
 - Casino Night has been postponed until August 28, 2020
 - Awards Recognition will be at the December chili cook off. Need to get the survey going
- Secretary – *Carmen Perea*
 - Carmen asked the board for on time reports to be submitted the Friday before the board meeting. She has been getting them as late as the morning of the board meeting. It is the board member’s responsibility to get them submitted in a timely fashion.
- Medicare – *David Brabender*
 - No current activity
- Membership –*Teri Blake*
 - No report due to absence
- PAC – *Alexis DeVorss*
 - No report due to absence
- Programs & Professional Development – *Mariette Lasley*
 - Expo Update
 - Speakers and caterers are confirmed. Speakers and bios to be distributed through the Bulletin starting in January. Mariette will provide the pictures and content
 - Lunch Speakers

- Today's speaker is Faith from CAHU and Paul Roberts from W&B for 1 CE presentation on Social Media
- Awards & Recognition – *Michele Meder*
 - No report due to absence
 - SAHU awards will be given at the December chili cook off
- Community Service – *Teresa Sale*
 - The toy drive will take place at the November lunch and the food drive at the December lunch
 - Teresa is working on the following;
 - Volunteer and dinner on the farm in the spring
 - Paint & Sip Fundraiser
 - Supporting the Keaton Foundation (Kids with Cancer)
 - Movie night
- Communication – *Cinnamon*
 - Jeannie gave a website update. Josh will follow up with Rosamaria in Helen's absence

Review Calendar

- Past Events within last 30 Days
 - 9/18/19 Membership Luncheon
- Future Events within next 60 days
 - 10/16/19 Membership Luncheon
 - 11/20/19 Membership Luncheon
 - 12/18/19 Membership Awards Luncheon, Chili Cook Off and Dessert Competition

Old Business

New Business

- Jeannie gave an update on the crab feed

Next Meeting

November 20, 2019 at 10:00 AM
 Citrus Heights Community Center
 6300 Fountain Square Drive, Citrus Heights

Adjourn 11:15 am