

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting
December 19, 2019
9:300 AM Conference Call
Call 712-770-4700; Code #842664

Minutes of the Board Meeting

In Attendance:

Josh Keller, Carmen Perea, Michele Meder, Rosamaria Marrujo, Angela Jones, Sam Siders, David Brabender, Teresa Sale

Absent:

Teri Blake, Connie Correia, Mariette Lasley, Cinnamon Trimpey, Alexis DeVorss

Staff:

Jeannie Bruins

Call to Order – Josh Keller

- President Josh Keller opened the meeting at 9:38AM and a quorum was established
- The November minutes were presented for approval. It was m/s/c (Jones, Meder) to approved the minutes

Treasurer's Report – Carmen Perea

- Carmen presented the November financial report. It was m/s/c (Teresa, Michele) to accept the financial report

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*
 - Cinnamon Trimpey has resigned from the board. It was m/s/c (Brabender, Meder) to accept her resignation with regrets
 - Josh noted that there are 3 board vacancies that he intends to fill by January
 - The Awards Survey needs to be developed and sent. Angela, Teresa, and Rosamaria will work with Josh on getting the awards survey going with a meeting in January
 - A Mid-Year mini retreat will be held January 10, 2020 as a lunch meeting, and will encompass the January board meeting – venue to be determined
- Secretary – *Carmen Perea*
 - Carmen requested the board get their committee reports to her on time.
- Executive Director – *Jeannie Bruins*
 - Jeannie gave an update on the 2020 Partnership program
 - Jeannie gave an update on the 2020 Crab Feed, noting the sponsorships have all been sold and the live auction items have been identified
 - Jeannie gave a website update, noting the web provider has been very responsive to changes
- Medicare – *David Brabender*
 - Nothing to report. Medicare open enrollment just ended.
- Membership – *Teri Blake*
 - No report due to absence
 - Josh noted that membership is down. He requested that Jeannie distribute the lapsed and delinquent membership lists to the board so board members can call these members and remind them to renew/rejoin.
- PAC – *Alexis DeVorss*
 - No report due to absence

- Programs & Professional Development – *Mariette Lasley*
 - Josh reported for Mariette and commended her on how well the Expo planning is going
- Awards & Recognition – *Michele Meder*
 - Michele is working on the certification. She needs documentation on outreach to the public for the crab feed. Rosamaria stated she is working on a media package. Jeannie requested she be added to the group receiving the media releases for the permanent record.
 - Michele requested the membership survey be completed in a timely fashion before the March deadline. It will be covered in the January meeting along with the awards survey
 - Pacesetter will step into high gear in March and Michele will be requesting information
- Community Service – *Teresa Sale*
 - The food from the food drive was delivered yesterday. Teresa will follow up to get the receipt/thank you letter for documentation
 - The gift wrapping event for the River Oaks Center for Children is upcoming and Teresa will get out an invite
 - Dinner on the Farm is scheduled for the month of May
- Communication – *Jeannie Bruins*
 - Jeannie is covering the eblasts until a new communications person is selected
- Carrier Relations – VACANT
- Legislative – *Connie Correia*
 - No report due to absence
- Vanguard Council – *Angela Jones*
 - Angela reported on the ax throwing event planned for March
- Media – *Rosamaria Marrujo*
 - Rosamaria stated she has a team in her office who is creating and distributing press releases. Many were sent yesterday. She shared her plans with the board. Jeannie requested she and Michele be included in all press releases so we have documentation for awards and Jeannie was a permanent record.

Review Calendar

- Past Events within last 30 Days
 - 12/20/19 Membership Awards Luncheon, Chili Cook Off and Dessert Competition
- Future Events within next 60 days
 - 1/15/20 Membership Brunch
 - 1/31/20 Crab Feed
 - 2/20/20 Membership Lunch
 - 3/18/20 Membership Lunch

Old Business

New Business

Next Meeting

The next board meeting will be held January 10, 2020 – 11:30am to 1:00pm as part of the January mini midyear retreat. Location to be determined.

The meeting was adjourned at 10:38 AM

Respectfully submitted,

Jeannie Bruins, Reporter