

# SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

March 16, 2016

9:30 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

## MINUTES

Attending: David Brabender; Brad Davis; Alexis DeVorss; Cerrina Jensen; Liz Mack; Jennifer Mason; Marcy McCulloch; Helen Ornellas Sam Rumbaugh; Ned Schaut; Samantha Siders

Absent: Lauren Bayha; Teri Blake; Lisa Hutcherson; Carolyn Lewis

Staff: Jeannie Bruins

The meeting was called to order at 9:35 a.m. and a quorum was established

### President's Report – Cerrina Jensen

- The February minutes were presented. It was m/s/c (Mack, Mason) to approve the minutes.
- Marcy reported that the 2016 Partnerships brought support to an all-time high at \$49,200. We also have the most partners participating at 20 Partners.
- Three board members have been invited to join Marcy at the NAHU convention this year. Given the strong financial position of SAHU, Marcy is considering asking a 4<sup>th</sup> person to go as well and asked for interest from the board to attend.
- Ned continues to fill his 2016-17 board.

### Treasurer's Report - Brad Davis

- The financial report for February was given. It was m/s/c (Jensen, McCulloch) to accept the report.
- The final profit for the crab feed was reported. It realized a profit of nearly \$22,000 vs the budget of \$15,000. Kudos to all who were involved.
- Brad reminded the board of his goal to set up a reserved equal to 6 months operating costs, and he gave the formula for getting there by the end of the fiscal year on June 30, 2016. There was consensus to revisit this in June after all the revenue generating events have passed and then to transfer the money to the savings account.

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

- **Executive –Mary McCulloch** – see president's report above
- **Community Relations – Liz Mack**
  - Liz introduced guest Michele Torres, who gave an update on the wine trip. The date is Saturday, July 30 and OKIZU is the charity that will benefit. It was m/s/c (Brabender, Ornellas) to accept the wine trip plan.
  - Liz reported that Scott Gilmore will introduce the clothing drive today at the lunch and it will end with donations at the April lunch.
- **Membership –Lisa Hutcherson**
  - In Lisa's absence, Marcy distributed the report for board member signatures.
  - Calls are going out to delinquent and lapsed members
  - Jennifer inquired about getting a new agents list from the Department of Insurance. Discussion followed and Marcy offered to mention it to Lisa and Lauren.
- **Legislative – David Brabender**
  - Dave will give a report on the Capitol Conference at the April lunch.
  - Bill review began last week

- Cerrina will work with Dave to plan the state and federal debriefing lunch
- **PAC – Carolyn Lewis**
  - No report due to absence
  - Brad noted SAHU will give \$5000 to CAHU-PAC at the Capitol Summit again this year
  - Brad stated there is no budget presently for giving to HUPAC but he would like SAHU to make a contribution at the NAHU convention from our excess and budget to give next year.
- **Media – Jennifer Mason**
  - A SAHU press release was published in the Riverbank New and NAHU picked up on it and published it as well
  - Jennifer is working with Michel Meder on media points for Pacesetter and she is looking for a TV & radio opportunity.
- **Awards & Recognition – Helen Ornellas**
  - We need to recap events in the Bulletin to show that we actually completed them
  - The survey will be sent again by Friday to get more participants. The survey and the results will be provided for the Pacesetter. Jeannie will get it out by tomorrow.
  - Marcy and Helen will have a discussion about the Presidential Citation.
  - Alexis will update Helen by Friday with her information.
  - Further award updates were discussed and reviewed.
- **Communication – Teri Blake**
  - No discussion due to absence
- **Vanguard Council – OPEN**
  - No report due to Lorraine Holly's resignation from the board
- **Programs & Professional Development–Alexis DeVorss, Sam Rumbaugh**
  - Plans for the April lunch are set
  - The planning for the Expo are ongoing. A sponsorship update was given.
- **Executive Director's Report - Jeannie Bruins**
  - A written report was submitted
  - The past and future calendar was reviewed
    - Upcoming events include:
      - April 20            Membership Lunch
      - May 17-18        Capitol Summit
      - May 23            Golf Tournament
      - June 16            Business Development Expo
      - June 26-29        NAHU Conference
    - Past events include:
      - March 16         Membership lunch
      - March 16         Ethics courses with 3 CE units
      - February 5        Annual Crab Feed
- **New Business**
  - None

Adjourn            11:00 AM

Next board meeting will be prior to the lunch meeting on April 20, 2016, starting at 9:30, at the Citrus Heights Community Center at 6300 Fountain Square Drive, Citrus Heights.

Respectfully Submitted,  
Jeannie Bruins, Recorder