

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting  
May 10, 2016  
12:30 PM  
Warren G. Bender Company  
516 Gibson Drive # 240, Roseville, CA 95678

**MINUTES**

Attending: Brad Davis; Alexis DeVorss; Liz Mack; Marcy McCulloch; Helen Ornellas; Cerrina Jensen; Sam Rumbaugh

Absent: Lauren Bayha; Teri Blake; David Brabender; Lisa Hutcherson; Carolyn Lewis; Ned Schaut; Samantha Siders

Staff: Jeannie Bruins

The meeting was called to order at 12:43 pm. and a quorum was established

**President's Report – Marcy McCulloch**

- President Marcy McCulloch announced she has accepted with regrets the resignation of Jennifer Mason from the board due to illness. Carolyn Lewis will fill her role for the balance of the term.
- Ned has the 2016-2017 board almost wrapped up.
- The March minutes were presented at the April board meeting and are available to the board on Drop Box. The April minutes were presented. It was m/s/c (Davis, Ornellas) to approve the March and April minutes.

**Treasurer's Report - Brad Davis**

- The financial report for April was given. The March report was given at the April board meeting and is available to the board in Drop Box. It was m/s/c (Jensen, Ornellas) to accept the March and April financial reports.
- Brad reminded the board of his recommendation to move about \$12,000 to savings at the end of the term. This will be an agenda item in June.
- MS Publisher is needed to create programs. It was m/s/c (DeVorss, Ornellas) to approve up to \$200 to purchase Publisher and associated software upgrades.

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

- **Executive –Mary McCulloch**
  - Marcy gave an overview of the executive committee call.
- **Community Relations – Liz Mack**
  - Liz asked about the clothing drive and Marcy gave an update.
  - Liz gave an update on the wine trip. Marketing will commence after the golf tournament.
- **Membership –Lisa Hutcherson**
  - No report due to absence
- **Legislative – David Brabender**
  - No report due to absence
- **PAC – Carolyn Lewis**
  - No report due to absence
- **Media – Carolyn Lewis**
  - No report due to absence

- **Awards & Recognition – Helen Ornellas**
  - CAHU awards are being focused with activity gearing up in June.
  - SAHU awards are planned for July or August. Discussion followed on a survey and mixer as were done last year.
- **Communication – Teri Blake**
  - No report due to absence
  - Cerrina noted that there has been no activity on social media for months and it has had an impact on participation.
- **Vanguard Council – OPEN**
  - No report due to vacant position
- **Programs & Professional Development–Alexis DeVorss, Sam Rumbaugh**
  - Alexis reported that she has been scheduling upcoming lunch speakers to assist the new programs chair.
  - The Expo update was given. Speakers, marketing and the program have been developed. There was discussion about ad space in the program. The committee will establish pricing, Discussion followed on marketing the Expo. The committee will focus marketing and the program at the next meeting
- **Executive Director’s Report - Jeannie Bruins**
  - A written report was submitted
  - Jeannie gave an update on the golf tournament. About 100 golfers are registered.
  - The past and future calendar was reviewed
  - Upcoming events include:
    - May 17-18 Capitol Summit
    - May 23 Golf Tournament
    - June 16 Business Development Expo
    - June 26-29 NAHU Conference
  - Past events include:
    - April 20 Membership lunch with 60 people attending
    - March 16 Membership lunch with 80 people attending
    - March 16 Ethics courses with 3 CE units, with 80 people attending
- **New Business**
  - None

Adjourned 1:50 PM

The next board meeting will be held at Roxy Restaurant at 2381 Fair Oaks Blvd, Sacramento 95825, on June 22 at 11:30. The incoming board members will be invited to join the meeting.

Respectfully Submitted,  
Jeannie Bruins, Recorder