

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

February 22, 2017

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

MINUTES

Attending: Lauren Bayha; David Brabender; Teri Blake; Brad Davis; Alexis DeVorss; Scott Gilroy; Lisa Hutcherson; Carolyn Lewis; Liz Mack; Marcy McCulloch; Michele Meder; Helen Ornellas; Ned Schaut; Samantha Siders

Absent: Josh Keller

Staff: None

The meeting was called to order at 10:00 a.m. and a quorum was established

Minutes –Ned Schaut

- President Ned Schaut presented the January minutes. It was m/s/c (Lewis/ Ornellas) to approve the minutes

Treasurer's Report - Brad Davis

- Brad Davis gave the January financial report. It was m/s/c (McCulloch/ Mack) to accept the financial report.
- Brad noted the crab feed results would be on the February P&L report, Total income is down \$6,000 because of the crab feed and wine trip. Crab feed may be short of budget but it is too soon to tell. Membership budget was reviewed.

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

- **Executive –Ned Schaut** –
 - The Executive Committee report was submitted to Drop Box
 - Discussed Capitol Conference and recommends other board members to go next year.
 - Discussed Helen's board and planning her retreat
- **Community Relations – Liz Mack**
 - Liz reported she received a thank you note from River Oaks Center for children in January.
 - The food drive brought in 100 pounds, and 2 ounces of food, which exceeded our donation goal.
 - Professional Clothing drive: Liz wants to promote it at the March luncheon and use the EXPO in April to drop off the clothes.
 - Discussed using Weave for volunteers and Brad mentioned they also have catering available.
- **Membership –Lauren Bayha/Lisa Hutcherson**
 - Lauren reported close to 20 new members after today's meeting collecting 7 new apps for membership!
 - She passed around the suspended/ lapse member list for Board review and signatures
 - It was noted that membership feeds off of big events such as the Cap Conference, Crab Feed. Recommend a recap from other legislative events. Looking forward to the expo.
- **Legislative – David Brabender**
 - Dave reported on the Coffee Chat meeting's legislative topics.
 - Adopt a Leg was discussed. Dave explained that it is the pairing of a board member/member to a state legislator, with a report back to legislative committee.
 - The bill review date and location will be March 9th, from 10:00 AM to 3:30 PM at a new car dealer, located at 1517 L Street, Sacramento.
- **PAC – Carolyn Lewis**
 - Carolyn reported we have 3 new PAC contributors!
 - She noted that PAC contributions mean these members are involved and serious about helping.
 - Carolyn discussed calling all new members for PAC involvement.
- **Media – Scott Gilroy**
 - Scott reported press releases going out for NAHU Gold 2017 Certification
 - Awarded Members for 2016 – all need to be send out for publishing. Only 1 published for 2016.
 - March is the deadline to get the rest out.

- **Awards & Recognition – Michele Meder**
 - Michele needs more press releases. Send them even if they do not publish, because it still gets pacesetter points.
 - NAHU Website overview will be at Next luncheon on March 15th. Carolyn recommended it include a review of how to login, due to PAC contributions.
- **Communication – Alexis DeVorss**
 - Alexis reported we have been receiving articles from all committees but we need a fresh article from each committee if they have something they want to send out to members. We do not want stale information; no more than 2 weeks of the same article will be published in the bulletin.
- **Vanguard Council – Sam Siders**
 - Sam reported on the 5K run to be planned for next spring. She will host a coffee chat for a committee to be put together. Carolyn offered to send resources to Sam.
 - Happy hour Van Guard event – planned for March 16th – needs to be announced in the bulletin once Brad is confirmed as the MC. Kevin Timone is committed to speak and Cal Choice is the sponsor. No cost for attendance. 15-20 are expected to provide an intimate atmosphere. Locations are to be determined. Carolyn offered to send Sam recommendations and Dave recommended going to Fleet Feet for help with the event.
- **Programs – Teri Blake & Josh Keller**
 - No report due to absence of Josh Keller
- **Professional Development – Josh Keller & Teri Blake**
 - Teri reported on the EXPO planning. She handed out the CE list, Jeannie to reach out to Partners for vendor booths, discussed reaching out to other sponsors on the next call. Discussed filing CE courses for use with CAHU by this Friday, 2/24.
 - Discussed update lineup in the bulletin for promotion of the event
 - A flyer will be produced for recruiting attendance and email for board to promote attendance
 - Ask GA's to promote with flyer.
 - Schedule next expo call.
- **Executive Director's Report - Jeannie Bruins**
 - A written report was submitted to Drop Box
 - Ned reviewed the following events:
 - Upcoming events include:
 - March 15 Luncheon
 - March 16 Vanguard Happy Hour event
 - April 18 Business Development Expo
 - May 9-10 Day at the Capitol
 - May 22 Golf Tournament
 - Past events include:
 - January 18, 2017 Lunch – 32 people attended
 - February 3, 2017 Crab Feed – 454 people attended
 - February 13-15 – NAHU Capitol Conference, D.C.
 - February 22, 2017 Coffee Chat – 50 people attended

No further business.

Meeting Adjourned at 10:43 AM

Next board meeting: March 15, 2017 at 10:00 AM
 Citrus Heights Community Center
 6300 Fountain Square Drive, CH

Respectfully Submitted,
 Alexis DeVorss, Recorder