

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

March 15, 2017

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

MINUTES

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

Absent: Teri Blake; Lisa Hutcherson

Staff: Jeannie Bruins

The meeting was called to order by President Elect at 10:10 a.m. and a quorum was established

Minutes –Ned Schautf

- President Ned Schaut presented the February minutes. It was m/s/c (Mack, Meder) to approve the minutes

Treasurer's Report - Brad Davis

- Brad Davis gave the February financial report. It was m/s/c (McCulloch, Gilroy) to accept the financial report.
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Committee Reports – Votes or Decisions to be made. Some committee reports were provided in advance of the board meeting

- **Executive –Helen Ornellas –**
 - The Executive Committee report was submitted to Drop Box
 - Helen noted Ned's email with the roster attached to make calls for the Expo
 - Ned will work with Jeannie about people attending the NAHU Conference in Orlando
 - Region VIII is coming up in August in Spokane and a couple people will attend that as well
 - Helen is working on getting her board let up
- **Community Relations – Liz Mack**
 - Liz reported on her committee meeting , noting Carmen Perea has joined the committee.
 - There will be a clothing drive in June
- **Membership –Lauren Bayha/Lisa Hutcherson**
 - Lauren will bring the membership report next month. She is contacting delinquent and lapsed members
 - Lauren attended the NAIFA conference and attended the SAHU exhibit. She distributed many applications
 - Dave brought up the NAHU March Madness and Lauren will look into it
- **Legislative – David Brabender**
 - Dave attended the Legislative Review call, he reviewed the bills that are being supported and opposed
- **PAC – Carolyn Lewis**
 - No report due to absence
- **Media – Scott Gilroy**
 - Scott reported that he submitted articles on the award winners. Need a few photos. **CA on small business**, she is setting up an interview with Ned.
 - Ned is executing media releases on everything
- **Awards & Recognition – Michele Meder**
 - Michele continues to work on the Pacesetter
 - **Communication – Alexis DeVorss**
 - Alexis reported that she created an article on all the membership activity, as well as the HUPAC article. Her goal is to let the members know what we're doing,
 - Brad wrote an article in response to Joe Hart's concerns that will be published in the Bulletin
- **Vanguard Council – Sam Siders**
 - Sam announced the Vanguard mixer for next Thursday. She has gotten a good return

- There is a committee meeting next Tuesday on the 5 K run. Carolyn gave Sam info on an organization that offers 5K runs. Sam will contact them.
- **Programs – Teri Blake & Josh Keller**
 - Josh reported
- **Professional Development – Josh Keller & Teri Blake**
 - Josh reported on the Expo planning progress.
 - There will be a planning call on Friday to discuss the menu
 - Josh requested additional fund. It was m/s/c (Keller, Mack) for Don's expenses for up to \$500
- **Executive Director's Report - Jeannie Bruins**
 - Need to determine date and venue of April board meeting
 - Jeannie reviewed the following events:
 - Crab Feed – profit report JB to get pictures to Alexis
 - Lunch differential
 - Golf Tournament – looking for the event sponsor
 - 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

New Business-

Helen reported that Barbara Bullion approached her about a fashion show.
No further business.

Meeting Adjourned at 10:43 AM

Next board meeting: To be determined

Respectfully Submitted,
Jeannie Bruins, Recorder