

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting
April 16, 2014

Citrus Heights Chamber of Commerce Board Room
7115-A Greenback Lane, Citrus Heights, CA 95610

Present: Brad Davis, Lisa Herzick Shannon Zajec, Jeff Irvine, Cerrina Jensen, Dave Fear, Jr, Jon Hutchison, Marcy McCulloch, Ned Schaut, Sam Rumbaugh,

Absent: Peter Alamillo, Lauren Bayha, Chris Bender, Carolyn Lewis, Helen Ornellas, Samantha Siders

Staff: Jeannie Bruins

The meeting was called to order at 9:45 a.m.

Brad started the meeting with a spring thought or moment given by each board member

President's Report – Brad Davis

- The March minutes were reviewed. It was m/s/c (Fear, Jr, Herzick) to approve the minutes with corrections

Treasurer's Report - Lisa Herzick

- The financial report was given. It was m/s/c (Fear, Jr, Irvine) to accept the March financial report
- There was a question about the wine trip profit. Jeannie reported she hasn't received the receipts from Michael yet, so she will report back next month

Committee Reports

Some committee reports were provided in advance of the board meeting

MEDIA- Brad Davis for Carolyn Lewis

Brad noted that Carolyn has submitted her material for awards

Brad and five others will attend the Covered CA press conference tomorrow

Dave Fear, Jr was on public radio presenting on Covered CA

There has been unprecedented media coverage of all AHUs this year due to Covered CA

AWARDS & RECOGNITION –Helen Ornellas

All awards have been submitted, including Pacesetter. She has set up standard operation procedures for future awards chairs.

COMMUNICATIONS – Jeff Irvine

Jeff noted the communications strategy unfolds with the media efforts

The database is almost finished for the website. Jeannie will issue a revised database to Jeff with first and last name in one cell

COMMUNITY SERVICE - Sam Rumbaugh

Sam gave a report on the success of the wine trip

Sam is working with Acres of Hope for a community project. She queried the board about timing of the event. The target date would be sometime in late May or early June. Sam will check with Acres of Hope for dates.

PROFESSIONAL DEVELOPMENT – Peter Alamillo & Ned Schaut

Ned reported that speakers are booked through July

The ethics class was held and 33 people attended

The CBC class has 38 people registered. There was discussion about projections and further marketing

LEGISLATIVE – Brad Davis for Chris Bender

Brad will give a legislative update at the lunch today.

Brad reported on SB1035, which is a fix for AB1083

Capitol Summit is May 20-22 and SAHU has 7 delegates selected. CAHU offices have four contested positions

This Thursday on the legislative bill review, many spot bills will be studied as full bills

PAC – Jon Hutchison

Jon distributed copies of the contributors to CAHU-PAC and HUPAC. Jon will attend the monthly phone meeting tomorrow.

Jon noted that the golf tournament will have PAC fundraising featured on the Par 3 holes

MEMBERSHIP – Shannon Zajec/Samantha Siders

Shannon distributed membership reports on the lapsed members, and the billed but not paid members.

The Membership Cup challenge – Region 8 is tied with Region 3 for the award.

Shannon is making ongoing calls to renewing members and noted there are a lot of retirements eminent.

Ned suggested bringing them together for a lunch speaker panel

Dave noted that SAHU wasn't on the membership hall. He also mentioned the Member Super Bowl Cup with San Diego, Orange County and Inland Empire and we are lagging in the competition

Jeannie noted non-members name badges have blue lettering at today's luncheon for easy identification

YAHU – Brad Davis for Lauren Bayha

The YAHU mixers are growing and have identified a couple of new members. Dave expressed concern that monthly mixers might be too much. The YAHU Vanguard council is meeting tomorrow

EXECUTIVE - Brad Davis

The committee is putting together the scholarship criteria for the NAHU convention in Scottsdale, AZ, with a goal of seven scholarships between \$500-\$1000 per scholarship. It will be marketed through Survey Monkey with Board members being given preference. SAHU will send three people

Cerrina reported on the March survey with 55% responding. She reported on the results, which will be used for next year's board

Executive Director's Report - Jeannie Bruins

- Jeannie submitted a written report in advance of the meeting
- The calendar report was given, highlighting the events and programs given the last 30 days and promoting the many events planned for the rest of this term

Old Business –

Jon reported the golf tournament met and have another meeting set for May. As soon as the event sponsor is identified, marketing will begin

New Business –

Meeting adjourned at 11:00 a.m.

Next meeting will be Thursday, May 15 at the Warren G. Bender office in Roseville. The June board meeting will be in Woodland, date to be determined

Respectfully Submitted,

Jeannie Bruins, Recorder