

SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

Board of Directors Meeting

January 18, 2017

10:00 AM

Citrus Heights Community Center

6300 Fountain Square Drive, Citrus Heights, CA 95621

MINUTES

Attending: Lauren Bayha; Teri Blake; Brad Davis; Alexis DeVorss; Lisa Hutcherson; Josh Keller; Carolyn Lewis; Marcy McCulloch; Michele Meder; Helen Ornellas; Ned Schaut;

Absent: David Brabender; Scott Gilroy; Liz Mack; Samantha Siders;

Staff: Jeannie Bruins

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

Minutes –Ned Schaut

- President Ned Schaut presented the December minutes. It was m/s/c (Ornellas, McCulloch) to approve the minutes

Treasurer's Report - Brad Davis

- Brad Davis gave the December financial report. It was m/s/c (Bayha, Meder) to accept the financial report.
- Helen shared the results that Orange County AHU experiences by putting on a 3-chapter expo. They net about \$75,000, which is split among the 3 AHUs

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

- **Executive –Ned Schaut –**
 - There was no Executive Committee meeting this month.
 - Ned noted the year is half over, but he doesn't plan on a mid-year review. He suggested Helen start planning for her board for next year. Helen stated she would like to keep the board as stable as possible because there is so much change happening around the industry.
 - Membership growth is the priority for the next several weeks.
- **Community Relations – Liz Mack**
 - No report due to absence
- **Membership –Lauren Bayha/Lisa Hutcherson**
 - Lauren reported that she and Lisa had a membership meeting in December. Ned is putting together 3 videos with interviews about why people are members.
 - Next Tuesday, 2/24, is the membership blitz at WHA - 11:30 – 2:00. Helen noted that Medicare agents offer a lot of potential for growth. There was discussion about getting lists of Medicare agents to call. Lauren is calling agents on the lapsed list. Other board members offered to check on using their broker lists.
 - The Continental breakfast is on Feb 22 for a legislative update. There will be no charge to attend. Costs will be paid from the membership budget.
- **Legislative – David Brabender**
 - No report due to absence.
 - Eight people from SAHU are attending the Capitol Conference
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- **PAC – Carolyn Lewis**
 - Carolyn reported PAC is a challenging assignment and she hasn't achieved the results to date that she hoped to. SAHU is chronically the lowest contributing chapter to PAC and she is disappointed by the lack of response to her outreach. 100% of the board MUST be contributors to HUPAC and CAHU-PAC to qualify for some of the awards.

- The NAHU Vanguard Council is hosting the 2nd annual bowling competition and SAHU is a Congressional level sponsor for the event, with a \$500 donation.
- SAHU is a low performer in HUPAC contributions and Carolyn requested help
- **Media – Scott Gilroy**
 - No report due to Scott's absence
- **Awards & Recognition – Michele Meder**
 - Michele needs the strategic plan for the Gold Certification and is working on a couple other points.
 - The next focus will be Pacesetter.
 - Helen questioned other awards being sought.
- **Communication – Alexis DeVorss**
 - Alexis expressed gratitude for the Bulletin articles she has received. She will inventory the website for needed updates. Jeannie worked on the website last week and Jeff completed several updates including the current database as of January 1, 2017.
- **Vanguard Council – Sam Siders**
 - Jeannie reported that she had a discussion with Sam. Sam has been researching 5K runs and has learned what a large undertaking it is, so she has postponed holding that event until 2018. In the meantime, Sam plans to hold smaller Vanguard Council events.
- **Programs – Teri Blake & Josh Keller**
 - Josh and Teri have a potential speaker and sponsor for the March lunch
- **Professional Development – Josh Keller & Teri Blake**
 - Josh reported on the Expo planning. The date is April 19. He and Teri are lining up speakers for the panel. They are looking for a moderator. There are 6 CE credits being offered for the day.
 - Jeannie noted we need to roll out the initial marketing of the Expo with the Feb 3 Bulletin. She will get with Josh and Teri to plan that.
 - There was further discussion about speakers.
- **Executive Director's Report - Jeannie Bruins**
 - A written report was submitted
 - Lauren and Jeannie gave a crab feed update. They requested raffle prizes, live auction prizes, dessert donations, and to get Board tickets sold.
 - Jeannie reported on website changes.
 - The SAHU Partnership update was given. This is the first year for 2 Platinum Partners (Health Net and Sutter Health Plus)
 - Ned reviewed the following events:
 - Upcoming events include:
 - February 3 Crab Feed
 - February 22 Cap Conference Report Breakfast
 - March 15 Luncheon
 - Past events include:
 - November Lunch & Toy Drive
 - December Chili Cook Off & Food Drive

Meeting Adjourned at 11:20 AM

Next board meeting: February 22 following the Coffee Chat

Citrus Heights Community Center
6300 Fountain Square Drive, CH

Respectfully Submitted,
Jeannie Bruins, Recorder