

**SAHU Mid Year Retreat**  
January 25, 2018  
10:00 am – 2:00 pm  
400 N. Sunrise Avenue, #150  
Roseville, CA 95661  
Offices of Shepler & Fear

**MEETING NOTES & BOARD MINUTES:**

Welcome Helen Ornellas

Helen Ornellas – opened the board meeting at 10:35am

- The December minutes were deferred to the February meeting
- The financial report was deferred to the February meeting
- Cerrina Jensen is seeking a nomination as the PAC Vice President on the CAHU board. It was m/s/c (McCulloch, DeVorss) to nominate Cerrina as Vice President of PAC on the CAHU board.
- Kathy Mennel has tendered her resignation from the board due to her new job duties. It was m/s/c (Davis, Brabender) to accept her resignation.
- Helen presented Dave Fear's proposal to represent SAHU and engage with Sutter in their effort to address homelessness. Discussion followed about how SAHU could be involved and show support for the cause. It was m/s/c (Brabender, McDevitt) to support Dave in this effort.

No further business

The meeting was adjourned at 10:43 by President Helen Ornellas. Next meeting date and location to be announced.

**The Mid Year Planning Retreat began at 10: 50am**

**NAHU Conference**

Helen Ornellas brought up the NAHU conference at the end of her term and discussion followed about attendance.

**Upcoming Events Report**

- Crab Feed - Jeannie Bruins gave an update and distributed a volunteer list of help needed. Several board members signed up.
- March Lunch will offer 2 CE units and will address ERISA compliance. Mariette Lasley arranged for the speaker and TASC is sponsoring the lunch
- Business Expo - Josh Keller gave an update. Janet Trautwein will be hosted the evening before with a dinner. Helen will plan the dinner. Michele Torres offered to sponsor the dinner and pick up the cost. CAHU plans to hold their board meeting at the same venue as the expo so it was suggested to offer special pricing for CAHU board members. Josh's wife is creating the marketing pieces. Josh is looking for an A/V manager and will add that to the sponsorships to cover the cost. Jeannie will send out a Save the Date to the SAHU partners for exhibit space.
- The Golf Tournament will be May 21 at The Ridge Golf Course
- The Ethics Class will be held June 2017 and will include lunch. Josh will seek a speaker.
- Carmen Perea introduced a charity event to benefit the Alzheimer's Foundation. March 15<sup>h</sup> is possible date, but that is not confirmed. She has approached Art Bistro

in Rocklin as a possible venue. The event would be called "Paint & Sip". To support Deposit of \$100 is required for the venue. It was suggested to possibly open the event up to sponsors.

## Board Reports

President	Helen Ornellas reported that Alexis is in the process of building her board
President Elect	Alexis DeVorss stated she has some positions filled and is seeking more candidates for other positions
Past President	Ned Schaut has no report
Secretary	Michele Torres has no report
Treasurer	Brad Davis reported the budget is on target with no surprises
Legislation	Dave Brabender noted we are coming into the busy season for legislation. He is making appointments for the Capital Conference and he is working on Adopt a Legislator. The Capital Summit is in May. Bill review is in San Diego on March 6. Panel to be formed. Josh to moderate coffee chat on March 9 that features the report from Cap Conference
PAC	Lisa Hutcherson met with Cerrina to address PAC contributions as well as an event to raise funds for PAC. A call for PAC donations will follow Janet Trautwein's presentation.
Communications	Teresa Sale reported she attended the CAHU communications call and got ideas on social media, etc
Community Service	Carmen Perea reported already.
Prof. Development	Josh Keller reported already
Media	Scott Gilroy – no report due to absence.
Vanguard	Sam Siders – no report due to absence
Carrier Relations	Marcy McCulloch reported on the Partners for 2018. Marcy questioned how this position would look going forward. Helen suggested helping Jeannie with building relationships with carriers, general agencies and SAHU Partners, it was also suggested she take care of vendors during the Expo. Further discussion followed about developing the position,
Medicare Awards	No report – the position is open. Michele Meder reported that Pace Setter activity is starting, She is also working on the NAHU certification and she expects SAHU to get gold. The SAHU Awards were discussed and they included distinguished service; emerging leader – different benefits for nominees were discussed – also use for membership growth.
Membership	Lauren Bayha; Crystal McDevitt – Lauren reported we have 14 new members for the term. She is working on delinquencies and is encouraging them be involved. She noted we are doing a membership campaign concurrent with the coffee chat. Lauren will schedule a membership blitz. Lisa offered the venue. NAHU's <i>feel the love</i> campaign offers \$50 off the membership dues the first year. SAHU wants to match it, using the coffee chat and the crab feed for those occasions. Helen offered ideas of live streaming meeting topics for anyone to participate with specific topics

**Retreat Adjourned at 1:20pm**