

**Sacramento Association of Health Underwriters  
February 16, 2010 Meeting of the Board of Directors**

**Meeting Minutes**

Present: Dennis Carlson, David Fear, Robin Hathaway, Cerrina Jensen, Mike Schultz, Rob Shepler, Lee Ann Trumbull

Absent: Josh Costa, Peggy Hall, Carolyn Lewis, Peggy Mandel, Stephen Smith, Shannon Zajec

Staff: Jeannie Bruins

The conference call meeting was called to order by President Dennis Carlson at 9:15 AM

**President's Report – Dennis Carlson**

- The minutes were reviewed and approved (m/s/c Jensen, Hathaway)
- The Capital Conference attendees were reviewed

**President Elect's Report – Lee Trumbull**

- Lee reported that the nomination committee hasn't met yet but plan to at Capital Conference. There has been some interest from members about joining the board

**Treasurer's Report - Carolyn Lewis/Jeannie Bruins**

- Jeannie gave the report for Carolyn. The financial report was accepted (m/s/c Fear, Jensen)

**Executive Director's Report - Jeannie Bruins**

- Jeannie gave the crab feed report for Peggy Hall.
- Constant Contact is being used for all events and the newsletter. Jeannie met with a representative from Heartland Payment Systems but it wasn't very fruitful so the March lunch announcement will link to the website for payments, with Jeannie doing the input
- Cerrina has agreed to work with Jeannie on an advertising package for the website and email blasts and they will be bringing a recommendation to the board

**Legislative Report - David Fear**

- Dave reported that 7 people from SAHU are expected to attend the Capital Conference. He will start to plan meetings with legislators next week, targeting 6 appointments, inviting NVAHU and Modesto to join the SAHU members
- NAHU has revised their plan for healthcare reform – Healthy Solutions – to make it easier to read and distribute to clients
- National health care is on the back burner now
- On the State level, single payer has passed out of both houses and the governor is expected to veto it
- There is a bill pending requiring 3% be withheld on 1099s for state income tax
- There was discussion about the rate increase announced by Anthem. Assemblyman Dave Jones has a bill introduced that would require legislative approval for rate increases on health insurance premiums.

**Education Report – Dennis for Stephen Smith**

- The ethics class is scheduled for April 19<sup>th</sup> at the Kaiser building in Folsom

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**Media Report – Cerrina Jensen**

- The Business Journal contacted Cerrina about the 2010 Book of Lists and offered the 2009 rate. She wanted to get board input about committing to it. Lee expressed concern about the 2010-2011 budget - given the economy. There was further discussion about the value of members being listed in the ad. Rob suggested we survey the members to see if there is value in being in the ad, but that would take too long. Robin suggested coupling it with a strong membership drive. It was (m/s/c Hathaway, Jensen) to approve \$6335 to run the ad in the Business Journal Book of Lists in 2010.

**Programs – Peggy Hall**

- No report

**Membership Report – Dennis for Mike Schultz**

- Mike reported on the Anthem Blue Cross membership offer and that it is bringing members

**PAC Report – Rob Shepler**

- Rob reported that the Legislative Council meets next month, and there will be direction about which bills and legislators to support following that meeting

**Community Service – Shannon Zajec**

- No report

**Awards & Recognition – Robin Hathaway**

- No report

**Old Business**

- None

**New Business**

- Robin reported she has 4 Kings tickets and a parking pass to donate to the crab feed and wanted to know if it should be auctioned or in the raffle. There was consensus to auction it Mike Schultz also offered the winery tour for the live auction. Mike will be the auctioneer.

Meeting Adjourned at 10:00AM. Next meeting is March 17 @ 10 AM at the Sacramento Association of Realtors (location to be confirmed)

Respectfully submitted,

Jeannie Bruins  
Reporter