



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting Minutes

05/12/2022

10:00AM

Zoom

Meeting Start: 10:00AM

Meeting End 10:35 AM

Call to Order – Carmen Perea

- **Record attendance: Carmen Perea, Mariette Lasley, Sam Siders, Rosamaria Marrujo, Andy Fullerton, Kerri Sanford, Michael Sab. Helen Ornellas ; Angie Caruso**
 - **Absence- Brain Christy, Lissette Rosenberg, Michele Meder, Dylan Ausherman, , Patricia Rodriguez, Danny Langarica, Josh Keller, David Fear Jr.**
- **Treasurer – Andy Fullerton – March & April 2022- Email – Vote to approve since we did not have a quorum.**
 - Review P&L- 03/2022 4/2022
 - Balance Sheet –03/2022 4/2022
 - Motion – Mariette Lasley
 - 2nd – Sam Siders
 - Accepted – Passed 5-24-2022 Email Vote
- **Minutes – Carmen Perea – March & April 2022 – March & April 2022- Email – Vote to approve since we did not have a quorum.**
 - M- Mariette Lasley S-Sam Sider
 - Approved - Passed 5-24-2022 Email Vote
- **Presidents Items for Review:**
 - SAHU Board 2022-2023 Board selections/nominations – Reviewed needs still looking for a few SAHU 2022-2023 Board Members.
 - Offer letter needs to be completed and signed by Rosamaria and Lauren by 6-1-2022. - Sending in May 2022.
 - SAHU Name Change – Carmen and Rosamaria to complete by 6-28-2022.
- **Helen Ornellas – Executive Director**
 - Crab Feed Update 4-8-2022 – Update – Great event- Lost money due to Catering cost and Crab cost.
 - SAHU Golf- Update – Everything is in place and ready to go.
 - Vanguard – Danny Axe Event – Ready – Just need more people going.
 - SAHU Expo- Update – Josh Keller- Committee Meetings have started.
 - 7-1-2022 SAHU Annual Sponsorship – Starting – Everyone needs to help. Emails have been sent.



- Executive Director – 2022-2023- Change over – Working for 7-1-2022. Contact will be signed once SAHU Board approves.
- Moxie – Bookkeeper 7-1-2022- Working with Jeannie.
- Storage Unit 5-28-2022- Update next month.
- TAIA – Marketing Contract Approval 7-1-2022- needed
- **SAHU Chair Review:**
 - **Communications- N/A**
 - **Community Service- N/A**
 - **Media Relations- Press release on CAHIP name change.**
 - **Programs- June Meeting set with Word & Brown**
 - **Awards- N/A**
 - **Membership- 2 new members**
 - **Membership Retention-.N/A**
 - **Carrier Relations- N/A**
 - **DEI- - Review of April Panel – Good attendance 4-20-2022.**
 - **Vanguard- N/A**
 - **Professional Development- N/A**
 - **Medicare-. N/A**
 - **Leg – N/A**
- **Calendar Dec -2021 -July 2022- Work In Progress.**
- May 20th no meeting. In Person Golf Tournament- Vanguard
- June – Virtual- WORD & BROWN - 2022-2023 SAHU Board Retreat and Induction – Need Speaker Still
- July- in Person Biz Expo 7-28-2022

Review Calendar –Carmen

- **Past Events within last 30 Days**
- April 8th – Crab Feed – 380 people attended- came in over budget.
- April 20th Virtual Member Meeting with CE DEI Speaker Panel

Future Events within next 60 days

- May – no meeting. In Person Golf Tournament - Vanguard
- June- Word & Brown
- July- in Person Biz Expo
- SAHU 2022-2023 Board Retreat – Needs a date.



New Business-

SAHU- Director – Lauren Bayha- Offer Letter

Bookkeeper- Moving to Moxie

TAIA Marketing Plan and SAHU Board Approval- By Laws

Old Business –

- **Outstanding Invoices:**
- 4/9/2022 \$200 Josh Keller Beer Sponsor
- 4/14/2022 \$3000 WHA Golf Event Sponsor
- 3/22/2022 \$2500 Summus Silver Sponsorship
- 1/10/2022 \$2500 Sutter Health Silver Sponsorship