



## SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

### SAHU Board of Directors Meeting Minutes

06/09/2022

10:00AM

Zoom

Meeting Start: 10:00AM

Meeting End 10:40 AM

#### Minutes

#### Call to Order – Carmen Perea

- **Record attendance: Carmen Perea, Sam Siders, Brian Christy, Rosamaria Marrujo, Lissette Rosenberg, Michele Meder, Dylan Ausherman, Angie Caruso, Andy Fullerton, Patricia Rodriguez, Mariette Lasley, Danny Langarica, Kerri Sanford, Dave Fear Jr.**
  - Absence- Josh Keller, Michael Saab.
- **May 2022 Minutes – M- Mariette Lasley S- Lissette Rosenberg – Approved- Passed**
- **Treasurer – Andy Fullerton - M- Patricia Rodriguez S- Michele Meder – Accepted**
  - Review P&L- 05/2022
  - Balance Sheet –05/2022
- **Presidents Items for Review:**
  - SAHU Board 2022-2023 Board selections/nominations update. **Reviewed**
  - Offer to Lauren Bayha- SAHU Board Needs to approve. From there sent out for signatures. **M- Rosamaria Marrujo S- Patricia Rodriguez - Approved - Passed**
  - SAHU Name Change – 6-28-2022 – **On Hold for NAHU Requirements**
- **Helen Ornellas – Executive Director – All areas updated**
  - SAHU Golf- Update
  - Vanguard – Danny Axe Event – **Reviewing funds placed under Member meeting, does it need to be moved to Vanguard.**
  - SAHU Expo- Update – **Meeting on going.**
  - 7-1-2022 SAHU Annual Sponsorship – **Following Up with Mid-Year Annual Sponsorship.**
  - Executive Director – 2022-2023- Bank changes- address changes- email change – phone change etc.
  - Moxie – Bookkeeper 7-1-2022
  - Storage Unit- Must be out by June 30<sup>th</sup>. **Will be completed on the 29<sup>th</sup> Danny, Josh, Helen, Jeannie.**



1. **Motion-** To remove Jeannie Bruins and Helen Ornellas as signers on the Columbia Bank, no longer affiliated with SAHU in any management duties or responsibility as of 6-30-2022. **M- Michele Meder S- Patricia Rodriguez - Passed Approved**
  2. **Motion-** To add Lauren Bayha – SAHU Executive Director as the signer for SAHU accounts at Columbia Bank as of 7-1-2022. **M- Brian Christy S- Mariette Lasley Passed Approved.**
- **SAHU Chair Review:**
    - **Communications- Posted Social Media for The SAHU Golf Event and Vanguard Event in May.**
    - **Community Service- Food Drive maybe added to the SAHU EXPO.**
    - **Media Relations-Press Release - Posted Recap Video on SAHU Golf Event, Photo Gallery, - Picked up by Cal Broker & the Statement.**
    - **Programs- NA**
    - **Awards- Waiting for Pacesetters results at NAHU, CAHIP submission awards in July.**
    - **Membership- 2 new members**
    - **Membership Retention-.NA**
    - **Carrier Relations- Working with Brokers and Carriers for the SAHU Expo – Question- What’s the ROI and how many agents to GA?**
    - **DEI- Mission Statement reviewed, committee meeting scheduled, and Joe Hart will make a statement at next Member meeting.**
    - **Vanguard- Review of Axe event – looking to do 2 to 3 more events in 2022-2023.**
    - **Professional Development- NA**
    - **Medicare-.Working on Nor Cal Medicare Summit. Meeting next week, looking for venue.**
    - **Leg – Review:**
      - **Watching AB 1130- Doctor and Hospital- How getting paid.**
      - **LTC bill is dead.**
      - **Medical for the non-documented Dead**
      - **Medical Air Transport – In Network – Dead**



- **Speaker Calendar June 2021 -July 2022- Work In Progress.**
- June – Virtual- WORD & BROWN -
- July- in Person Biz Expo

#### **Review Calendar –Carmen**

- **Past Events within last 30 Days**
- April 8<sup>th</sup> – Crab Feed
- April 20<sup>th</sup> – Member Meeting – CE Why Investing in Diversity, Equity and Inclusion Pays Off!
- May 20<sup>th</sup> – SAHU Golf
- May 26<sup>th</sup> Vanguard Axe Event

#### **Future Events within next 60 days**

- June- 15<sup>th</sup> Word & Brown
- July- 28<sup>th</sup> in Person Biz Expo
- August- Meeting- TBD

#### **New Business-**

SAHU- Director – Lauren Bayha- Offer Letter

Bookkeeper- Moxie working with Jeannie Bruins- Moving things over.

TAIA Marketing Plan and SAHU Board Approval- By Laws

Lauren SAHU – Banking Account

Lauren – Email Transfer and One Drives – Jeannie and Helen into one. So Lauren will have all files moving forward.

Lauren- Pay for Zoom Account up grade.

#### **Old Business –**

- **Outstanding Invoices:**
- 4/9/2022      \$200   Josh Keller   Beer Sponsor – Should be in this month.
- 1/10/2022    \$2,500 Sutter Health   Silver Sponsorship – Should be in this month.
- 5/2022        \$1,060 Warner Pacific – Foursome and Golf Tee Sponsorship - Should be in this month.



**For banking purposes:**

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