



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

**SAHU Board Meeting Minutes**

7/20/2023

10:44 AM

In-Person

Meeting Start: 10:44 am

Meeting End: 12:09 pm

**Minutes**

**SAHU July 2023 Board Meeting 10:44 AM**

**Call to Order – Helen Ornellas**

**Record attendance:** Helen Ornellas, Rosamaria Marrujo, David Brabender, Cerrina Jensen, Angie Caruso, Adam Aguilar, Andy Glenn, Andrew Garnett, Kyle Frantz, Michele Meder, Renee Balcom, Danny Langarica, Dalia Sutton, Telly Taskos, Jacqueline Martinez, Tamara Moreau, Lauren Bayha, Antonette Vanasek, and Michele Mills

- **Absence:** *Dave Fear Jr*
  
- Review June Board Meeting Minutes:  
(**Make a Motion- Approve**) M-Rosamaria S-Michele Meder Pass –Yes
  
- **Treasurer – Jackie Martinez – Reviewed by Lauren Bayha**
  - Review P&L- 6/1/2023 through 6/30/2023
  - Balance Sheet – 6/1/2023 through 6/30/2023
  - Review YTD Reports
  - Motion to approve June reports to be done at the August Board meeting to allow for final reimbursements to show in the reports.
  
- **Presidents Items for Review:**
  - NABIP/CAHIP/SAHU Name Change Discussion – Will be putting a survey out to the membership to vote on the name.
  - ByLaws to be updated with name changes.
  - Calendar of Events – Separate attachment

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- Business Expo & Medicare Summit committee update – The date is set for August 30<sup>th</sup>.
- NABIP Annual Convention recap
- Region 8 – sending the following attendees:
  - David Brabender
  - Brad Wright (Human Interest)
- Updated Board Roster for 2023-24 is attached.
- Updated Sponsorship Matrix to be approved by the board.
  - **(Make a Motion- Approve)** M-Michele S-Angie Pass –Yes
- Vote in Budget for the 2023 – 24 Fiscal Year
  - **(Make a Motion- Approve)** M-Tamara S-Andy Pass –Yes
  - Motion to approve was done through email that was sent out Monday, July 24<sup>th</sup>. Please see below email approval.
  - Updated Executive Director contract.
    - **(Make a Motion- Approve)** M-Cerrina S- David Pass –Yes
  - Updated TAIA Marketing contract
    - Will discuss and make a motion to approve at the August Board meeting.
- **Lauren Bayha – Executive Director**
  - Moxie Bookkeeper – Notice given to terminate contract 7/31/2023.
  - Will be sending CPA Heidi Scanlan YTD reports once finalized, for tax filing.
  - Setting up QBO with new budget once finalized

#### **Projects committed to in 2023-2024**

- SAHU Sponsorship Matrix updated and online for purchase. Marketing team to make the benefits automated with reminders of benefits. Schedule a time to meet on this.
- SAHU Annual Sponsor email reminder to use benefits.
- Focus on Single Payer



- **SAHU Chair Review:** *New board introductions, no current activity other than the professional Development chair please see below.*
  - **Communications, Kyle Frantz:**
  - **Community Service, Andrew Garnett:**
  - **Media Relations, Antonette Vanasek:**
  - **Programs, Andy Glenn:**
  - **Awards, Michele Meder:**
  - **Membership, Angie Caruso:**
  - **Membership Retention, Telly Tasakos:**
  - **Carrier Relations, Tamara Moreau:**
  - **DEI, Renee Balcom:**
  - **Vanguard, Danny Langarica:**
  - **Professional Development, Adam Aguilar:** Committee has decided to make the Business Expo and Medicare Summit more like the Crab Feed. This will help to drum up more SAHU Members to attend. Discussed sending out a postcard to the SAHU Members to invite to the Business Expo.
  - **Medicare, Dalia Sutton:**
  - **Legislative, Dave Fear Jr.:**

#### **Review Calendar - Helen**

#### **Speaker Calendar July 2023 - June 2024**

- July- Virtual Speaker
- August – No speaker meeting due to Business Expo & Medicare Summit
- September – Virtual Speaker
- October – PAC Gala, Virtual Speaker
- November – Virtual Speaker
- December – Dark
- January – Virtual Speaker
- February – Virtual Speaker
- March – No speaker meeting due to Crab Feed
- April – Virtual Speaker & Cornhole Tournament
- May – No speaker meeting due to Golf Tournament
- June – Virtual Speaker

#### **Past Events within Last 30 Days**

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- June 21 – Member Monthly Meeting with Lisa Reburg
- June 22-25 – NABIP Annual Convention

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

- July 19 – Virtual Speaker
- July 20 – SAHU Board Retreat
- August 30 – SAHU Business Expo & Medicare Summit

#### **New Business-**

#### **Old Business –**

- Annual agency model membership – outstanding dues? Sue Wakamoto is researching. Extra membership money came in so perhaps this was resolved?
- Canopy Health still has to pay for Golf Tournament
- WHA to pay Silver Annual Sponsorship Renewal effective 7/1/2023.

EMAIL Below-Voted in Budget for the 2023 – 24 Fiscal Year

- **(Make a Motion- Approve)** M-Tamara S-Andy Pass –Yes

**From:** Sacramento Assoc of Health Underwriters <[info@sahu-ca.com](mailto:info@sahu-ca.com)>

**Sent:** Monday, July 24, 2023 2:33 PM

**To:** Tamara Moreau <[tamara.moreau@sterlingadministration.com](mailto:tamara.moreau@sterlingadministration.com)>; SAHU Board 2023-24 <[SAHUBoard2023@sahu-ca.com](mailto:SAHUBoard2023@sahu-ca.com)>

**Subject:** [External] RE: ACTION ITEM #2: SAHU Board to vote on 2023-24 Budget

**Thank you Andrew & Tamara!**

**For all those in favor on the 2023-24 Budget, please reply with “Yes”. For anybody opposed, please reply with “No”.**

**We need to have a quorum to vote in order for it to pass. We promise we don’t normally vote through email. Thank you all for participating!**



Sacramento Association of Health Underwriters  
*Helen Ornellas 2023-2024 President- 916-804-9888*  
*Lauren Bayha Executive Director- 916-284-2744*  
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*35 Years Strong 1988-2023*



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**From:** Tamara Moreau <[Tamara.Moreau@sterlingadministration.com](mailto:Tamara.Moreau@sterlingadministration.com)>

**Sent:** Monday, July 24, 2023 2:27 PM

**To:** Sacramento Assoc of Health Underwriters <[info@sahu-ca.com](mailto:info@sahu-ca.com)>; SAHU Board 2023-24 <[SAHUBoard2023@sahu-ca.com](mailto:SAHUBoard2023@sahu-ca.com)>

**Subject:** RE: [EXTERNAL] RE: ACTION ITEM #2: SAHU Board to vote on 2023-24 Budget

**I, Tamara Moreau, second the motion to approve the Budget for 2023-24.**

Tamara Moreau / Sales Director

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**Sterling Administration**  
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**From:** Andrew Garnett <[agarnett@cypressadmin.com](mailto:agarnett@cypressadmin.com)>  
**Sent:** Monday, July 24, 2023 2:26 PM  
**To:** Sacramento Assoc of Health Underwriters <[info@sahu-ca.com](mailto:info@sahu-ca.com)>; SAHU Board 2023-24 <[SAHUBoard2023@sahu-ca.com](mailto:SAHUBoard2023@sahu-ca.com)>  
**Subject:** [EXTERNAL] RE: ACTION ITEM #2: SAHU Board to vote on 2023-24 Budget

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Hello,

I Andrew Garnett make a motion to approve the Budget for 2023-2024.

Thank you,

Andrew



**Andrew Garnett**  
**Senior VP of Sales**  
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