



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting

9/20/2023

10:00AM

Zoom

Meeting Start: 10:01 AM

Meeting End: 11:07 AM

SAHU Board Meeting Minutes

Call to Order – Helen Ornellas

- Record attendance: David, Rosamaria, Telly, Dave Fear, Brad, Cerrina, Renee, Tamara, Danny, Andrew, Adam, Antonette, Angie, Dalia, Michele Mills, Kyle, Lauren
- Absent: Helen, Andy Glenn, Michele Meder

- Review August Board Meeting Minutes:

(Make a Motion- Approve) M- Rosamaria S- Andrew Pass – Y

- **Treasurer – Jackie Martinez – Reviewed by Lauren Bayha**

- Review P&L- 7/1/2023 through 8/31/2023
- Balance Sheet – 7/1/2023 through 8/31/2023

(Make a Motion- Approve) M- Tamara S- Adam Pass – Y

- **Presidents Items for Review:**

- NABIP/CAHIP/SAHU Name Change Discussion – Survey results from Membership
- ByLaws to be updated with name changes.
- Calendar of Events – Separate attachment
- Business Expo & Medicare Summit recap
- Past Presidents – Videos on the website
- Collect committee names to add to the website – Misty Elmore from People Rock would like to join a committee.
- Track who has completed committee reports – Need reports for awards. Rosamaria's team must make a report if we don't have one.
- Anniversary Awards for members – Ask Membership & Vanguard chairs to head up, best way to acknowledge members.

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- **Names of our future leadership moving to SAHU President position.**
 - a. 2 – 3 Years**
 - Brad Wright
 - Andy Glenn- Committed
 - Tamara Moreau
 - Antonette Vanasek- Committed
 - Andrew Garnett – Committed
 - Dali Sutton
 - Renee Balcom
 - b. 3 -5- Years**
 - Jackie Martinez
 - Michele Mills
 - Michele Meder
 - Angie Caruso
 - Danny Langarica
- 2. Washington DC scholarships –
 - i. Dennis Carlson
 - ii. **David Brabender**
 - iii. **David Fear**
 - iv. Antonette Vanasek
 - v. Renee Balcom
 - vi. Andrew Garnett
 - vii. Dalia Sutton
- b. Looking to pay for David Brabender and Dave Fear. Washington DC planning & finances to prep for it – February 25-28th 2024.
- **Lauren Bayha – Executive Director**
 - 2022-23 YTD Reports have been sent to CPA Heidi Scanlan for tax filing.
 - Update on DOJ Delinquency notices and 501c3 filing.
 - QuickBooks Online & Budget Amendment Update
 - **(Make a Motion- Approve)** M- Rosamaria S- Tamara Pass – Y
 - Will start Marketing for Sponsorship Renewals on October 1st

Projects committed to in 2023-2024

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- SAHU Sponsorship Matrix. 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:

- **Communications, Kyle Frantz:** Working on promoting the October meeting, SPAM emails are being resolved and SAHU Website updates will be completed.
- **Community Service, Andrew Garnett:** Spoke with The Riveroaks Community Center on the upcoming Turkey Drive on November 20th it will be from 9 am to 10:30 am for drop off and photo op for media post. The Santa Shop dates will be the week of December 11th through 18th will be sending invites out with QR code for the Amazon link to purchase the donation gifts for the boys and girls. Working on getting the signup sheet out earlier this year for a better success rate. More information to come at the next board meeting.
- **Media Relations, Antonette Vanasek:** Nothing new to report on Media relations will be working on a social media post.
- **Programs, Andy Glenn:** Rosamaria spoke on behalf of Andy Glenn working on the October meeting with Josh Keller
- **Awards, Michele Meder:** Notes provided from Board Chair, presented by Michele Mills. Local chapter awards were presented at the Business Expo. Pat Stiffler confirmed that the CAHIP Awards will be in January 2024 at the CAHIP Engage Event, she will be providing more information soon.
- **Membership, Angie Caruso:** Telly and Rosamaria spoke on behalf of Angie as she had to leave the call. See Telly notes:
- **Membership Retention, Telly Tasakos:** We got 5 new members! YAY! The Expo was a BIG help in recruiting new members. We have a membership committee call on Monday at 1 p.m., feel free to join. We are going to go over a membership blitz call to go over the \$50 discount for any new members who join now until Dec 31st, 2023.
- **Carrier Relations, Tamara Moreau:** in the process of reaching out to all the sponsors from the Business Expo to get their feedback and will have a report on their responses for the next board meeting.



- **DEI, Renee Balcom:** In the process of gathering information on what SAHU objectives should be and will put together an article for a press release.
- **Vanguard, Danny Langarica:** Working on the April 24th, 2024, Cornhole tournament to solidify a date and location.
- **Professional Development, Adam Aguilar:** Recap on the Business Expo it was a great success and is very pleased. Will have next year's date confirmed by Friday, September 22nd, 2023.
- **Medicare, Dalia Sutton:** CAHIP is having a Free Virtual Presentation on "How to Grow your Medicare Book Of Business on Wednesday, September 27th at 10:30 am PT" An email invite was sent out on Monday, September 18th, 2023.
- **Legislative, Dave Fear Jr./Brad Wright:** We had our first SAHU Ledge Committee meeting last week, and it went well. The legislature session has ended, and all bills have been sent. We will let you know if there have been any amendments to the bills that the governor has signed at the next board meeting.
- **PAC, Cerrina Jensen:** PAC Gala Date and location have been finalized for February 9th, 2024, at the California Railroad Museum in Old Sac. I will be sending an email to the board members regarding PAC, I would like the team to create a SAHU-level flyer like the NABIP one that will be attached to the email that promotes both our national and state PACs with the QR codes to visit their sites. From there I can record another video to eblast to our membership, and announce the 2/9/24 PAC Gala event.

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, Sean Atha – River City Medical Group
- October – Virtual Speaker
- November – Virtual Speaker
- December – Dark
- January – PAC Gala, Virtual Speaker
- February – Virtual Speaker
- March – No speaker meeting due to Crab Feed
- April – Virtual Speaker & Cornhole Tournament

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- May – No speaker meeting due to Golf Tournament
- June – Virtual Speaker

Past Events within last 30 Days

- August 6-8 – CAHIP Engage Region 8
- August 30 – SAHU Business Expo & Medicare Summit and SAHU Local Chapter Awards Presentation

Future Events within next 60 days

- September 30 – Virtual Speaker

New Business-

People Rock HR Services joined as a Silver sponsor 9.1.2023!

Guardian interested in a sponsorship

Benefit Resource Inc. interested in a sponsorship

CAHIP Engage – pending end of January 2024 date in LA

Old Business –

- 1) Canopy Health (David Pierce) still needs to pay for Golf entry
- 2) WHA owes \$1500 for Expo Sponsorship
- 3) Alignment owes \$1000 for Expo Sponsorship