



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting Minutes

10/18/2023

10:00 AM

Zoom

Meeting Start: 10:03 am

Meeting End: 10:48 am

Call to Order – Helen Ornellas

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

- Review September Board Meeting Minutes:
 (Make a Motion- Approve) M- Dave F S-Michele Mills Pass – Yes
 - **Treasurer – Jackie Martinez**
 - Review P&L- 9/1/2023 through 9/30/2023
 - Balance Sheet – 9/1/2023 through 9/30/2023
 (Make a Motion- Approve) M- David B S- Dave F Pass – Yes

- **Presidents Items for Review:**
 - Corp Name Change: First step to National Association of Benefit Insurance Professionals-Sacramento
 - ByLaws: David Brabender & Lauren Bayha to take lead on ByLaw changes and create a committee with future leadership
 - Calendar of Events – Separate attachment
 - Past Presidents – Videos on website
 - Collect committee names to add to website – Misty Elmore from People Rock would like to join a committee – January 2024, low priority
 - Track who has completed committee report – Need reports for awards. Rosamaria's team has to make report if we don't have one.



- Anniversary Awards for members – Ask Membership & Vanguard chairs to head up, best way to acknowledge members. Talked about doing it at the Cornhole tournament.

- **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. David Brabender
 - ii. David Fear
 - iii. Antonette Vanasek
 - iv. Renee Balcom
 - v. Andrew Garnett
 - vi. Dalia Sutton

- b. Looking to pay for David Brabender & Dave Fear. Washington DC planning & finances to prep for it – February 25-28th 2024
- c. Need to schedule meeting with all attending Washington DC. Dave Fear, David Brabender, Helen and Cerrina to take lead. Lauren to login to pay for attendees.

Here's a start on offering sponsorships: SAHU Budget \$16,000 , proposed \$16,000

\$2,800 – For Room, Flight, Meals, Transportation and Event Fee. Total \$11,200

- Dave Fear

SAHU – Sacramento Association of Health Underwriters
www.sahu-ca.com – info@sahu.com - Phone: 916-284-2744



- David Brabender
- Brad Wright
- Cerrina Jensen

\$1,200 – Fee to event and left over for room and flight. Total \$4,800

- Andrew Garnett
- Andy Glenn
- Antonette Vanasek
- Renee Balcom

Helen to Sponsor:

- Jackie Martinez

- **Lauren Bayha – Executive Director**

- 2022-23 Taxes are currently being filed
- Update on 501c3 filing
- Crab Feed update – March 15th, 2024 Disco Themed
- Starting to reach out to Annual Sponsors on Renewals effective
- Sponsorship Matrix Amendment Update – Lauren will send an email to the Board before the November Board Meeting for approval, once the change has been made. Please keep your eye out.
 - **(Make a Motion- Approve)** M- S- Pass –
- 1.1.2024. Confirmed to Renew:
 - Ornellas – Bronze
 - Renee & Company – Bronze
 - Bender Insurance – Bronze
- Helen & Lauren to set Sponsorship Goals for 2024

Projects committed to in 2023-2024

- 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:

SAHU – Sacramento Association of Health Underwriters
www.sahu-ca.com – info@sahu.com - Phone: 916-284-2744



- **Communications, Kyle Frantz:** RSVP has been sent out for the Riverside Community Center Turkey Drive with Photo Op.
- **Community Service, Andrew Garnett:** Rosamaria spoke on behalf of Andrew: Turkey Drive's Goal is to Sponsor 25 families at \$75.00 each, the money will go directly to the community center to purchase the dinner items for each family. Photo Op will be on 11/20/2023 for all board members and SAHU members if they would like to be there.
- **Media Relations, Antonette Vanasek:** Will do a Video for the Turkey Drive Event as the Press Release has been completed.
- **Programs, Andy Glenn:** Reaching out to Ameritas -Justin Bendler to see if he would like to be our November Speaker. Starting Jan. 2024, we would like to start having the SAHU Speaker meetings at 9 a.m. instead of 12 p.m. to help draw in more participants.
- **Awards, Michele Meder:** Rosamaria spoke on behalf of Michele Meder: CAHIP provided the Awards and Requirements for this year. Michele Meder will have until December 22nd, 2023, to submit our application. CAHIP will be presenting at the Jan 2024 CAHIP Expo the winner.
- **Membership, Angie Caruso:** In September SAHU had 3 new members join and 7 new members from August to September 2023.
- **Membership Retention, Telly Tasakos:** No update
- **Carrier Relations, Tamara Moreau:** Will be helping Lauren make the sponsorship calls.
- **DEI, Renee Balcom:** Working on the DEI Mission statement and will send the draft to Helen, Rosamaria, and Lauren for approval by Friday, October 20th.
- **Vanguard, Danny Langarica:** Cornhole Tournament Location TBD will have an update for the November Board meeting call so the marketing team can send out a save-the-date email.
- **Professional Development, Adam Aguilar: Business Expo will be held at the Citrus Heights Community Center on August 28th, 2024.**
- **Medicare, Dalia Sutfon:** Will have an update on the next board meeting call.
- **Legislative, Dave Fear Jr./Brad Wright:** All Bills were vetoed, signed, or changed to a 2-year bill. Approximately 870 bills were passed and 175 were vetoed by the governor.
- **PAC, Cerrina Jensen:** PAC Gala has been changed to PAC Event business casual dress. The event is limited to 100 people, 25 tickets have already been taken.



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 – How Medical Groups align – Sean Atha
- October – Virtual Speaker – Understanding Single Payer with Josh Keller
- 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
- May – No speaker meeting due to Golf Tournament
- June – Virtual Speaker

Past Events within last 30 Days

- September 20 – Virtual Speaker – How Medical Groups align with Health Insurance Professionals – Sean Atha

Future Events within next 60 days

- October 18 – Virtual Speaker – Understanding Single Payer with Josh Keller
- November 20 – River Oak Center for Children's Turkey Dinner Drive

New Business-

- 1) Marshall Medical Group interested in attending events

Old Business –

- 1) WHA owes \$1500 for Expo Sponsorship

SAHU – Sacramento Association of Health Underwriters
www.sahu-ca.com – info@sahu.com - Phone: 916-284-2744



- 2) Alignment owes \$1000 for Expo Sponsorship
- 3) Guardian interested in a sponsorship
- 4) Benefit Resource Inc. interested in a sponsorship