



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board Meeting Minutes

11/15/2023

10:00AM

Zoom

Meeting Start: 10:00 am

Meeting End: 10:29 am

Call to Order – Helen Ornellas

- **Record attendance:** Helen Ornellas, David Brabender, Dave Fear, Brad Wright, Tamara Moreau, Danny Langanica, Adam Aguilar, Antonette Vanasek, Michele Mills, Kyle Frantz, Lauren Bayha, and Andy Glenn, Jackie Martinez, Dalia Sutton, and Telly Taskos,
- **Absent:** Michele Meder, Rosamaria Marrujo, Cerrina Jensen, Renee Balcom, Angie Caruso, and Andrew Garnet
- Review October Board Meeting Minutes:
(**Make a Motion- Approve**) M- Andy Glenn S-Brad Pass – Y

Treasurer – Jackie Martinez

- Review P&L- 10/1/2023 through 10/31/2023
- Balance Sheet – 10/1/2023 through 10/31/2023
(**Make a Motion- Approve**) M- Brad S- David B. Pass – Y

Presidents Items for Review:

- Corp Name Change: Board to vote on name change to “National Association of Benefits and Insurance Professionals – Sacramento”.
(**Make a Motion- Approve**) M- David S- Tamara Pass - Y
- 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.
- Board to vote on Final Annual Sponsorship Matrix with changes to Expo.
(Make a Motion- Approve) M- Dalia S- Brad Pass - Y
- Board to vote on moving Member Meetings to 10 am instead of lunchtime.
(Make a Motion- Approve) M-Dave F S-Tamara Pass - Y
- Board to vote on November & December to go dark for member meetings. Turkey Drive and Toy Drive will be events to be held in these months.
(Make a Motion- Approve) M-Andy G S-Kyle Pass - Y

- **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
- 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**
 - Insurance & Liability are currently being renewed. Pricing went up to \$3,110, checking to see if we can shop it.
 - Crab Feed update
 - All Annual Sponsors have been contacted by email and Tamara is following up with calls on Renewals effective 1.1.2024. Confirmed Renewals:
 - Ornellas – Bronze
 - Renee & Company – Bronze
 - Bender Insurance – Bronze
 - TAIA – Bronze
 - AMWINS – Diamond
 - Cypress – Silver
 - VSP – Silver
 - Interested Annual Sponsors:
 - Guardian – Joining in January
 - Benefit Resource Inc.
 - Claremont Insurance Services



- River City Medical Group
- Marshall Hospital
- Annual Sponsorship Goals for 2023 – 24 is \$75k. Currently at \$35k.
- Will not be spending in November or December except for monthly expenses

Projects committed to in 2023-2024

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

SAHU Chair Review:

- **Communications, Kyle Frantz:** The SAHU Website is working on the Server, The Turkey Drive email is done, and waiting for the rest of the details on the Toy Drive to complete socials and emails.
- **Community Service, Andrew Garnett:** We have met or exceeded the goal for the turkey Drive of \$2000.00. November 20th will be the Photo op with the Check and the River Oak Center for Children at 10 am. Toy Drive's first committee meeting will be Friday, Nov. 17th. The first social post for the toy drive will be sent out during Thanksgiving break.
- **Media Relations, Antonette Vanasek:** With AEP in the process will have an update in the January 2024 board meeting.
- **Programs, Andy Glenn:** Dennis Cash with Ameris will be the speaker for the Jan 2024 member meeting, Feb 202 Kaiser Permanente will have a Physician as a speaker. Topic and speaker name to come. June 2024 Beam Dental will be presenting details to come later.
- **Awards, Michele Meder:** Working on the CAHIP Award application and will have it submitted by the due date.
- **Membership, Angie Caruso:** will have an update for the Jan 2024 board meeting.
- **Membership Retention, Telly Tasakos:** Will be making phone calls to get members signed up in early December.
- **Carrier Relations, Tamara Moreau:** Has been helping Lauren with sponsorship calls.
- **DEI, Renee Balcom:** will have an update at the next board meeting.



- **Vanguard, Danny Langarica:** Will be finishing up all the details with the venue for the 2024 Cornhole tournament today. The tentative date for the event will be April 25th, the Thursday of the Month.
- **Professional Development, Adam Aguilar:** The Expo committee has been meeting, nothing new to report but will have more on the next board meeting call.
- **Medicare, Dalia Sutton:** Looking into member education regarding MediCare / MediCal for members.
- **Legislative, Dave Fear Jr./Brad Wright:** waiting on new legislative active to report.
- **PAC, Cerrina Jensen:** Helen spoke on behalf of Cerrina: The PAC event is being moved from February to April 11th tentative date will confirm the date, speakers, and location on the next board meeting.

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 – Dark
- December – Dark
- January – Virtual Speaker
- February – Virtual Speaker & PAC Event (Looking to move PAC Event to April)
- 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

- October 18 – Virtual Speaker – Understanding Single Payer with Josh Keller

Future Events within the next 60 days

- November 20 – River Oak Center for Children's Turkey Dinner Drive
- December TBD – Toy Drive



New Business-

Old Business –

Expo Follow-up:

- WHA owes \$1500 for Expo Sponsorship
- Alignment owes \$1000 for Expo Sponsorship