



## SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

### **SAHU Board of Directors Meeting**

1/17/2024

8:30 AM

Zoom

Meeting Start: 8:30 am

Meeting End: 9:11 am

### **SAHU Board Meeting Minutes**

#### **Call to Order – Helen Ornellas**

- Record attendance: Helen Ornellas, David Brabender, Dave Fear, Cerrina Jensen, Renee Balcom, Tamara Moreau, Danny Langarica, Antonette Vanasek, Angie Caruso, Jackie Martinez Michele Mills, Lauren Bayha, Rosamaria Marrujo, Adam Aguilar, Kyle Frantz, Brad Wright, Andrew Garnett, and Andy Glenn
- Absent: Michele Meder, Telly Taskos, and Dalia Sutton
  
- Review December Board Meeting Minutes:  
**(Make a Motion- Approve)** M- Rosamaria S- Andy G Pass – Y
  
- **Treasurer – Jackie Martinez**
  - Review P&L- 12/1/2023 through 12/31/2023
  - Balance Sheet – 12/1/2023 through 12/31/2023  
**(Make a Motion- Accept)** M- Renee S- Andrew Pass – Y
  
- **Presidents Items for Review:**
  - Corp Name Change: Board voted on “National Association of Benefits and Insurance Professionals – Sacramento”. DBA was confirmed to be CAHIP – Northern California.
  - ByLaws: David Brabender, Helen & Lauren working on updated Bylaws now before name change can be submitted
  - Calendar of Events – Separate attachment
  - Collect committee names to add to website – Misty Elmore, Aaron Jensen, Addison Beverly, Carmen Perea
  - 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.
  - President & Executive Director meeting on 1/19 to set timeline for future leadership
  - Annual Sponsors that still need to use their \$500 Speaker Sponsorship at a member meeting (Andy Glenn):
    - AMWINS
    - Aetna Medicare
    - Anthem Medicare
  - SAHU 24-25 Slate Committee – David Brabender – find a date to start this process
  
  - **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
      - Dalia Sutton
      - Renee Balcom
    - b. 3 -5- Years**
      - Jackie Martinez
      - Michele Mills
      - Michele Meder
      - Angie Caruso
      - Danny Langarica
  
  - **Lauren Bayha – Executive Director**
    - Crab Feed update
    - Working on filing Crab Feed Bar Sales tax this month. 1099 has been filed for me.
    - 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
- SAHU – Sacramento Association of Health Underwriters  
[www.sahu-ca.com](http://www.sahu-ca.com) – [info@sahu.com](mailto:info@sahu.com) - Phone: 916-284-2744



- Bender Insurance – Bronze
  - TAlA – Bronze
  - Interwest - Bronze
  - AMWINS – Diamond
  - Cypress – Silver
  - VSP – Silver
  - Word & Brown – Silver
  - Ameritas – Bronze
  - Beam – Silver
  - SHP – Silver
  - Kaiser – Silver
- Interested Annual Sponsors:
    - Guardian – Joining in January
    - Benefit Resource Inc.
    - Claremont Insurance Services
    - River City Medical Group
    - Marshall Hospital
  - **New Sponsors!** BenefitMall as Bronze, Cal Choice as Silver
  - Sponsors NOT renewing: Dickerson, Paycor, Mass Mutual, MIB Western Dental
  - Annual Sponsorship Goals for 2023 – 24 is \$75k. Currently at \$65k. We will hit our goal if we bring on the 5 interested sponsors listed above at the Bronze level.

### **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](http://www.sahu-ca.com) – [info@sahu.com](mailto:info@sahu.com) - Phone: 916-284-2744



- **Communications, Kyle Frantz:** Working on promoting Crab Feed tickets and PAC event.
- **Community Service, Andrew Garnett:** Turkey feed we raised \$2400.00, which is \$400.00 over the \$2000.00 goal. The Toy Drive would have liked to see more donations but overall was a great success.
- **Media Relations, Antonette Vanasek:**
- **Programs, Andy Glenn:** As of now we have January and June speakers confirmed and will work on finalizing speakers for February, March, April, May, July, and August for 2024.
- **Awards, Michele Meder:** March 31<sup>st</sup> is the deadline for NAHU awards, The CAHIP award application was submitted by the deadline and the winner will be announced next week. Please keep a look out for any emails you may receive as I will need a response as soon as possible so we can get the NAHU award application completed by the deadline. Tamara Moreau will be joining the awards committee to learn the process for Awards.
- **Membership, Angie Caruso:** No new members or dropped in December. We have 3 pending payments.
- **Membership Retention, Telly Tasakos:** Angie gave an update for both Membership and Membership retention see above.
- **Carrier Relations, Tamara Moreau:** Helping with the finalization of all the sponsors with Lauren. Joined the Awards committee to help Michele Meder.
- **DEI, Renee Balcom:** working on forming a DEI committee, please reach out if you are interested.
- **Vanguard, Danny Langarica:** working on updating the venue location for the Cornhole tournament on April 18<sup>th</sup>, looking at an indoor soccer field that can host 128+ guests. We will be having 64 4-man teams this year. The committee meeting will be Friday 01/19/2024 to discuss more as we would like to add food to the event.
- **Professional Development, Adam Aguilar:** It has been quiet I will have more for next month's board meeting.
- **Medicare, Dalia Sutfon:** An update will be given at the February board meeting.
- **Legislative, Dave Fear Jr./Brad Wright:** Legislative meeting in early March will be getting a list of the Bills that they want to pass.
- **PAC, Cerrina Jensen:** PAC Event was moved to April 11<sup>th</sup>, 2024, I had a state PAC meeting yesterday and CAHIP/NABIP would like to see donations going to both. If you can only do one, then the preference



is CAHIP as this will go directly to California State. Donations preferred are \$25.00 a month but if you can only do \$5.00, please contribute. Expressed to the board that each board member should be donating to CAHIP, but it is not required to donate to hold a position on the board.

### **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 – Virtual Speaker
- February – Virtual Speaker
- March – No speaker meeting due to Crab Feed
- April – Virtual Speaker, Cornhole Tournament & PAC Event
- May – No speaker meeting due to Golf Tournament
- June – Virtual Speaker

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

- December 14 & 15 – River Oak Center for Children's Toy Drive

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

- January 17 – Virtual Speaker – Dennis Cash, Elevate your Benefits Strategy
- February 21 – Virtual Speaker

**New Business-** Lauren will have an update on all committed sponsors.

**Old Business –**