



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board Meeting Minutes

2/21/2024

In-Person at TAlA Office & Zoom

Meeting Start: 8:23 am

Meeting End: 9:57 am

Call to Order – Helen Ornellas

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

• Guest Attendees:

- Carmen Perea – Benefit Mall
- Aaron Jensen – Stellar Stories Insurance Solutions
- Misty Elmore – People Rock
- Addison Beverly – Aetna Medicare -Absent
- Sayed Hashimi – Trinet (attending virtually) - Absent
- Riley Johnson – Trinet (attending virtually) - Absent

- Review January Board Meeting Minutes:
(Make a Motion- Approve) M- Rosamaria M S-Dave B Pass – Yes

• Treasurer – Jackie Martinez

- Review P&L- 1/1/2024 through 1/31/2024
 - Balance Sheet – 1/1/2024 through 1/31/2024
- (Make a Motion- Accept)** M- M Mills S- Andy G Pass –Yes

• Presidents Items for Review:

- Spotlight- Introduction to David Brabender – President Elect.



- Do you need any help on your position for the rest of the 2023-2024 Term?
- Think about your ask in the meeting- Business or Personal.
- Review SAHU needs for the Crab Feed.
- Corp Name Change: Board voted on “National Association of Benefits and Insurance Professionals – Sacramento”. DBA was confirmed to be CAHIP – Northern California. Bylaws are being finalized and Marketing is working on logo.
- Calendar of Events – Separate attachment
- Collect committee names to add to the website, Helen and Lauren will be putting the list together, and emailing to list to Michele Mills to attach with the February Board Meeting Minutes
- 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. Talked about doing it at the Cornhole tournament.
- President & Executive Director will be meeting to set a timeline for future leadership
- CAHIP Nominations Committee – Need SAHU Chapter Representation
- 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.
- Umpqua Banking Updates needed:
 - Checking Account: Remove Helen Ornellas & Jeannie Bruins, add Jackie Martinez
(Make a Motion- Accept) M- M. Meder S-Dave B
Pass – Yes
 - Savings Account: Remove Helen Ornellas & Jeannie Bruins, add Lauren Bayha & Jackie Martinez
(Make a Motion- Accept) M- Dahlia S-Kyle F Pass –Yes
- PAC Event
- Donating to PAC monthly



- Raffle discussion – Needs to be filed 60 days in advance, \$30 per event. Please let Lauren know as soon as possible so she can file the approval paperwork.

- **Names of our future leadership moving to SAHU President position.**
 - a. 2 – 3 Years**
 - Brad Wright
 - Andy Glenn- Committed
 - Tamara Moreau
 - Antonette Vanasek- Committed
 - Dalia Sutton
 - Renee Balcom
 - Addison Beverly
 - b. 3 -5- Years**
 - Jackie Martinez
 - Michele Mills
 - Michele Meder
 - Angie Caruso
 - Danny Langarica

- **Lauren Bayha – Executive Director**
 - Crab Feed update.
 - Need Board help for drink ticket sales inside next to bar
 - 8:00 – 8:30 pm - Dahlia
 - 8:30 – 9 pm – Dave B.
 - Need the Board to donate dessert (homemade or store-bought) The dessert table is being moved to the other side of the room away from the Auction tables.
 - Annual Sponsors for 2024 are finalized. We have a total of 24 sponsors, with 4 that still owe (listed in the Old Business section).
 - Still interested in Annual Sponsors:
 - Benefit Resource Inc.
 - River City Medical Group
 - Marshall Hospital



- **New Sponsors!** BenefitMall as Bronze, Cal Choice as Silver, Claremont as Bronze, Guardian as Bronze
- Sponsors NOT renewing: Dickerson, Paycor, Mass Mutual, MIB Western Dental, Insperty
- Annual Sponsorship Goals for 2023 – 24 is \$75k. Currently at \$73,780k. We will hit our goal if we bring on one more Bronze sponsor.

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:

- **Communications, Kyle Frantz:** A lot of events are coming up, please let the Marketing team know if anyone is having issues with purchasing tickets so they can get it addressed.
- **Community Service, Andrew Garnett:** No new updates for community service.
- **Media Relations, Antonette Vanasek:** will be creating a meeting for any board members who want to learn about AI and how to use and be more comfortable with AI.
- **Programs, Andy Glenn:** Kaiser Permanente Speaker today for the February Speaker, June will be AMWINS – content to be determined and July will look at Beam Dental Speaker- Samantha
- **Awards, Michele Meder:** It is the Awards time of year, and we need all Board members to complete their chair videos on the NABIP website, Professional Development – CE Credit forms, and committee reports please email to M. Meder and CC M. Mills.
- **Membership, Angie Caruso:** Telly Taskos spoke on behalf of Angie Caruso as she had to jump off the call.
- **Membership Retention, Telly Tasakos:** I am meeting with Angie after the Board meeting to discuss the membership list as well as look into when we will be gaining the thirty SAHU-North Valley members.

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- **Carrier Relations, Tamara Moreau:** Working on reaching out to Sponsors for the PAC event and Crab feed.
- **DEI, Renee Balcom:** working on getting an official DEI business practice reference document for SAHU.
- **Vanguard, Danny Langarica: Cornhole** Tournament date is locked in for April 18th, 2024, so far there are 40 teams with 25 teams still available. Will be sending Kyle Frantz the sponsor's name, amount, and logo for the tournament for advertising.
- **Professional Development, Adam Aguilar:** working on the 2024-2025 Business Expo Committee, will be sending an email out to the board members to see who is interested in joining. The first two meetings will be deciding on a theme.
- **Medicare, Dalia Sutton:** Would like to set up a Medi-Cal / Medicare Speaker in one of the SAHU Monthly member meetings.
- **Legislative, Dave Fear Jr./Brad Wright:** Dave Fear Jr, Brad Wright, David Brabender, Rosamaria Marrujo, and Helen Ornellas will be heading out to the Washington DC NABIP Capitol Conference from February 24th through February 28th, 2024. Brad Wright has 2 meetings set up so far with District 1 and District 7 and will continue to work on the last three meetings. The goal is to have at least five meetings scheduled. Bill Review is in San Deigo, CA on March 7th Cerrina Jensen and Dave Fear Jr. will be attending in person and Brad Wright will be attending virtually. Capitol Summit – Sacramento is on Monday, May 6th. Dave has encouraged the board to go and participate in it.
- **PAC, Cerrina Jensen:** Handed out CAHIP PAC Contributor Commitment Form, would like the board to each donate at least \$5.00 a month to PAC, or they can do a one-time donation online or form. PAC is having a \$ 24.00-a-month campaign for the state. If you are not able to donate, please let Cerrina know "WHY" so she can take this information back to PAC. This will help them understand why. PAC Event is April 11th, 2024, at the Railroad Museum in Sacramento there are around 100 tickets. Will be updating the first week of March with how many tickets are remaining.

Review Calendar - Helen

Speaker Calendar July 2023 - June 2024

- July- Virtual Speaker
- August – No speaker meeting due to Business Expo & Medicare Summit

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- 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 the Last 30 Days

- January 17 – Virtual Speaker – Dennis Cash

Future Events within the next 60 days

- February 21 – Virtual Speaker
- March 15 – Crab Feed

New Business-

New logo – waiting for more information from Rosamaria.

Domain name – need to purchase. Should we use .com or .org?

Old Business –

Annual Sponsors that still owe:

- Ameritas: Bronze \$1,899 – Payment is coming
- Beam: Silver \$2,999 – Lauren left voicemail 2/15
- Aetna: Platinum Medicare \$5,499 – Lauren left voicemail 2/15
- Claremont: Bronze \$1,899 – Payment is coming