



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting

3/20/2024

8:30 AM

Zoom

Meeting Start: 8:32 am

Meeting End: 9:16 am

SAHU Board Minutes

Call to Order – Helen Ornellas

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

- Review February Board Meeting Minutes:
(**Make a Motion- Approve**) M- Brad W S- MMills Pass –Yes

- **Treasurer – Jackie Martinez**
 - Review P&L- 2/1/2024 through 2/29/2024
 - Balance Sheet – 2/1/2024 through 2/29/2024(**Make a Motion- Approved**) M- M.Meder S-David B Pass –Yes

- **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.
 - Domain purchase: Board voted by email to purchase the following 4 domains, and Board will need to vote on which to use:
 - **CAHIP-NorthernCalifornia.com - \$43.99 for 3 years**
 - **CAHIP-NorCal.com - \$43.99 for 3 years**
 - **CAHIP-NorthernCalifornia.org - \$9.99 for first year**
 - **CAHIP-NorCal.org - \$9.99 for first year**
 - (**Make a Motion- Approve**) M-David B S-M.Meder Pass –Yes



- Marketing provided a proposal for new logo design – Following logo design of NABIP & CAHIP. Proposal attached.
(Make a Motion- Approved) M-Cerrina S-Dave B Pass – Yes
 - Review Updated ByLaws: Emailed to Board on 3/4/23, to be voted on.
(Make a Motion- Approved) M-Dave B. S- Rosamaria M Pass –Yes
 - ByLaws: It has been suggested by the Board to review and make any amendments needed every 1-2 years to the ByLaws.
 - Calendar of Events – Separate attachment
 - Collect committee names to add to website – Misty Elmore, Aaron Jensen, Addison Beverly, Carmen Perea, Sayed Hashimi & Riley Johnson (Trinet) – All invited to Board meeting on Wednesday, 2/21
 - 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 – Membership & Vanguard chairs will be prepping this to present at the Cornhole tournament.
 - President & Executive Director will be meeting to set 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
 - PAC Event
 - Donating to PAC monthly & annually

 - **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**
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- Jackie Martinez
 - Michele Mills
 - Michele Meder
 - Angie Caruso
 - Danny Langarica
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- **Lauren Bayha – Executive Director**
 - Bank update – Lauren submitted minutes to Umpqua bank to add Jackie Martinez and remove Helen & Jeannie
 - Crab Feed update- Reviewed the SAHU the Crab Feed event and will have a better update at the April SAHU Board meeting. The Crab Feed Committee meeting will be held on 04.05.2024 at Lauren Bayha house for the Crab Feed committee members to give feedback on this year's event.
 - **New Sponsors!** BenefitMall as Bronze, Cal Choice as Silver, Claremont as Bronze, Guardian as Bronze, Marshall Medical Group as Silver!
 - Sponsors NOT renewing: Dickerson, Paycor, Mass Mutual, MIB Western Dental, Insperity, Beam
 - Annual Sponsor Goal: \$75k
 - Currently at: \$71,180

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:** with the Crab Feed completed we will be ramping up for the PAC event in April and Cornhole tournament. Started working on the transition for the new LOGO will send to Lauren this week.
- **Community Service, Andrew Garnett:** No Report provided.

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- **Media Relations, Antonette Vanasek:** No Report provided.
- **Programs, Andy Glenn:** No Report provided.
- **Awards, Michele Meder:** Pacesetter Awards are due on April 5th, I will be working on this starting next week and will be sending an email out to Lauren regarding what I still need from the board so please keep your eye out for emails from Michele Meder and must have all video watched and completed by the board before the end of March.
- **Membership, Angie Caruso:** No Report provided.
- **Membership Retention, Telly Tasakos:** No Report provided.
- **Carrier Relations, Tamara Moreau:** No Report provided.
- **DEI, Renee Balcom:** Still working on forming a DEI committee.
- **Vanguard, Danny Langarica:** At this year's Cornhole Tournament we will be giving awards and recognition's out to SAHU members for their anniversary with SAHU 1yr/5yr etc. We still have 30 Teams available and are needing fill sponsorships in the amounts of \$350.00/\$600.00 for the tournament. Please spread the word and let's fill these spots up.
- **Professional Development, Adam Aguilar:** The First Business Expo Meeting we determined the theme – Single Payer, we would like to see more engagement with the sponsors and vendors. The next committee meetings will be held on the first Tuesday of every month.
- **Medicare, Dalia Sutton:** No Report provided.
- **Legislative, Dave Fear Jr./Brad Wright:** SAHU Legislative Coffee Chat is a Hybrid meeting being held on Wednesday March 20, 2024 after the SAHU Board meeting. In person attendees will be at Trusted American Insurance office and Virtual attendees will be on Zoom. The following is a list of virtual attendees registered for the event: Tamare Fleury, Shane Myers, Dalia Sutton, Jackie Martinez, Rick Wells, Antonette Vanasek, Danny Langarica, Tamara Moreau, Renee Balcom, Jacob Jensen, Renee Balcom, Antonette Vanasek, Shane Meyers, Michele Mills and Branden Martin. In-person attendees registered are Rosamaria Marrujo, Cerrina Jensen, Kyle Frantz, Shae Trombatore, Lauren Bayha, Michele Meder, Carmen Perea, David Brabender, Brad Wright, Helen Ornellas and Patti Kaleel. The new California Legislative Session for 2024-2025 there were fewer bills introduced this year than in years past. Just a few proposals touching on health care and small businesses including Artificial Intelligence and Predictive Scheduling.
- **PAC, Cerrina Jensen: PAC Event –** We would like the entire SAHU Board to attend this event and any support from the board and sponsors (potential) would be appreciated. 60% of the tickets for the PAC

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event have been sold. Since the last SAHU board meeting I have had a few of the board members personally reach out on donating. We appreciate it and thank you for your donations.

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

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

Future Events within next 60 days

- March 20, 2024 Legislative coffee chat (note: attendees listed above at the board meeting were confirmed as having attended)
- April 11 – PAC Event
- April 17 – Member Meeting – Ask Andy about speaker
- April 18 – Cornhole Tournament
- May 16 – Golf Tournament

New Business-



Old Business –

Annual Sponsors that still owe:

- Ameritas: Bronze \$1,899 – Payment is coming
- Marshall Medical Group Silver: \$2,999 – Invoice sent