



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting

6/26/2024

8:30 AM

Zoom

Meeting Start: 8:37 am

Meeting End: 9:19 am

Minutes

Call to Order – Helen Ornellas (Lauren Bayha for Helen)

- Record attendance:
Attendees: Cerrina Jensen, Andy Glenn, Andrew Garnett, Danny Langerica, Tamara Moreau, Rosamaria Marrujo, Michele Meder, Kyle Frantz, Brad Wright, Adam Aguilar, Dalia Sutton, Lauren Bayha
Absent: Helen Ornellas, Telly Tasakos, Angie Caruso, Renee Balcom, Antonette Vanasek
- Review May Board Meeting Minutes:
(Make a Motion- Approve) M- Andy G. S- Dalia Pass – Y
- **Treasurer – Jackie Martinez**
 - P&L reviewed in May Meeting - 4/1/2024 through 4/30/2024
 - Balance Sheet – 4/1/2024 through 4/30/2024 – Corrected
(Make a Motion- Approve) M- Brad S- Andrew Pass – Y
 - Review P&L- 5/1/2024 through 5/31/2024
 - Balance Sheet – 5/1/2024 through 5/31/2024
(Make a Motion- Approve) M- Cerrina S- Michele M. Pass – Y
-Lauren to look into Crab Feed Bar Tax line item on Balance Sheet
-Cerrina would like to share with the board insights on Budget Accrual Vs. “Cash on Hand” that she learned from NABIP since they were in a Big deficit. Will add to the Board retreat agenda.
- **Presidents Items for Review:**
 - New logo design voted on by Board – Following logo design of NABIP & CAHIP (Pending)
 - Anniversary Awards for members – Membership & Executive Director will be prepping this to present at the Business Expo.



- President & Executive Director will be meeting to set timeline for future leadership
- Chapter Certification – Received SILVER Certification!
- SAHU won the Pacesetter's Award at the NABIP Convention!
- Annual Sponsors that still need to use their \$500 Speaker Sponsorship at a member meeting (Andy Glenn):
 - Aetna Medicare
 - Anthem Medicare – Dalia would like to book the speaker meeting in October
- Donating to PAC monthly & annually – Some board members have fallen off
- **In-coming President Items for Review (David Brabender):**
 - SAHU 2024-2025 Board Slate – All filled except Professional Development Chair
 - Review Date for Retreat- Friday, July 12th
 - Other Items
- **Lauren Bayha – Executive Director**
 - Budget for 2024-25 almost finalized.
 - Bank update – Lauren submitted minutes to Umpqua bank to add Jackie Martinez and remove Helen & Jeannie. With name change, we are required to close the existing account and open a new account completely.
 - Name Change update – confirming Secretary of State filing for next steps & working with updating the FTB.
 - CPA: Our CPA for the past 20 years is retiring. We will be switching to a new CPA located in Rancho Cordova. His name is Bruce Woodbury and his business is Woodbury Tax Services. [Woodbury Tax Service | Folsom, CA 95630](#).
 - Per his website: He has over 30 years of Business, Accounting and Investment experience. He has started up several businesses from scratch, as well as formed a successful local 501(c)3 non-profit, The Folsom Symphony.
 - He charges \$500 for preparing taxes for non-profits.



- **New Sponsors!** BenefitMall as Bronze, Cal Choice as Silver, Claremont as Bronze, Guardian as Bronze, Marshall Medical Group as Silver!
- **Nonstop Health is joining at the Gold level!** We are creating a new “Out of Area” sponsorship for companies that want to sponsor but aren’t local.
- Interested Sponsor: Berkeley Life & Accident, Dickerson
- Annual Sponsor Goal: \$75k
- Just reached: \$75,179!

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.
- Review Matrix to make sure profitable. Needs to be approved by new board.
- SAHU Annual Sponsor email reminder to use benefits.
- Focus on Single Payer

SAHU Chair Review:

- **Communications, Kyle Frantz:** Working on Business Expo & logo updates
- **Community Service, Andrew Garnett:** No updates at this time
- **Media Relations, Antonette Vanasek:** Not on call, no updates
- **Programs, Andy Glenn:** Working on scheduling member meetings in next few months. Asked for speakers wanting to take a spot, Dalia from Anthem asked for a spot in October.
- **Awards, Michele Meder:** SAHU won Pacesetters! All quiet now.
- **Membership, Angie Caruso:** Not on call, no updates
- **Membership Retention, Telly Tasakos:** Not on call, no updates



- **Carrier Relations, Tamara Moreau:** Will be attending the Business Plan Review calls this Friday with our Annual Sponsors to connect with them.
- **DEI, Renee Balcom:** Not on call, no updates at this time. Looking for committee members to meet in July.
- **Vanguard, Danny Langarica:** No updates at this time.
- **Professional Development, Adam Aguilar:** Plugging along with the Business Expo preparation, no big updates beyond that.
- **Medicare, Dalia Sutton:** Would like to be a speaker in October about Part D Changes
- **Legislative, Dave Fear Jr./Brad Wright:** Tomorrow is last day to qualify on November 5th ballot. Next week last week for committee's to report bills for next level. Next month will be bigger update as we are watching.
- **PAC, Cerrina Jensen:** PAC Event was fantastic. SAHU social media reminded her about it and she was glad she was there. Thank and applaud everyone who has stepped up to add a new PAC contribution or increase contribution. Several have fallen off, check to see if still contributing. State PAC Chair Jack Holder to commit to \$24 per month - \$24 in 2024. Cerrina will purchase 3 lottery tickets for any new PAC Contributor. Offering talking points to ask for money, not to convince but empower.

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 – Employer Assisted Student Loan Benefit – Dennis Cash of Ameritas
- February – Virtual Speaker – The impact of Social Health on Employers' workforce – Jennifer Castillo of Kaiser
- March – No speaker meeting due to Crab Feed
- April – No speaker meeting due to Cornhole Tournament & PAC Event

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



- May – No speaker meeting due to Golf Tournament
- June – Virtual Speaker – Ancillary Benefits & Total Health: A Statistical Approach – Pratibha Patel

Past Events within last 30 Days

- June 18 – Member Meeting – Ancillary Benefits & Total Health: A Statistical Approach – Pratibha Patel

Future Events within next 60 days

- July 12 – Board Retreat
- July 17 – Member Meeting
- August 28 – Business & Medicare Expo

New Business-

- Medicare zoom roundtable – next month, anybody staying on as board member. Medicare Chair from state will have actual meetings to talk about roundtable sessions – live meeting. Only agents active with SAHU unless contracted with Medicare. Can invite guests but must be members of SAHU. SD and LA doing it. Bringing in more members. Medicare agents not thinking of NABIP as resource and now giving them a view of that. Talk about leg to the community and help them with their business. More to come in July.

Old Business –

- 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 on highlighted domain below:
 - **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**
- Will be changing email to info@cahip-norcal.org, will still forward emails from info@sahu-ca.com email. Bounce email back with new email address. Will roll out with name announcement.



- Sponsors NOT renewing: Dickerson, Paycor, Mass Mutual, MIB Western Dental, Insperity, Beam

Names of our future leadership moving to SAHU President position.

a. 2 – 3 Years

- Brad Wright
- Andy Glenn- Committed
- Dalia Sutton
- Tamara Moreau
- Renee Balcom
- Addison Beverly

b. 3 -5 Years

- Jackie Martinez
- Michele Mills
- Michele Meder
- Angie Caruso
- Danny Langerica

Final comments from Cerrina Jensen: Just came back from NABIP Convention with Rosamaria and David Brabender. Discussion from other chapters, they are struggling to get leadership and participation. Make sure we are high performing, model chapter. Applaud all of our board for the time they give to the association for the sacrifice. We get more back than we put in. If doing it right far exceeds what you put in. Reach out if we need help.