`SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

**SAHU Board of Directors Meeting**

04/14/2022

10:00AM

Zoom

Meeting Start: 10:02 AM

Meeting End 10:45 AM

# **Minutes**

**Call to Order – *Carmen Perea***

* ***Record attendance: Carmen Perea, Sam Siders, Rosamaria Marrujo, Lissette Rosenberg, Michael Saab, Michele Meder, Dylan Ausherman, Angie Caruso, Andy Fullerton, Patricia Rodriguez, Mariette Lasley, Danny Langarica, Kerri Sanford, David Fear Jr.***
	+ ***Absence- Brian Christy, Josh Keller***
* ***Treasurer – Andy Fullerton – Moved to May 2022***
	+ Review P&L- 03/2022
	+ Balance Sheet –03/2022
	+ Accepted M- S-
* Minutes – Carmen Perea – Feb 2022 & March 2022
	+ **Approved M-Sam Siders S- Andy Fullerton**
* ***Presidents Items for Review:***
	+ SAHU Board 2022-2023 Board selections/nominations - application request email- January 1st- March – Post Slate- Votes if needed. All done by May if possible. ***Rosamaria to work with Exe. Board to review.***
* ***Helen Ornellas – Executive Director***
	+ ***Crab Feed Update 4-8-2022 – Updated 385 Guest- Great success- recap meeting on the 29th of April.***
	+ ***SAHU Golf- Updated- E- Blast for Foursomes and Sponsorship are out. ABC Lic, working, next committee is 4-26-2022.***
	+ ***Vanguard – Danny Axe Event – Danny to Update***
	+ ***SAHU Expo- Update Josh next meeting 4-18-2022***
* ***SAHU Chair Review:***
	+ ***Communications- Lissette – Sent the following items to NAHU for Marketing – SAHU Golf event 5-20-2022, Vanguard 5-26-2022.***
	+ ***Community Service- N/A***
	+ ***Media Relations- Rosamaria- Working with Communication to market events.***
	+ ***Programs- Michael – April DEI Panel and June Speakers are confirmed. Getting detail of the Word and Brown Speaker for marketing.***
	+ ***Awards- Michele – Pacesetters submitted- Next Awards CAHIP in August 2022.***
	+ ***Membership- Angie- Need a Spot Light Person for April or May***
	+ ***Membership Retention-.Dylan Nothing to report***
	+ ***Carrier Relations- Patricia started reaching out to Carriers and GA for the upcoming SAHU Golf Event.***
	+ ***DEI- - Mariette- Share the Mission Statement, Confirmed the DEI Panel , 23 people signed up-***
	+ ***Vanguard- Danny - Checked out the venue for the Axe Tossing Event, CAHIP Day at the Capitol Vanguard Event-the first night- Chicken Wing Eating Contest.***
	+ ***Professional Development- Josh- - N/A***
	+ ***Medicare-. Kerri- CAHIP Medicare Meeting with Rosamaria, Looking at putting a budget together, bring to the SAHU Board for approval- SAHU Meidcare Event in August. Monthly Medicare Coffee Chat.***
	+ ***Leg- Dave- May Day at Capitol May 9-11. NAHU & CAHU Looking at the following- Tele Med as a Standalone- The Family Glitch Fix- SB 56 and AB 4 .***
* **Calendar Dec -2021 -July 2022- Work In Progress.**
* April 20th – Virtual     DEI Speaker Panel
* May 20th no meeting.  In Person Golf Tournament- Vanguard 5-26-2022
* June – Virtual- WORD & BROWN - 2022-2023 SAHU Board Retreat and Induction –- Need Speaker Still
* July- in Person Biz Expo

**Review Calendar –Carmen**

* + **Past Events within last 30 Days**
* March – Leg Update - Legislative Update – Dawn McFarland
* April 8th – Crab Feed

**Future Events within next 60 days**

* April – Virtual     DEI Speaker Panel
* May – no meeting.  In Person Golf Tournament - Vanguard
* June – Virtual- 2022-2023 SAHU Board Retreat and Induction –-
* June- Word & Brown
* July- in Person Biz Expo

**New Business-**

**SAHU- Director – Lauren Bayha- Offer Letter**

**Bookkeeper- Interviewing**

**TAIA Marketing Plan and SAHU Board Approval- By Laws**

**PAC Check for $800 – Cap Conference**

**Old Business –**