



## SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

### SAHU Board of Directors Meeting Minutes

07/15/2022

10:00AM

In-Person

Meeting Start: 10:05 am

Meeting End: 10:40 am

#### Call to Order – Rosamaria Marrujo

- **Record attendance: Rosamaria Marrujo, Carmen Perea, Cerrina Jensen, Dave Fear Jr., Angie Caruso, Adam Aguilar, Christine Glaesman, Andrew Garnett, Kyle Frantz, Michele Meder, Patricia Rodriguez, Danny Langarica, Kerri Sanford, Helen Ornellas**
  - **Absence- Michele Mills, Telly Tasakos**
- **Treasurer – Michele Mills – Reviewed by Helen Ornellas**
  - Review P&L- 06/2022 – **Lunches need to be updated by Jeannie. Board did not vote on P&L and will vote at August meeting once corrected.**
  - Review YTD P&L 2022
  - Balance Sheet –06/2022 **Reviewed and explained to new board members that the board approves any money coming out. Liabilities are sponsorships that sit in a bucket then move from this account to the P&L. Balance assets with total liabilities.**
  - **Crabfeed did not due well due to crab tripling in cost. Golf tournament, lunches, and virtual Biz Expo all did well. Do not do Ethics or Casino night anymore and will remove from budget. Gross profit off by \$4k.**
- **Presidents Items for Review:**
  - SAHU Board 2022-2023 Board selections/nominations **Reviewed**
  - SAHU Business Expo- Update **Coming up on July 28<sup>th</sup>. Kevin Kily inducting board at 8:20. There will be 4 CE classes. Expecting 90-100 attendees and need to sell 30-40 more tickets. 20 vendor booths taken.**
  - SAHU 2022-2023 Schedule of Events **Reviewed schedule on separate page in folder. Includes all big events, speaker meetings, monthly executive board and board meetings.**
- **Lauren Bahya – Executive Director**
  - 7-1-2022 SAHU Annual Sponsorship – Continuing – Status Update **Confirmed WHA and AFLAC renewed their annual sponsorship 7/1. Will start reaching out to 1/1 renewals in October.**
  - Storage Unit- Closed out and rest of items stored at Rosamaria Marrujo’s Office



1. **Motion-** To review and approve new Moxie Bookkeeper contract. M- S- Pass Board needs to review Moxie contract before approving. Will email out prior to next board meeting and vote it in at the August Board meeting.
  2. **Motion-** To review and approve TAIA Marketing Plan and SAHU Board Approval- By Laws M- S- Pass Board needs to review TAIA Marketing Plan before approving. Will email out prior to next board meeting and vote in at the August Board meeting. Sam Siders (SAHU President 2020-21), Rosamaria (SAHU Media Chair 2020-21), Helen Ornellas (SAHU Executive Director) spoke to and received a proposal in 2020 to take over web-site, newsletter, chapter communications but could not handle any social media communications and it was all self-serve once set up. TAIA Marketing committed to providing all services and ongoing support.
  3. **Motion-** To review and approve 2022-2023 SAHU Proposed Budget M- S- Pass Board needs to review final budget and will vote on it at the August Board meeting.
- **SAHU Chair Review:** First board meeting so there were no board members updates
    - **Communications-**
    - **Community Service-**
    - **Media Relations-**
    - **Programs-**
    - **Awards-**
    - **Membership-**
    - **Membership Retention-**
    - **Carrier Relations-**
    - **DEI- .**
    - **Vanguard-**
    - **Professional Development-**
    - **Medicare-**
    - **Leg –**

#### **Speaker Calendar July 2022 -June 2023- Work In Progress - Rosamaria**

- July- in Person Biz Expo (CE 4) Assemblyman Kevin Kiley Reviewed earlier in the meeting
- August- Meeting- Member Benefits Overview (Local, State, National)

#### **Review Calendar –Rosamaria**

- **Past Events within last 30 Days**
- June 15<sup>th</sup> – Member Meeting with Speaker and CE - Online Collaboration for the Insurance Agent

#### **Future Events within next 60 days - Rosamaria**

- July- 28<sup>th</sup> in Person Business Expo **Reviewed earlier in meeting. Confirming Kevin Kiley did induct the board at the July 28<sup>th</sup> Expo.**



- August- Meeting- Member Benefits Overview (Local, State, National)
- Medicare Summit in Person – August or September – TBD **Still in planning stages with ongoing calls**

### **New Business-**

- Bookkeeper- **Jeannie Bruins is officially retiring from Bookkeeper position. Board will be reviewing contract from Moxie to move forward for Bookkeeping.**
- TAIA Marketing Plan and SAHU Board Approval- By Laws **TAIA Marketing which Rosamaria Marrujo is both the President and owner of and the current SAHU President, can be paid for services rendered by SAHU Board approved, TAIA Marketing Contract. This will need to be approved each year by the incoming SAHU Board 7-1-23.**
- 2022-2023 SAHU Proposed Budget **Still being finalized and will be provided to Board prior to August Board Meeting.**
- SAHU 2022-2023 Schedule of Events **Reviewed earlier in the meeting.**

### **Old Business –**

- **Outstanding Invoices:**
- 4/9/2022      \$200    Josh Keller      Beer Sponsor – Should be in this month. **Still outstanding, Dave Fear Jr. sent a follow-up to Josh.**
- 1/10/2022      \$2,500 Sutter Health      Silver Sponsorship – Should be in this month. **Lauren confirmed this was paid.**
- 5/2022              \$1,060 Warner Pacific – Foursome and Golf Tee Sponsorship - Should be in this month. **Helen confirmed this was paid.**