



## SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

### **SAHU Board of Directors Meeting Minutes**

12/21/2022

10:00AM

Zoom

Meeting Start: 10:01 am

Meeting End: 10:39 am

#### **Call to Order – Rosamaria Marrujo**

- Record attendance: Rosamaria Marrujo, Lauren Bayha, Carmen Perea, Michele Mills, Angie Caruso, Dany Langerica, Kerri Sanford, Dave Fear Jr., Antonette Vanasek, Kyle Frantz, Cerrina Jensen and Telly Tasakos.
  - **Absence:** Michele Meder, Adam Aguilar, Christine Glaesman, Patricia Rodriguez and Andrew Garnett
- Review November Board Meeting Minutes  
(**Make a Motion- Approve**) M- Kerri Sanford S- Michele Mills Pass - Y
- **Treasurer – Michele Mills – Reviewed by Lauren Bayha**
  - Review P&L- 11/1/2022 through 11/30/2022  
(**Make a Motion- Approve**) M- Kyle Frantz S- Michele Mills Pass - Y
  - Balance Sheet –11/01/2022 through 11/30/2022  
(**Make a Motion- Approve**) M- Kyle Frantz S- Michele Mills Pass - Y
- **Presidents Items for Review:**
  - NAHU Capital Conference & Washington DC – Budgeted for 2. Plan on sending Dave Fear Jr. to attend in person and Rosamaria virtually.
  - Calendar of Events – Separate attachment - Sponsors are wanting more in person events this next year.
  - Business Expo & Medicare Summit committee update – Looking at 2 dates in end of August – happy hour, 1 day combo business expo and Medicare summit. Kimpton Sawyer may not work out because of pricing and flow between break out rooms. Looking into the Grounds in Roseville.
  - Crabfeed: Sponsorship opportunities, auctioneer, entertainment research update. Memorabilia option – 25% of what he makes. Have him collect \$ and pay us. Do we want to do this?
  - Toy Drive Update



- **Lauren Bayha – Executive Director**

- Moved \$10k from checking back into savings
- Annual Sponsorships
  - Working on annual sponsorship confirmations. \$27,800 paid and \$19,900 committed. Overall goal is \$65k so we need to secure another \$17k.
  - Current sponsors that we are at risk of losing: Ameritas, Summus, Beam
  - New sponsors interested in joining: Trustmark, Paycor
  - New sponsors that have joined: Aetna Medicare, Cypress Dental, Mass Mutual, Ornellas & Associates
- Crabfeed Sponsor & Live Auction Recruitment – we need help from the board, Lauren will send out an email out with the information looking for 5 to 6 big ticket Auction items – Examples: Large dollar gift cards, Paid Cabin rental for weekend (Tahoe), Nice Wine baskets. We also need help recruiting more Sponsors for the event.

- **SAHU Chair Review:**

- **Communications- Kyle Frantz** in January will be working on pushing sponsors for the crab feed. Kyle will emailing out the new member highlights form again to the board please fill out as this is a great way for PR and networking.
- **Community Service- Andrew Garnett** the toy drive was a big success 1000 families were helped this year.
- **Media Relations- Antonette Vanasek** Working finishing all the press release, goal is to have them completed by the end of this week 12.23.2022. I am also working on closing a new sponsor for SAHU.
- **Programs- Christine Glaesman** working on getting all final speakers scheduled for the year. January speaker is going to be Lisa Hutchinson
- **Awards- Michele Meder** we really need to have the board complete all the courses on the NAHU website for there SAHU board position as soon as possible. Rosamaria will be resending the link in an email to the board.
- **Membership- Angie Caruso** we have had one new member for the month of December.
- **Membership Retention- Telly Tasakos** working on getting Insperity as a Sponsor for SAHU. No one has a lapsed in coverage from November to December.



- **Carrier Relations- Patricia Rodriguez** will be helping Rosamaria with new sponsorships and outreach starting January 2023.
- **PAC- Cerrina Jensen** not a whole lot to report on for PAC. Will send email out on the Women's Leadership Summit in March 2023 (Elevate) and resend email link for donations of behalf of SAHU regarding Engage (CAHIP Statewide Leadership)
- **Vanguard- Danny Langarcia** Cornhole Event will either take place at La five indoor soccer (Rancho or West Sacramento) this facility we would have to supply our own food truck or Drakes Brewery as soon as there is confirmation on pricing from Drakes, we will be able to decide. Event Date will be Thursday April 27<sup>th</sup>, 2023. Will send out mention of the event in the SAHU end of the year Newsletter.
- **Professional Development Adam Aguilar** has been working with Rosamaria, Kerri Sanford and Lauren on the Business Expo and Medicare Summit on finalizing a location.
- **Medicare- Kerri Sanford** no committee update due to AEP but is still working on the location for Business Expo and Medicare Summit.
- **Legislation – Dave Fear Jr.** no updates until the new year will have more information in January 2023 board meeting.

### Projects committed to in 2022-2023

- SAHU Annual Sponsor email reminder to use benefits.
- More in-person opportunities – coffee chats every couple of months. Hour from 8 – 9 at coffee shop. Sponsor can have commercial, questions to talk about. Danny is planning a cornhole event.

### Speaker Calendar July 2022 - June 2023

- July- in Person Biz Expo
- August – No speaker meeting due to Medicare Summit
- September – Panel
- October – Tom Avery
- November – Eric Lofholm – Finishing Strong in Q4
- December – Dark
- January – Confirming speaker



## **Review Calendar - Rosamaria**

### **Past Events within last 30 Days**

- November 16 – Speaker Meeting with Eric Lofholm
- November 22 – Thanksgiving Food Drive
- December 12 – Toy Drive gifts due
- December 14 – 16 – Toy Drive gift wrapping

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

- January 18 – Member meeting

### **New Business-**

### **Old Business –**

- **Outstanding Invoices:**
- 7/1/2022                      \$1,500    Renee & Co. - Bronze Annual Sponsorship
- SAHU Name Change Pending – CEO of NAHU sent style guide. Click here to learn more:  
<https://files.constantcontact.com/6c092964801/c45a4e9e-dcc6-49d4-92ef-bb7d0472eb21.pdf?rdr=true> Waiting on CAHIP for direction.