



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting Minutes

3/22/2023

10:00AM

Zoom

Meeting Start: 10:01 am

Meeting End: 10:57 am

Call to Order – Rosamaria Marrujo

- Record attendance: Helen Ornellas, Rosamaria Marrujo, Lauren Bayha, Carmen Perea, Michele Mills, Michele Meder, Angie Caruso, Patricia Rodriguez, Danny Langarcia, Kerri Sanford, Dave Fear Jr., Anotonette Vanasek, Andrew Garnett, Adam Aguliar, Telly Tasakos, Tim Katner and Sue Wakamoto.
- **Absent:** Kyle Frantz, Christine Glaesman

- Review February Board Meeting Minutes
(**Make a Motion- Approve**) M- Carmen S- Michele M Pass - Y
 - **Treasurer – Michele Mills – Reviewed by Lauren Bayha**
 - Review P&L- 2/1/2023 through 2/28/2023
 - Balance Sheet –2/1/2023 through 2/28/2023
(**Make a Motion- Approve both**) M- Dave Fear S- Michele Meder Pass – Y

- **Presidents Items for Review:**
 - Nominating and voting on Helen Ornellas as President-Elect for 2022-23 starting effective immediately
(**Make a Motion- Approve**) M- Carmen S- Michele Meder Pass – Y
 - Nominating and voting on Jackie Martinez as Treasurer for 2022-23 starting April 1
(**Make a Motion- Approve**) M- Michele Meder S- Michele Mills Pass – Y
 - Nominating and voting on Oscar Machado as DEI Chair for 2022-23 starting effective immediately
(**Make a Motion- Approve**) M- Michele Mills S- Helen Pass – Y
 - NABIP/CAHIP/SAHU Name Change Discussion – Introducing our State Leaders of CAHIP (Sue Wakamoto-Lee, President and Tim Kanter, President-Elect) 20 min
 - NAHU Capital Conference & Washington DC – Coffee Chat this morning
 - Business Expo & Medicare Summit committee update – Date is set for August 30th. Looking at Stone’s Gambling Hall for happy hour night before.



- Crab Feed Updates -In need of Wine (goal-50 bottles) and Dessert donations
- Business Plan Review calls with all Annual Sponsors completed this week
- Vanguard event scheduled – Cornhole tournament on April 20th
- **Lauren Bayha – Executive Director**
 - Annual Sponsorships
 - Overall goal is \$65k and we hit \$70,100!
 - New sponsors that have joined: Aetna Medicare, Cypress Dental, Mass Mutual, Ornellas & Associates, Paycor, MIB Dental, Interwest, Human Interest, Insperty, Ameritas renewed as Gold!
 - Crab Feed planning
 - Tickets: Goal is 400, we are at 363.
 - Sponsorships: Goal is \$9,000, we are at \$8,650.
 - We need Board Member help with:
 - Bringing wine and/or desserts
 - Need a runner for wine bottles – drop between 1 and 5 pm
 - Email Lauren if you can donate wine or desserts.
 - Setting up for the event – starts at 5 pm
 - Golf Tournament
 - Will be starting committee meetings soon. Recruiting new committee members to help.
 - Send Save-the-date out
- **SAHU Chair Review:**
 - **Communications-Kyle Frantz:** working on the crabfeed.
 - **Community Service-Andrew Garnett:** has projects lined up for 2nd half of the quarter other than that nothing new.
 - **Media Relations- Antonette Vanasek:** helping on other SAHU committees, nothing new to update.
 - **Programs- Christine Glaesman:** Working on a CE Class for April meeting, Erin Bosworth as speaker.
 - **Awards- Michele Meder:** working on Pacesetters will reach out to the board if information or documents are needed. She needs list of speakers for the monthly meetings and legislative info from Dave Fear Jr. he will be emailing this to Michele Meder.
 - **Membership-Angie Caruso:** 3 new members in February, March report will have at the end of the month.



- **Membership Retention-Telly Tasakos:** There have been no lapses, other than that nothing new.
- **Carrier Relations-Patricia Rodriguez:** I have been helping with the Crab feed sponsors, I have a few more responses I am waiting on.
- **PAC- Cerrina Jensen:** Absent, just getting home from Women's Conference.
- **Vanguard- Danny Langarica:** Corn Hole update we have several sponsors so far 42 teams have registered we have a maximum of 64 teams.
- **Professional Development- Adam Aguilar:** Business Expo will be discussing AI, committee meeting tomorrow 03/23/2023.
- **Medicare-Kerri Sanford:** Absent but is working on the August Medicare Summit.
- **Legislation – Dave Fear Jr.:** Gave an update on the Capitol Conference and report on some of the bills.

Projects committed to in 2022-2023

- SAHU Sponsorship Matrix updated and on-line for purchase. Marketing team to make the benefits automated with reminders of benefits.
- 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. Want to coffee chat in March, Cap Conf is in February.

Review Calendar - Rosamaria

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 – Brenda Byers – Learn how to achieve your goals this year
- February – Jim Pelley – Embrace Risk, Manage Change and Laugh Often
- March – No speaker meeting due to Crab Feed

Past Events within last 30 Days

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



- February 15 – Member Meeting with Jim Pelley
- March 22 – Coffee Chat – Legislative Update

Future Events within next 60 days

- March 31 – Crab Feed
- April 20 – Cornhole Tournament

New Business-

- **Outstanding Invoices:**
 - 1/1/2023 \$2,800 SHP – Silver Sponsor

Old Business –

- **Outstanding Invoices:**
 - 7/1/2022 \$1,500 Renee & Co. - Bronze Annual Sponsorship