



## SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

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

5/24/2023

10:00 AM

Zoom

Meeting Start: 10:01 am

Meeting End: 10:56 am

### **SAHU Board Meeting Minutes**

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

- Record attendance: Helen Ornellas, Rosamaria Marrujo, Lauren Bayha, Michele Mills, Dave Fear Jr., Andrew Garnett, Antonette Vanasek, Adam Aguliar, Telly Tasakos, Kyle Frantz, Danny Langarcia, Jackie Martinez and Oscar Machedo
- **Absent:** Carmen Perea, Christine Glaesman, Kerri Sanford, Patricia Rodriguez, Angie Caruso, and Michele Meder
  
- Review April Board Meeting Minutes  
(**Make a Motion- Approve**) M- Helen S- Kyle Pass - Yes
  - **Treasurer – Michele Mills – Reviewed by Lauren Bayha**
  - Review P&L- 4/1/2023 through 4/30/2023
  - Balance Sheet –4/1/2023 through 4/30/2023  
(**Make a Motion- Approve both**) M- Danny S- Michele Mills Pass – Yes
  
- **Presidents Items for Review:**
  - NABIP/CAHIP/SAHU Name Change Discussion – setting up a focus group in June.
  - Discussion on NVAHU merging into SAHU and sending out a welcome email.
    - Board is considering no charge admission into our annual Business Expo in August.
  - Calendar of Events – Separate attachment
  - Crab feed Recap – we budgeted to bring in \$19,900 and came in much higher at \$31,071 PLUS we raised \$20k for the American Cancer Society!
  - Vanguard Cornhole Tournament Recap



- CAHIP Capitol Summit Recap – we had several SAHU members attend this year
  - R. Marrujo, H. Ornellas, C. Jensen, D. Brabender, D. Fear, J. Martinez, T. Fleury, E. Buettel, C. Parea, B. Wright, T. Blake
  - Presidential Advisory Meeting Recap
  - Business Expo & Medicare Summit committee update – Date is set for August 30<sup>th</sup>.
  - Board to vote on NABIP PAC Contribution of \$1,000  
**(Make a Motion- Approve)** M- Helen S- Michele Mills Pass – Yes
  - Expense Reimbursement – Helen recommending the daily meals amount be raised from \$55 to \$65.  
**(Make a Motion- Approve)** M- Andrew S- Cerrina Pass – Yes
  - SAHU to reimburse Cerrina for her airfare and meals for trip to National Convention  
**(Make a Motion- Approve)** M- Helen S- Dave Fear Pass – Yes
  - Board to review and approve sending individuals to NABIP Region 8 training in August
  - Delegates decided for NABIP for 2023: Rosamaria, Cerrina & Helen
  - Board Retreat for 2023-24: Scheduled for 6/22
  - Rosamaria & Helen attending NABIP Annual Convention in June
  
- **Lauren Bayha – Executive Director**
  - Golf Tournament
    - Great event this past Monday 5/22
    - Sales: Budgeted \$16,500, came in at \$20,295
    - Sponsors: Budgeted \$12k, came in at \$12,400
    - Mulligan & Raffle Sales: Budgeted \$3,600, came in at \$3,420
    - Still waiting on Silent Auction results but it was about \$4,000
    - Purchase of cooler for \$70 for SAHU to bring to each tournament  
**(Make a Motion- Approve)** M- Andrew S- Helen Pass – Yes
  
  - Business Expo
    - Date set for August 30<sup>th</sup>.
    - Researching doing happy hour at the Community Center directly after event
  - Moxie Bookkeeping – giving notice June 1<sup>st</sup> for 60 days out to keep them on for filing taxes.
  
- **SAHU Chair Review:**

SAHU – Sacramento Association of Health Underwriters  
[www.sahu-ca.com](http://www.sahu-ca.com) – [info@sahu.com](mailto:info@sahu.com) - Phone: 916-284-2744



- **Communications- Kyle Frantz:** discussed the new SAHU email that will be sent out to board members on Monday's asking if there is anything they are wanting to put in the SAHU weekly email. This will help eliminate getting multiple emails weekly. Please feel free to email [marketin@taia.us](mailto:marketin@taia.us)
- **Community Service- Andrew Garnett:** Advised the committee he is open to new ideas for events this 2023-2024 SAHU Year. One idea was a backpack/school supply drive at the Business Expo in July. Have a donation table and board members stuff backpacks as donations are being dropped off.
- **Media Relations- Antonette Vanasek:** Nothing to update.
- **Programs- Christine Glaeman:** Absent no update
- **Awards- Michele Meder Provided a written update:** Rosamaria presented the following updates for Michele –
  - We are Silver Certified.
  - President or Exec Director needs to contact NABIP regarding bylaws change for chapter certification criteria.
  - CAHIP awards submission is coming up.
  - FYI - CAHIP does not have the current Awards application available. I contacted Pat Stiffler, CAHIP Awards chair on May 1, and she said the submission will probably be due at the end of June or beginning of July.
  - Need to get legislative correspondence regarding Capitol Summit meetings (already requested from Dave). Not urgent but would like to have in the next couple of weeks if possible.
- **Membership- Angie Caruso:** Telly (Retention Chair presented membership update)
- **Membership Retention- Telly Taskos:** There is an issue with getting an updated members list on the NABIP website.
- **Carrier Relations-Patricia Rodriguez:** Absent no update
- **PAC- Cerrina Jensen:** State has exceeded their donation goal for the year. I will have PAC Fundraiser totals from the SAHU golf tournament for June board meeting.
- **Vanguard- Danny Langarcia:** Discussed Capitol Summit night 2 Punch Bowl social, it was a bowling 4 on 4 team tournament. Winner was the team he was on the Norcal team. Cornhole tournament was a huge success and would like to add this event to the annual sponsorship.
- **Professional Development- Adam Aguilar:** The in-person Business Expo date has been confirmed and set for July 2023. Next committee meeting is June 1<sup>st</sup>, please attend if you can we will be going of the speakers and agenda.
- **Medicare-Kerri Sanford:** Absent no update
- **Legislation – Dave Fear Jr:** Discussed the priority bill list, what we oppose, support or is dead.



- **DEI – Oscar Machedo:** New board member is getting a committee together and then will be putting on a Coffee Chat event. Date to come.

### **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
- April – Paul Roberts – 2023 compliance for group health plans, CE #388583
- May – Golf Tournament
- June – Lisa Rehburg – Life Insurance Settlements: Benefiting Your Client..and You, CE Speaker – CE #381032

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

- April 19 – Member Monthly Meeting with Paul Roberts
- April 20 – Vanguard Cornhole Tournament
- May 8 – 10 – CAHIP Capitol Summit
- May 22 – Golf Tournament



**Future Events within next 60 days**

- June 21 – Lisa Rehburg – Life Insurance Settlements: Benefiting Your Client...and You, CE speaker – CE #381032
- June 22 – SAHU Board Retreat

**New Business-**

- Anthem (Medicare) joining as a sponsor effective 7/1/2023 – Parent company is Elevance Health – RM & Lauren to set meeting

**Old Business –**