



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board of Directors Meeting

8/23/2023

10:00 AM

Zoom

Meeting Start: 10:01 am

Meeting End: 10:41 am

SAHU Board Meeting Minutes

Call to Order – Helen Ornellas

- **Record attendance:** Helen Ornellas, Lauren Bayha, Rosamaria Marrujo, Michele Mills, Jackie Martinez, Anie Caruso, Tamara Moreau, Danny Langarcia, Dalia Sutton, Antonette Vanasek, Kyle Frantz, Andy Glenn, Andrew Garnett, and Adam Aguilar
- **Absent:** David Brabender, Michele Meder, Dave Fear Jr, Brad Wright, Cerrina Jensen, Telly Taskos, and Renee Balcom

- Review July Board Meeting Minutes:
 - (**Make a Motion- Approve**) M- Andy Glenn S-Kyle F Pass – Yes

 - **Treasurer – Jackie Martinez – Reviewed by Lauren Bayha**
 - Review P&L- 7/1/2023 through 7/31/2023 - Pending.
 - Balance Sheet – 7/1/2023 through 7/31/2023 - Pending.
 - Review YTD Reports

- **Presidents Items for Review:**
 - NABIP/CAHIP/SAHU Name Change Discussion – Survey results from Membership, on hold until CAHIP confirms.
 - Bylaws to be updated with name changes
 - Calendar of Events – Separate attachment
 - Business Expo & Medicare Summit committee update – August 30th
 - Executive Director Contract to be voted on effective 7/1/2023.
 - (**Make a Motion- Approve**) M- Michele Mills S- Andrew Garnett
Pass – Yes
 - Past Presidents – 5-6 Videos on the SAHU website, 10-15 minutes long each.
 - Region 8 Attendees:
 - Rosamaria Marrujo
 - Cerrina Jensen
 - David Brabender



- Brad Wright
 - Kerri Sanford

 - Collect committee names to add to the website
 - Track who has completed the committee report
 - Names of our future leadership moving to SAHU President position.
 - a. 2 – 3 Years
 - Brad Wright
 - Andy Glenn- Committed
 - Tamara Moreau
 - Antonette Vanasek- Committed
 - Andrew Garnett – Committed
 - Dali Sutton
 - Renee Balcom
 - b. 3-5- Years
 - Jackie Martinez
 - Michele Mills
 - Michele Meder
 - Angie Caruso
 - Danny Langarica
2. Washington DC scholarships –
- i. Dennis Carlson
 - ii. David Brabender
 - iii. David Fear
 - iv. Antonette Vanasek
 - v. Renee Balcom
 - vi. Andrew Garnett
 - vii. Dalia Sutton
 - viii. Andy Glenn
- b. We need to talk about the budget and how we can help our future leaders get there.
 - c. Present to pay for David Brabender & Dave Fear
- Lauren Bayha – Executive Director



- 2022-23 YTD Reports have been sent to CPA Heidi Scanlan for tax filing
- Update on DOJ Delinquency notices and 501c3 filing
- QuickBooks Online Update
- Will start Marketing for Sponsorship Renewals on October 1st
- Otter AI note-taking

Projects committed to in 2023-2024

- SAHU Sponsorship Matrix. Marketing team to make the benefits automated with reminders of benefits. Schedule a time to meet on this.
- SAHU Annual Sponsor email reminder to use benefits.
- Focus on Single Payer

SAHU Chair Review:

- **Communications, Kyle Frantz:** Shared how to upload committee reports onto the SAHU Website to the board, working on finishing up getting everything ready for SAHU Business Expo & Medicare Summit next Wednesday, August 30th, 2023.
- **Community Service, Andrew Garnett:** Will be doing the same programs as last year for the Turkey Drive and Toys for Tots.
- **Media Relations, Antonette Vanasek:** Completed a Press Release on the Business Expo
- **Programs, Andy Glenn:** Working on getting speakers scheduled and lined up for the 2023-2024 year, would appreciate any suggestions. Looking for a speaker to speak on the Single Payer ballot for September or October.
- **Awards, Michele Meder:** Awards chair provided notes I advance, Michele Mills spoke on behalf of Michele Meder- waiting for the updated CAHIP awards applications to be available. As of today, the prior year's awards application is the only one available. When I e-mailed Pat a few weeks ago she responded that she will be sending an e-mail to all the chapters when the new awards are available on the website. She said that the submissions will be due by September 30, 2023 (they were trying to avoid 4th quarter craziness).
- **Membership, Angie Caruso:** No update currently have been helping with the Business Expo
- **Membership Retention, Telly Tasakos:** No update currently
- **Carrier Relations, Tamara Moreau:** No update currently, working on getting the last of the booths filled for the Business Expo next week.



- DEI, Renee Balcom: No update currently
- Vanguard, Danny Langarica: No update currently
- Professional Development, Adam Aguilar: finishing up Business Expo, 300 head count so far, and 31 vendor booths. Set up starts at 6 am and doors open at 7:30 am.
- Medicare, Dalia Sutton: Inviting more brokers with QR code and Email blast to register for next week's Business Expo.
- Legislative, Dave Fear Jr./Brad Wright: No update
- PAC, Cerrina Jensen: Helen spoke on behalf of Cerrina's absence- PAC event 1st week in February at the Railroad Museum in Downtown Sacramento -High-end event with a sit-down dinner more details to come.

Review Calendar - Helen

Speaker Calendar July 2023 - June 2024

- July- Virtual Speaker
- August – No speaker meeting due to Business Expo & Medicare Summit
- September – Virtual Speaker
- October – Virtual Speaker
- November – Virtual Speaker
- December – Dark
- January – PAC Gala, Virtual Speaker
- February – Virtual Speaker
- March – No speaker meeting due to Crab Feed
- April – Virtual Speaker & Cornhole Tournament
- May – No speaker meeting due to Golf Tournament
- June – Virtual Speaker

Past Events within last 30 Days

- July 19 – Member Meeting – Renee Balcom
- July 20 – SAHU Board Retreat
- August 6-8 – CAHIP Engage Region 8

Future Events within next 60 days

- August 30 – SAHU Business Expo & Medicare Summit
- September 30 – Virtual Speaker



New Business-

People Rock HR Services interested in annual sponsorship

CAHIP Engage – pending end of January 2024 date in LA

Old Business –

Canopy Health (David Pierce) still needs to pay for Golf entry

Next Meeting –

Washington DC planning & finances to prep for it – February 25-28th 2024