



SACRAMENTO ASSOCIATION OF HEALTH UNDERWRITERS

SAHU Board Meeting Minutes

12/20/2023

10:00AM

Zoom

Meeting Start: 10:02 am

Meeting End: 10:57 am

Call to Order – Helen Ornellas

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

- Tim Kanter (CAHIP President)- Presentation on CAHIP initiatives

- Review November Board Meeting Minutes:
(Make a Motion- Approve) M- David B. S- Andy G Pass – Y
 - **Treasurer – Jackie Martinez**
 - Review P&L- 11/1/2023 through 11/30/2023
 - Balance Sheet – 11/1/2023 through 11/30/2023
(Make a Motion- Approve) M- Danny S- Michele Mills Pass – Y

- **Presidents Items for Review:**
 - Corp Name Change: Board voted on “National Association of Benefits and Insurance Professionals – Sacramento”. Need to decide DBA between the following 3 options:
 - **CAHIP – Northern California** (9 votes) – 9 votes – **approved this name**
 - CAHIP – Greater Sacramento (9 votes) – 2 votes
 - CAHIP – Sacramento Valley (7 votes)**(Make a Motion- Approve)** M- Dave F S- Michelle Mills Pass – Y



- ByLaws: David Brabender & Lauren Bayha to take lead on ByLaw changes and create a committee with future leadership
- Calendar of Events – Separate attachment
- Past Presidents – Videos on website
- Collect committee names to add to website – Misty Elmore from People Rock would like to join a committee – January 2024, low priority
- Track who has completed committee report – Need reports for awards.
- Anniversary Awards for members – Ask Membership & Vanguard chairs to head up, best way to acknowledge members. Talked about doing it at the Cornhole tournament.
- Member meetings moved to 10 am on 3rd Wednesday (instead of noon) – now we need to decide when to schedule Board meetings on 3rd Wednesday. Vote on it in Board meeting. Meeting from 8:30 – 9:30, 30 minute break, then 10 am Member meeting.
 - **(Make a Motion- Approve)** M- Renee S- Cerrina
Pass – Y
- Golf Tournament – Monday, Thursday or Friday for \$1,000 more. Split between Thursday & Friday, letting Jon Hutchison decide.
- Annual Sponsors that still need to use their \$500 Speaker Sponsorship at a member meeting (Andy Glenn):
 - AMWINS – looking to schedule for June 2024
 - Aetna Medicare
 - Anthem Medicare
- **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
 - Dalia Sutton
 - Renee Balcom
 - b. 3 -5- Years**
 - Jackie Martinez



- Michele Mills
- Michele Meder
- Angie Caruso
- Danny Langarica

Washington DC scholarships:

SAHU Budget \$16,000 , proposed \$16,000

\$2,800 – For Room, Flight, Meals, Transportation and Event Fee. Total \$11,200

- Rosamaria – CAHIP cannot pay so confirming we can cover \$480 registration due to less people in the \$1,200 category.
- Dave Fear - Registered
- David Brabender – Registered
- Brad Wright – Still need to register
- Cerrina Jensen - Registered

\$1,200 – Fee to event and left over for room and flight. Total \$4,800

- No attendees in this category

Helen to Sponsor: Jackie Martinez

- Remaining funds to be used for board members to attend the CAHIP Day at the Capitol in May.

- **Lauren Bayha – Executive Director**

- Crab Feed update
- All Annual Sponsors have been contacted by email and Tamara is following up with calls on Renewals effective 1.1.2024. Confirmed Renewals:

- Ornellas – Bronze
- Renee & Company – Bronze
- Bender Insurance – Bronze
- TAlA – Bronze
- Interwest - Bronze
- AMWINS – Diamond

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- Cypress – Silver
- VSP – Silver
- Word & Brown – Silver
- Ameritas – Bronze
- Beam – Silver
- SHP – Silver
- Kaiser – Silver
- Interested Annual Sponsors:
 - Guardian – Joining in January
 - Benefit Resource Inc.
 - Claremont Insurance Services
 - River City Medical Group
 - Marshall Hospital
- Sponsors NOT renewing: Dickerson, Paycor, Mass Mutual, MIB Western Dental
- Annual Sponsorship Goals for 2023 – 24 is \$75k. Currently at \$55k. We will hit our goal if we bring on the 5 interested sponsors listed above at the Bronze level.

Projects committed to in 2023-2024

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

SAHU Chair Review:

- **Communications, Kyle Frantz:** End of year for SAHU with the Press releases being completed and will be starting on the Crab feed next month.
- **Community Service, Andrew Garnett:** River Oaks Santa's Workshop gift wrapping volunteers were: Lauren, Andrew, Michele Meder, Michele Mills, Erin, Shae, Kyle on Thursday 12/14. Dalia and 4 others from Anthem were there on Friday 12/15, along with Kaiser.
- **Media Relations, Antonette Vanasek:** has nothing to report



- **Programs, Andy Glenn:** all speaker meetings are booked through June 2024 will be working on speakers for July, Aug and Sept 2024
- **Awards, Michele Meder:** working on CAHIP Award will have submitted by the due date
- **Membership, Angie Caruso:** No new members for November, but we had two renewal members from Kaiser Permanente for the month of November.
- **Membership Retention, Telly Tasakos:** Had a membership blitz to sign up new members. R. Marrujo, H. Ornellas, L. Bayha & A. Caruso participated.
- **Carrier Relations, Tamara Moreau:** has been helping with calling the sponsors on renewals as well as new sponsorships with Lauren Bayha
- **DEI, Renee Balcom:** Has put together a presentation on our Values, Mission for the DEI for the SAHU board to review. We will discuss in next meeting. Lauren Bayha will be emailing a copy to the board on December 20th, 2023 after the meeting.
- **Vanguard, Danny Langarica:** we have locked in the same Vender for the Cornhole tournament, and the event date will be April 18th, 2024. Will be meeting with the CEO of the Cal Expo to see if this would be a great fit for the tournament or stick with last year's venue.
- **Professional Development, Adam Aguilar:** Nothing new to report, should have something at the board meeting.
- **Medicare, Dalia Sutton:** **No Medicare updates at this time, but would like to talk to President Helen about talking to the board on Medicare prior to the member meetings.**
- **Legislative, Dave Fear Jr./Brad Wright:** quite right now with Leg, Faith will be doing Legislature roundup and would recommend everyone that can attend to please attend.
- **PAC, Cerrina Jensen:** PAC event has been confirmed as April 11th, 2024, at the Railroad Museum.

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 – How Medical Groups align – Sean Atha

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- October – Virtual Speaker – Understanding Single Payer with Josh Keller
- November – Virtual Speaker
- December – Dark
- January – Virtual Speaker
- February – Virtual Speaker
- March – No speaker meeting due to Crab Feed
- April – Virtual Speaker, Cornhole Tournament & PAC Event
- May – No speaker meeting due to Golf Tournament
- June – Virtual Speaker

Past Events within last 30 Days

- November 20 – River Oak Center for Children's Turkey Dinner Drive. SAHU donated \$2,400. Attendees were Andrew Garnett, Rosamaria Marrujo, Kyle Frantz, Shae Trombatore, Michele Mills, Michele Meder, Danny Langarica, Lauren Bayha.
- November 20 thru December 11 River Oak Toy Drive Donations
- December 3 – Membership Blitz
- December 14/15 – River Oak Santa's Toy Shop gift wrapping.

Future Events within next 60 days

- January 17 – Virtual Speaker

New Business-

- President & Exec Director to set timeline for year to manage for future leadership – set meeting in late January. Budget will be done by May/June.

Old Business –