



**NABIP-MD October Board Meeting
December 12, 2023
Meeting Minutes**

Attendees: Nancy Colaianne, Aaron Aist, Bryson Popham, Colette DeCastro, Jasmine Keating, Meredith Levy, Glenn Arrington, Michael Brashears, Michele Sargent, Melissa Coles, Joan Smith, Nikki Pozaro, Eric Silverman

Absent: Alyssa Sinagra, Jon Frank, Christie Tinio, Matthew Brashears, Monique Spagnolia, Justin Atwater, Joe Siefert

1. Call to Order – Nancy Time: 9:02 a.m.
2. State Leg Update – Bryson, Joan, Glenn, Jon
 - a. PAC Contribution Question – We have not been spending money out of our PAC account. We contributed \$1000 last year to fundraising events.
 - a. Nancy to go to the bank with the meeting minutes from November to add herself and Michele to the account. We are unaware how much is in the account.
 - b. Nancy to send out for a vote for the amount of the contribution after she confirms how much money is in the account.
 - b. Bryson is happy to talk to membership about the PAC and what that money is used for.
 - c. Bryson highlighted the main issues the General Assembly will be dealing with, including the fiscal condition of the state and unfunded liabilities from the recent education program.
 - d. Bryson discussed the event in Annapolis being held on January 10th. Colette asked for a list of legislators that were invited so that she can submit for awards. Joan to get Colette that list with the names and email addresses.
 - e. Bryson and Joan left the call at 9:24
3. Presidents & Jaffe Update – Nancy (Nancy hard stop 10am, Board can continue)
 - a. Joe Siefert
Joe will be out for a period of time. He hopes to be back in February.
 - b. Sponsors – Keep reaching out to get sponsors for the Expo in April
 - c. Evening in Annapolis – Nancy asked the board to make sure they have this event in their calendars. They are hoping for good attendance from brokers, legislators and the board. The event went out with the registration link. The TPA's also sent the invite out to their broker lists.

The event is January 10th 1:30-4:30 at the Hilton Garden Inn Downtown Annapolis

5. Committee Updates:

a. Sponsorship – Jaffe/Michael

Michael encouraged everyone to continue to reach out to sponsors. We are currently at \$43,000 in sponsorship dollars. We need some help with CareFirst and getting them to sponsor at a higher level.

b. GCCF – Monique/Christie

Monique and Christie were unable to attend. The board saw posts on LinkedIn and other social media platforms that showed the toy drive and stuff the train event were a huge success.

c. Awards – Colette

Colette will be stepping down as Awards chair for NABIP MD as she will be taking over as National Chair. We will need a new awards chair member.

The board is discussing alternatives to awards as the national conference. Maybe mail the awards or a cash prize.

d. Professional Development – Matty – No updates as Matt was not at the meeting

e. Membership – Jasmine, Christie & Team

Membership is down as a whole. The membership committee is reaching out to the Exchange broker list to discuss joining NABIP MD.

We ran a program to gain membership and we did not have any new members.

f. Communication – Justin – No New Updates

6. Minutes – Nancy sent both October and November minutes with the agenda.

Motion to Approve October Minutes: Michele Sargent; Second – Michael Brashears; Approved by the board

Motion to Approve November Minutes: Michele Sargent; Second – Nikki Pozaro; Approved by the board.

7. Financials – review and approve – Michele/Meredith/Nancy

Michele is still working on getting the BAHU account switched over. We are waiting on accountant to finish the 990 filing. We were granted a late exception.

The board reviewed the financials.

Motion to Approve: Michele Sargent; Second Michael Brashears; Approved by the board

8. Other open items?

Continue to think of ideas for the dinner before the expo

9. Adjourn – The meeting was called by Nancy Colaianne at 9:39 am