



**NABIP-MD May Board Meeting
August 13, 2024
MINUTES**

Attendees: Melissa Coles, Kevin O'Toole, Joe Seifert, Glenn Arrington, Chase Notari, Bryson Popham, Sarah Joan Smith, Meredith Levy, Nikki Pozaro, Eric Silverman, Nikki Leske, Jasmine Keating, Candace Fallin, Ellen Wolff, Michele Sargent, Matthew Breshears

Absent: Alyssa Sinagra, Justin Atwater, Herbert Baumgarten, Jon Frank, Colette DeCastro, Aaron Aist, Christie Tinio

1. Call to Order – Melissa at 9:04 a.m.
2. Bryson, Joan, Glenn, Jon – State Legislative update
 - Bryson is pleased with participation from the board and legislative committee in preparation for comments to the commissioner. Bryson will share the comments regarding the new Maryland PEO participation with the board.
 - Bryson and Glenn were surprised that none of the carriers including CareFirst or United Healthcare, spoke up about the effect the small group changes will have.
 - Glenn shared that there is concern that this will affect the rating methodology for small group in DC Healthlink.
 - Governor Moore has appointed a new Insurance Commissioner, Marie Grant. Her name will be entered at the next Senate Committee meeting. Bryson has known her for 20+ years.

Bryson left at 9:13 am

3. Presidents and Jaffe Update –
- Introductions for new board members –

- Chase to work with Nikki Pozaro as part of Communications including Social Media discussion.
- Nikki Leske shared we need to create engaging activity for our NABIP-MD members. We also should do an email blast to share our social media pages
Nikki left at 9:26 a.m.
- a. Medicare Summit – August 15
 - Suggestion made to have a membership plug at the Summit
 - NABIP offered a \$50 membership discount for new members in 2024
 - Some board members will help with registration at the Summit at Martin’s West
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- b. Open Board spots (PAC)
 - Matty and Michelle to ask Steven Kelly to be part of the PAC
 - Melissa shared they met with Bryson regarding the budget for PAC
- c. Regional Meetings
 - Co-sponsoring event with SHRM
 - Suggestion was made to host a happy hour in September/October with people doing great things in MHBE
 - Melissa wants us to host a virtual session to encourage membership involvement
 - Need to send more communication to members
 - Melissa suggested monthly newsletters from the chapter president. Melissa and Nancy working on a President mailing.
 - Jasmine advised it is important we keep the website update to date
- d. Budget
 - Nancy said the goal is to finalize the budget by the September board meeting
 - We need to focus on the legislative value
- e. August 27 Live Virtual Leadership Meeting
 - Melissa reminded everyone to register for the leadership meeting

4. Committee Updates

- a. Sponsorship – Monique
 - Matthew and Monique met
- b. GCF – Christie/Monique
 - Back to School Drive was successful. Provided opportunity to discuss NABIP with attendees.
 - Melissa will share her post with Chase to post on social media.
- c. Awards – Collette / Colleen
 - Melissa met with Collette and reviewed awards process.
- d. Professional Development – Matty
 - No updates to share
- e. Membership – Kevin and Nikki

- No updates to share from Kevin. Nikki Pozaro is available to assist on this committee.

f. Communications – Chase and Eric

- No updates to share from Chase.

- Chase requested a membership list from Kevin for social media blast. Nancy will send it to Chase.

- Meredith will send Chase an email to use for the blast on behalf of the chapter.

5. Minutes – July – review & approve

Michele approved the July minutes

Kevin moved to second the minutes

6. Financials – review & approve – Michele/Meredith/Melissa

- Michele looking for accounting firm options because our current firm costs are high.

- Meredith can get a quote from Tim in New Jersey in the interim.

- Kevin will share an option

- Meredith had no other updates to financials

Matthew approved the financials

Kevin second the financials

7. Other open items?

No open items

8. Adjourned at 9:51 a.m.