



**NABIP-MD May Board Meeting
June 11, 2024
MINUTES**

Attendees: Nancy Colaianne, Meredith Levy, Michele Sargent, Melissa Coles, Eric Silverman, , Christi Tinio, Glenn Arrington, Monique Spagnola, Kevin O'Toole, Joe Siefert, , Alyssa Sinagra, Matthew Brashears, Candace Fallin, Jasmine Keating Chase Notari,

Absent: Justin Atwater, Herbert Baumgarten, Joan Smith, Jon Frank, Colette DeCastro, Nicky (by Sean Ruder)

1. Call to Order – Nancy at 10:01 a.m.
2. President's greeting/engagement
3. Bryson - Legislative team updates - virtual

- Bryson no budgetary updates. Commented on departure of current Insurance Commissioner.

Recommend taking allocated Annapolis dinner funds and have a legislative committee dinner. Invite one of the standing committees that will hear the upcoming legislature and have valuable conversation with them. Suggests it would be a better way to express concerns to them. The legislative committee will discuss and take back to the board for vote.

Nancy noted that Glenn Arrington's email.

- Glenn spoke to Senator Beidle at an event about the PEO Bill, and how he opposed it personally. Glenn was able to exchange business cards with her and emailed her to explain his view in detail. He also was on an MIA call and the outgoing commissioner advised he testify at the upcoming stakeholder meeting. Glenn summarized the outgoing commissioner's thought is we have to speak up now but in their opinion the Bill isn't going to hurt Maryland. They plan to move forward with it under the new commissioner when announced. Sandy Walters also agreed with Glenn that it is going to create an issue for many in small group. The stakeholder meeting isn't yet scheduled. Glenn will let us know once he knows of

the date. Glenn said he feels the reality of the PEO is that unless a broker is involved as a true partner, there are administration fees and bundling that are concerning to brokers and agents.

- The regulatory study of the Bill is due in December and at this point, the regulator does not have a stake in the outcome which gives us an opportunity to evaluate and shape legislation that is likely to be enacted.
- Bryson advised we review the policy paper. We don't want Small Group in the Maryland Insurance market to go away.

Bryson left at 10:15

4. Board Updates – Finalize budget and vote at June Board Meeting

Introductions

- a. Banking – Nancy to get access to PNC account for Melissa Coles.
 - Nancy recommends investing assets as she did a CD last year.
- b. Gift for Monica – still needs to be done
 - keep gift in the budget and plan to get it to her by the summer.
- c. Gift for Michael?
 - mlb.com gift card, he served on the board for 10 years.
- d. President's message – Nancy to introduce Melissa and they can do a combined message. Awards, Medicare announcement to be released around July 1.
- e. PAC (Political Action Committee) – still needs work, fine
 - need to figure out a way to make the PAC more useful. Chapter received a fine and are looking to appeal the fine based on leadership turnover. Will discuss with - -Aaron about his role to determine if he wants to continue and what the PAC is supposed to do.
 - Jasmine suggested she can get Caroline (National) to meet with Nancy, Melissa, Michelle and the Legislative committee to explain the role of PAC.
 - Nancy asked for a PAC tool kit someone can review.
- f. Board positions –
 - Sponsorship – Monique
 - Treasurer – Michele
 - Awards – Colette
 - 1. **Strategic plan – what constitutes "strategic plan" for awards**
 - HUPAC – Aaron? – will need to build presence in this area
 - Melissa and Nancy to learn about PAC and then they can teach Herb about PAC
 - Professional Development –Matty
 - Secretary – Candace
 - Medicare Summit – Alyssa. Glenn offered to assist
 - GCCF – Monique/Christie

- Membership – Kevin and team
- Communication – Chase
- Legislative – Glenn
- Member at large – Joe/Eric
- Nancy to either note Nicky as Member At Large or Melissa suggested Awards Committee. Nancy to discuss with Nicky.

g. Medicare Summit – Alyssa reaching out for sponsorship/partnership support

- “Future of Medicare” August 15th, 8 am – 4:30 pm
- Alyssa to forward an example of her flyer and outreach emails for Nancy to share with the board.
- Jasmine will post the event information to the National website.
- Provide Chase and Eric with logins to our LinkedIn page to begin posting banners.

h. Surety Bonds – suggest shopping for D&O insurance and bond

- Jasmine will look for a National- bond
- Need to find a local CPA for the 990 filing
- Gold Chapter Certified – every month there will be a vote on prior months minutes and financials

i. Anything I forgot – Melissa and Nancy to continue to work on transition items; logins, billings, tax filings, etc.

5. Financial – budget & sponsorship

Motion to approve Financials – Matty Brashears

Second Kevin O’Toole

- a. Fixed costs to cover Jaffe, Lobbyist, etc.
- b. 2024-25 sponsorship package – committee and next steps – finalizing budget then will communicate package should be similar to last year.
 - Expo committee will meet to decide if keeping at 2 days or reduce to 1 day. Matti advised that the sponsorship package will need to be adjusted if we cut to 1 day.
 - Suggested - host a Golf Tournament and end with awards and CE dinner.
 - Multiple locations suggested for the tournament

Motion to approve financials Monique

Second by Kevin O’Toole

All in favor of approving the financials

6. Programming -

- a. Expo considerations – venue, budget, consolidate to one day?

- Expo committee will meet to decide if keeping at 2 days or reduce to 1 day. Matti advised that the sponsorship package will need to be adjusted if we cut to 1 day. Need new ideas for the event.

Suggested - host a Golf Tournament and end with awards and CE dinner.

Multiple locations suggested for the golf tournament

b. Other events – meet the Board, meet National President, CE's, AI, marketing

- Medicare Summit – separate bucket of sponsorships and brought in good sponsor revenue

Suggestions for Summit:

Have someone from MD Health Connection speak

interview with Alyssa

reduce number of printed programs and keep funds for signage

cut Keynote speaker since it's a large cost

- Afternoon in Annapolis –Bryson recommend changing, Melissa noted it would take away CE's. Will keep allocated money in the budget.

- Chapter receiving an award for membership retention at National Event in Chicago.

- Decided to keep charitable donations to \$500.

7. Other open items versus time? Takeaways

a. Changing member appreciation from Dec to on the road maybe Top Golf

- Nancy and Jasmine to discuss

b. Contacting the Nationals for support (McGriff, HILB, ISIS, BRP, NFP, Assured Partners, OneDigital, Alera, Acrisure, HUB, BBG, Risk Strategies, Marsh, Lockton, Willis)

- Need a campaign to get emails updated.

c. Jasmine idea – come up with a value statement, our talking points

d. Having a presence at Cap Con, National, President should attend – factor into budget

e. Try to get CE's approved in DC, VA too

f. Consider hosting Region 2 2025? - Can be expensive

g. Advertising in DMV – iHeart radio, postcards, newsletter, will National advertise for us, BenefitsPro, LinkedIn influencer Eric – suggestions??

- Promote Bryson's contribution to the state

- Send postcards

h. Joe suggested Fall membership drive in conjunction with plan to tackle nationals including "here's what your membership gets you"

- Membership discounts?

8. Closing - Adjourn at 9:56 a.m.