



**NABIP-MD March Board Meeting
March 12, 2024
Meeting Minutes**

Attendees: Nancy Colaianne, Alyssa Sinagra, Meredith Levy, Michael Brashears, Michele Sargent, Melissa Coles, Joan Smith, Eric Silverman, Matthew Brashears, Justin Atwater, Herbert Baumgarten, Colette DeCastro

Absent: Jon Frank, Joe Siefert, Glenn Arrington, Monique Spagnola, Christi Tinio

1. Call to Order at 9:01 – Nancy

Nancy also discussed if Joe Siefert was back to work. Michele confirmed that Joe has been back in the office and getting back to the date to day.

2. Bryson, Joan, Glenn, Jon - State Leg update

a. Tracker – Attached in the email from Nancy. This is being shared on our website. Bryson will talk about this tracker at the Expo.

b. Three bills were discussed:

Senate Bill 954 – Discussed opposition to this bill, which aimed to create a Maryland version of the Federal Corporate Transparency Act. The bill was ruled unconstitutional by a federal court and was opposed by the insurance companies. Bryson mentioned that we are already fully regulated and give lots of information to the MD Insurance Administration. The Bankers proposed an amendment, there are a number of exemptions under the federal law, which he is told includes us.

2020 Sales Tax on Services – Legislature put in a bill to tax a wide number of services, could sweep certain insurance services. In our industry, fees have come as a larger factor. We have imposed this in writing. Bryson does not think it is not going to pass. We are in the second year of the legislative session, if there is any tax initiative, it typically comes in the third year.

Senate Bill 626 – Where Legislative Committee really shines. They have personally participated in our advocacy. Mary Megnanson from Avery Hall wrote a letter that was delivered by Bryson to the Chair and Vice Chair of the Senate Committee meeting.

Glenn Arrington also wrote a letter about the potential effect of this Bill to his practice and how his clients would be detrimental.

c. MHBE Awards dinner – Nancy shared an update about a potential outreach opportunity to the top 100 individual producers in the state, as identified by the Maryland Health Connection Awards Dinner.

3. Presidents & Jaffe Update – Nancy

a. Cap Con update – Nancy attended the leadership session of Capital Conference. Nancy noted that we need to increase our lobbying efforts next year and in the future. Collette also mentioned that the Cap Conference was a success.

b. Sponsors – UHC is the only medical carrier not sponsoring this year. They mentioned they were going through budget cuts.

c. Nancy asked the board to reach out to 10 brokers to personally invite them to the NABIP MD Expo and Dinner. We need more people in attendance.

d. The expo planning committee met and focused on the agenda for the dinner and the day of. Rachel will be the sole keynote speaker, while Jessica will also be an important speaker during the expo.

4. Committee Updates:

a. Sponsorship – Michael reviewed the list of sponsors and asked if we could leverage some of the ancillary carries to sponsor this years event.

b. GCCF – No updates

c. Awards – Colette mentioned that she will be gathering data for the awards. She also mentioned the importance of keeping the notes from committee meetings and the board meetings as those will be used to obtain awards. If Collette needs anything from a member of the board, she will be reaching out.

d. Professional Development – Matty let the board know that we are working with the January CE filings and there were challenges as Sircon was not recognizing us as NABIP.

e. Membership – Kevin O’ Toole has taken over as membership chair. Melissa and Kevin met to discuss what we have done so far and how we can gain more members.

f. Communication – open

5. Minutes – January and February minutes were sent to the board by Nancy on 3/12. The board reviewed the minutes

Motion to Approve: Matthew Brashears; Second Melissa Coles; Approved by the board

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

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

8. Adjourn – Nancy called the meeting to a close at 9:39