



**NABIP-MD May Board Meeting
September 10, 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, Jasmine Keating, Candace Fallin, Ellen Wolff, Michele Sargent, Matthew Breshears

Absent: Alyssa Sinagra, Jon Frank, Colette DeCastro, Christie Tinio

1. Call to Order – Melissa at 9:03 a.m.
2. Bryson, Joan, Glenn, Jon – State Legislative update
 - Governor Moore - fiscal challenge where in June the gov advocated and voted to cut the current leg budget. The committee will be meeting and we anticipate additional budget cuts.
 - Focus on the largest agency which is the Health Dept. There was a substantial shortfall in the Health Dept which caused concern. It will affect us as there will be pressure on the legislature. They want to get into bandaiding of certain drugs. He will discuss and report to the board.
 - Recent approval by MIA of 2025 rates for Individual Health are increased in the single digits. This was for through the exchange which is 190,000 enrollees.
 - We are concerned about the health of the small group market. Small group is down from 500,000 to 227,000 enrollees.
 - Oct 1st will be new insurance commissioner, Marie Grant. In Bryson's opinion, he has not seen her be forceful in a position of pro or con of a controversial item.
 - Glenn said Aetna small group pulled out of DC, VA and MD. They MHBE said they had 10 months to implement an EDI feed and they didn't feel they had enough time or money. The MIA said they had to be on and off exchange.
 - Talked about the future of advocacy. Bryson, Joan, Nancy and Melissa are working on ideas to present to members as they feel it's a healthy exercise to ensure NABIP-MD is advocating for our members.
 - Wellpoint is entering the Individual market with 4 plans.

Bryson left at 9:16 am

3. Presidents and Jaffe Update –

- a. Expo Decisions – Expo with golf outing May 13th and 14th, 2025
 - Sponsorship package information is forthcoming
 - Will need everyone to assist with getting sponsors
 - Need to plan other items that include the golf outing packages.
- b. Board Positions – Musical Chairs
 - Kevin is interested in being co-chair of the legislative committee with Glenn.
 - Membership Committee position is now open. Nikki P to advise if interested.
 - PAC (Political Action Committee) chair is open since Kevin is moving to Legislative Committee.

Melissa and Nancy met with potential replacement who will join a board meeting in November.

Suggestion made to meeting with Pennsylvania chapter PAC chair to get ideas from them.

Melissa to try to get National PAC representative to attend the next board meeting.
- c. Regional Meetings
 - Need more events to have board participation
 - Suggestion was made to partner with Greater Chesapeake Foundation. Walk for New Horizon Day Camp on October 20. Melissa will send information to board. Encourage board members to participate.
 - Melissa requested we donate \$500 to the event.
 - Meredith will put together email for board to share.
 - Nancy will share October 19 Breast Cancer Walk information
 - Suggestion for participation in the B&O Railroad Toy Drive – sort toys, deliver to the hospital
 - Need to share events on social media
- d. Budget
 - Goal to finalize the budget by next board meeting

4. Committee Updates

- a. Sponsorship – Monique
 - Meredith to share sponsorship packages. Will need assistance from everyone to get sponsors.
- b. GCF – Christie/Monique
 - Toy Drive and Horizon Day Camp walk.
- c. Awards – Collette / Colleen
 - Melissa to follow up with Colleen.
- d. Professional Development – Matty
 - No updates to share but is open to CE suggestions.

- Matty will reach out to his ICHRA contact to request a CE webinar for November
- Candace to request a CE with Wellpoint
- Discussed Happy Hour to encourage member engagement
- Melissa suggested a Top Golf Outing
- e. Membership – Kevin and Nikki
 - No updates.
 - Kevin enjoyed working on the membership team but feels he will be best on Legislative Committee.
 - No updates to share from Kevin. Nikki Pozaro is available to assist on this committee.
- f. Communications – Chase and Eric
 - Chase encourages everyone to create new posts with the posts he shares on LinkedIn.
 - Please send post suggestions to Chase.
 - Chase wants to send headshots post along with a bio on each board member.

5. Minutes – August – review & approve

Kevin approved the July minutes

Matty moved to second the minutes

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

- Bank account has been moved to Truist.
- National has our new account information and will provide us with reporting on membership dues.
- CD is due for renewal. Nancy shared CD rates and noted decision needs to be made on a savings account or moving to a new CD.
- Kevin suggested a Money Market since their interest rates are higher than CDs.
- Meredith had no other updates to financials

Matthew approved the financials

Candace second the financials

7. Other open items?

- Melissa said the Expo Planning Committee needs more participants or we need help planning other events.

8. Adjourned at 9:54 a.m.