



**NABIP-MD Board Meeting
January 14, 2025
MINUTES**

Attendees: Melissa Coles, Bryson Popham, Kevin O'Toole, Joe Seifert, Glenn Arrington, Michele Sargent, Matthew Breshears, Chase Notari, Candace Fallin, Colleen Nichols, Monique Spagnola, Meredith Levy, Nikki Pozaro

Absent: Nancy Colaianne Michele Sargent, Alyssa Sinagra, Jon Frank, Colette DeCastro, Christie Tinio, Eric Silverman, Jasmine Keating, Ellen Wolff

1. Call to Order – Melissa at 9:03 a.m.
2. Bryson, Joan, Glenn, Jon, Kevin – State Legislative update
 - Bryson asked if we need anything from him for National Conference
 - Bryson encouraged board member registration for Day on the Hill.
 - Scheduled appointments in the morning before session. Buddy Collison Committee meeting at 1pm. Lunch and available round table discussions.
 - Bryson noted due to the serious financial deficit, and the governor not wanting to raise taxes, the committee is unsure how practices or Medicaid will be affected.
 - Bryson noted Kevin represented the association very well in speaking about the commissioner's study. The commissioner's final report included extensive quotes from our statement. He noted that we are regarded as a trusted source.
 - Currently there is no bill for us to take a pro or con position on PEOs in the small group market. We are the chief defender in the legislature even more than carriers. The only public carrier participant is Kaiser. CareFirst has not responded.
 - Bryson asked the board to let him know if we are aware of any evidence of emergency room visits where coverage is being denied.
 - First 2025 legislative meeting with Friday 1/10/25.
 - Glenn asked if the state has defined their position on FMLA. He noted it seems the carriers are ready to make changes but no advisement on rates from the state. Melissa commented Shelter Point is ready to begin quoting but they don't have information from the state on next steps.

Bryson left at 9:23 am

3. Open Items – none reported

4. Presidents and Jaffe Update –

- a. Expo Decisions – Expo with golf outing May 13th and 14th, 2025
 - Reviewed sponsorship lists. Meredith noted a few new event sponsors, CareFirst, Ameritas and Kaiser. UCCI has an exhibitor booth.
 - Monique noted that Benefit Indemnity Corp shared they will not participate in the Expo, however, they would like to work with us in other way throughout the year. They want to be our “go to” for self-funded”. Requested a meeting with them and Melissa.
 - Need to determine agenda and CE speakers.
 - Matty contacted someone to present on FMLA. Monique suggested we host a webinar on FMLA sooner than the Expo.
 - Encouraged the board to continue to contact potential sponsors
- b. Capitol Conference – February 23 – 26, 2025
 - Nancy, Melissa, Colleen, Kevin, Candace will attend
 - Chase will post information on social media to encourage members to attend.
 - Melissa suggested planning a Happy Hour for all NABIP MD conference attendees.
- c. Regional Meetings
 - Reminder to register for Day on the Hill. Melissa and Colleen will be attending.

5. Committee Updates

- a. Sponsorship – Monique
 - Board to continue to assist with getting sponsors for Golf and Expo event.
- b. GCF – Christie/Monique
 - Currently reviewing financials and making plans for 2025. Monique asked that we share with her any cause that we are passionate about.
- c. Awards – Colleen is working on the legislative award that is due 1/15/25.
 - Need to ask Bryson if legislative meetings can be recorded.
 - April is the deadline for awards submissions.
- d. Professional Development – Matty
- e. Membership – Nikki
 - Discussed automated messages that are sent to new members or members who have left. We also send to members after their first six months of being part of NABIP-MD. Colleen will use for the member retention award.
- f. Communications – Chase
 - Chase suggested we start sharing info on sponsors on social media. He asked for the updated sponsor list.
 - Chase reminded us to let him know if there is anything we want posted.
 - Discussed spotlighting long term members on social media.

- Chase noted the "Why NABIP" videos from board members had low searches on social media per Eric. Discontinued posting the videos.

6. Minutes –

Monique approved the Minutes

Colleen second the Minutes

All approved.

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

Monique approved Financials

Colleen second the Financials

All approved.

8. Other new business?

9. Adjourned at 9:57 a.m.