



**NABIP-MD Board Meeting  
March 11, 2025  
MINUTES**

**Attendees:** Melissa Coles, Bryson Popham, Nancy Colaianne, Joe Seifert, Glenn Arrington, Michele Sargent, Chase Notari, Monique Spagnola, Meredith Levy, Nikki Pozaro, Candace Fallin

**Absent:** Kevin O'Toole, Matthew Breshears, Colleen Nichols, Alyssa Sinagra, Jon Frank, Christie Tinio, Eric Silverman, Joan Smith

1. Call to Order – Melissa at 9:03 a.m.
2. Bryson, Joan, Glenn, Jon, Kevin – State Legislative update
  - PEO bill has gone through the Senate Finance Committee, and we have submitted our amendments. Bryson is hoping to get more amendments submitted.
  - We are late in the session and hoping to have the “crossover date” which is a rule whereby a bill that is introduced in one house has to go over to the other house by the crossover date.
  - Alyssa Sinagra represented NABIP-MD very well on the Med Sup Producer Comp Bill. The bill was voted favorably by the Senate Finance Committee.
  - Bryson shared he heard there was some unhappiness around what happened to our bill in the senate. Senator West and Bryson are working together to push things along.
  - As Maryland’s sales tax formula is largely a goods based not service based, they are looking to add sales tax to the service economy. The tax bill is being pushed to fill most of Maryland’s budget hole. The State Comptroller will be responsible for determining how the tax is defined.
  - NABIP MD is going to oppose the bill on behalf of NABIP and almost every client we have. Our clients do not want to collect sales tax and it will affect their businesses.
  - Bryson will send the NABIP MD board a copy of the letter he is submitting. He asked if anyone on the board disagrees, please let him know. Everyone agreed with the position Bryson and the legislative committee is taking.

- Glenn asked, why would the state write a bill like this because they need money? When this type of bill was previously introduced, it included the taxation of consumer services. Consumers and small businesses will be gravely affected, and it could drive people to PA with less tax.
- Meredith asked how we are communicating to members what Bryson is doing. Glenn commented that he would like to draft a letter using Bryson's language to send out to Senator West.

Bryson left at 9:21 am

### 3. Open Items –

- PAC Chair – still open but will ask Brad Mainster

Meredith suggested we use an opportunity at the Expo to ask for PAC donations.

- Membership Chair – still open but Monique has reached out to Christina Grove

### 4. Presidents and Jaffe Update –

- a. Expo Decisions – Expo with golf outing May 13th and 14th, 2025
  - Sponsorships have slowed down. We also need golfers
  - We are also looking for one more CE provider. Matty is working to get the CEs approved for DC, MD and VA.
  - We need to get the GWAHU members more engaged and involved.
  - Chase has reached out to Matt Evans (MWE) and they will do a small sponsorship. Joe is reaching out to brokers to invite them to golf.
- b. NAIFA is hosting a Happy Hour, and we need to show support. Glenn and Joe will try to make it. Glenn will ask if they want to crossover and join our golf event.

### 5. Committee Updates

- a. Sponsorship – Monique
  - Board to continue to assist with getting sponsors for Golf and Expo event.
- b. GCF – Christie/Monique
  - Horizon Day Camp is having a kick-off brunch at Jimmy's seafood. Our board is welcome to participate in this event.
  - GCF finalizing applications for non-profits if we have any charities we need to submit by March 28<sup>th</sup>.
- c. Awards – Colleen was unable to meet with Collette during Capitol Conference and will try to schedule a one on one.  
We do have member retention and added a few new members, so hopeful we will receive that award.

d. Professional Development – Matty – Melissa working with Matty to get CEs approved for Expo.

e. Membership – Nikki

- slowly increasing

f. Communications – Chase

- Chase reminded us we need more participation in reposting LinkedIn posts

6. Minutes –

Not enough board members on the call to vote on minutes. Some had to leave early.

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

Not enough board members on the call to vote on the financials.

8. Other new business?

9. Adjourned at 9:47 a.m.