



**NABIP-MD Board Meeting
May 6, 2025
MINUTES**

Attendees: Melissa Coles, Bryson Popham, Nancy Colaianne, Joe Seifert, Glenn Arrington, Michele Sargent, Chase Notari, Monique Spagnola, Meredith Levy, Michele Sargent, Nikki Pozaro, Candace Fallin, Kevin O'Toole, Matthew Breshears, Colleen Nichols, Christie, Tinio, Brad Mainster, Jessica Parker

Absent: Alyssa Sinagra, Jon Frank, Eric Silverman, Joan Smith

1. Call to Order – Melissa at 9:03 a.m.
2. Bryson, Joan, Glenn, Jon, Kevin – State Legislative update
 - Bryson discussed Melissa's request to introduce Glenn as the new PAC chair. He is pleased to represent us under new provision of enhanced services. Bryson will match PAC donations up to \$1,000.
 - Bryson is sensitive to the fact that by law he cannot solicit anything, and he asked Melissa to note that NABIP requested his assistance with the endorsement of PAC.
 - He said once we have some money in PAC, we can begin investing in the best areas to utilize the funds.
 - Bryson noted his contract allows him to do 2 remote CEs, and he believes the desire is to have them in Eastern Shore or more rural areas. He will work with Matty on the CEs.

He finds it interesting that in the survey only a ¼ of the chapter members view CEs as important.

 - Bryson is looking forward to the Expo.
 - Glenn noted that PAC has gotten off to a good start with donations from the board already.

Hope to have banking setup for PAC soon. Leg will hold a meeting to discuss PAC expenditures.

 - Glenn asked about the special session and Bryson explained the Comptroller has the Board of Estimates give reports on the state revenue projections. The state leaders will review and determine if a special session is needed.

- Bryson said someone can introduce a bill but in light of the info we have from legislative leaders, it is unlikely that something like the PEO bill will move forward.
- Bryson said Glenn and Kevin were passionate in their presentations on behalf of the board which made legislators scratch their heads, because no one wants to destroy small group.
- Bryson feels we had a strong lobbyist in comparison to others which is why he feels the PEO bill will not pass.

Bryson left at 9:20 am

3. Open Items –

- a. No open items

4. Melissa noted we are waiting for Keith Wallace to join our meeting. He is running for NABIP National Secretary; however, we will continue the meeting until he joins.

5. Minutes – February, March, April

Michele approved the Minutes

Nikki second the Minutes

All approved.

6. Financials – no financials available yet for this meeting

7. Presidents & Jaffe Update - Melissa

- a. Expo - Expo with golf outing May 13th and 14th, 2025
 - Currently have 60 golfers registered
 - Melissa asked Matty to help her put the foursome's together
 - 140 Expo attendees
 - Meredith noted some sponsors haven't provided their attendee or golfer list
 - Meredith sent floor plans to every exhibitor with booth number, floor plans, shipping info. Let Meredith know if any sponsor notifies us that they haven't received it.
 - Melissa said since we are paying for a minimum number of golfers, we should keep pushing for more golfers
 - Glenn said NAIFA MD is going to do a foursome

Brad Mainster had to leave the meeting.

- Melissa will speak and make announcements before the start of golf
- Meredith asked the board to let her know if we are playing or coming to the reception via email in order to add us to the count
- Reception was changed to immediately follow golf around 3, since there are less players. Breakfast and lunch will be served during the golf outing.

- In Melissa's absence from Expo, she will pre-record her message. She will schedule an Expo run through for Friday.
 - Monique and Nikki volunteered to sit at the tables during Expo registration. Christie volunteered for golf registration table.
- b. In person June meeting – Amwins Hunt Valley office
- A Zoom meeting link will be available for anyone who can't make it in person

8. Committee Updates:

Sponsorship – Monique

- Sponsors have been finalized for Expo

b. GCF – Christie/Monique

- GCF board meeting on 5/7/25 voted to support the toy drive. Monique will speak on GCF at Expo.
- Upcoming Andrews Laughing Gas event with RCM&D on May 12th 3 – 5pm. Encourage board attendance.

c. Awards – Colleen

- No new updates. Colleen still getting everything organized.
- Melissa noted that Region 2 noted they are getting awards but didn't mention MD chapter specifically. However, our membership looks good so we may get an award at National.

d. Professional Development - Matty

- We did get one of the Expo CEs approved. Matty waiting on others.

e. Membership – Brad

- Brad left meeting earlier.

f. Communications – Chase

- Emailed board the Social Media metrics
- Explained that "Impressions" are how many times our content is reaching the followers. Compared to last month, this month's engagement is higher
- Explained that "Engagement" is lower this month than last month, possibly because we had more posts.
- He asked that we do more reports on our LinkedIn.
- Chase will provide this information monthly.
- Kevin asked about the PAC Chair note on the website. Melissa is going through the website to clean it up.

9. Other New Business

- Joe let us all know that he retired from Kelly Benefits this week after 18 years. 25 years in the industry. He does not plan to leave this board. He is available by phone or personal email.

10. Adjourned at 10:15 a.m.