



**NABIP-MD Board Meeting
February 10, 2026
MINUTES**

Attendees: Melissa Coles, Colleen Nichols, Bryson Popham, Nancy Colaianne, Candace Fallin, Joan Smith, Chase Notari, Monique Spagnola, Nikki Pozaro, Glenn Arrington

Absent: Michele Sargent, Matthew Breshears, Brad Mainster, Kevin O'Toole, Alyssa Sinagra, Chris Compton, Eric Silverman,

1. Call to Order – Melissa at 9:06 a.m.
2. Bryson, Joan, Glenn, Jon, Kevin – State Legislative update
 - Bryson was delayed and joined at 9:32 am
 - Bryson reminded the board that this is a huge year for health insurance initiatives. There isn't enough money in the budget and believes the focus and efforts will be on the return of the PEO bill.
 - Key legislators will focus on the issue.
 - There is concern arising from the United Healthcare and Johns Hopkins dispute.
 - Nancy shared with Bryson that there are concerns over how poorly the CareFirst experience is right now, and they are unable to get claims paid. The board members discussed writing a letter to the MIA regarding the industry experiences. Bryson suggested the issue be raised at Day on the Hill meetings tomorrow. It's a fair comment for the participants to let legislators know that one unintended consequence from the UHC and Johns Hopkins dispute has been the surge of business that carriers like CareFirst we not prepared for.
 - Glenn said constituents are having trouble and we should make sure legislators are aware.
 - Bryson believes PEO would be the focus, but this CareFirst issue elevates the UHC / Hopkins separation. He asked if legislators reached out to CareFirst after our meetings on the Hill, what do we think will be the response from CareFirst? Glenn said their response may be due to the severance and retirements that have not been replaced at CareFirst. Also, the MHBE member transfers to CareFirst that do not appear to be working. Nancy said she believes CareFirst will not be surprised by the complaints. Bryson said he doesn't feel we should speculate the CareFirst response, but instead we should raise the examples that focus on issues constituents are having. Bryson suggested we use the CareFirst broker flash Melissa provided to us regarding the migration issues on January 29, 2026 as evidence for legislators we speak to. It gives evidence that CareFirst is aware of the issue. Mention the UHC / Hopkins general effect and the consequence is this CareFirst problem. Use the term "our clients access to care".

Glenn said MHBE sent an email noting there were 9,000 people that were sent to CareFirst on an EDI file that haven't been enrolled to date. The notice can also be evidence for legislators.

- Glenn brought up the TPA bill and feels it is confusing. Bryson said there are complaints about out of state plans and there is discussion on how to impose fines. More to come on that.

Bryson left at 9:51 am.

3. Outstanding Business

- Nothing of note

4. Minutes – January

Not enough attendees to vote

5. Financials – January

Not enough attendees to vote

6. Regional Meetings (Virtual, In person)

a. Day on the Hill – 2/11/26

- Need to arrive at Bryson's office at 8 am.

b. What other events should we have?

- Board to consider other items

c. Capitol Conference – Melissa, Colleen and Candace registered

7. Annual Expo – May 14th & 15th, 2026

a. Email Blast – Melissa will send another email blast.

b. Sponsors – Need more sponsors

- i. Colleen suggested we review the annual partner sponsorships that are not event specific that NABIP National did <https://nabippalmbeach.org/sponsors/>
We can offer a discount if they sign up at the Expo
- Need more golfers

c. Additional CE speakers have been contacted including Business Succession. Melissa will have an Expo agenda by end of month.

8. Chair/Committee Updates

a. Sponsorship – Monique and Chris

Please continue to reach out for sponsors and cc Monique and Chris on emails.

b. Membership - Brad and Nikki

- We have 204 NABIP-MD members

- No final response from National yet regarding membership offering with NAIFA

c. Awards - Colleen

- Nothing needed at this time. Colleen is going to make sure we are recertified.

d. PAC – Glenn

- Need to contact Jenn Weaver about PAC fundraiser suggestions for the website.

e. Professional Development – Matty

- Not available for this meeting.

f. Social Media – Chase

- Needs to dive into the posts reporting. He will tag board members whenever he posts on LinkedIn as an alert to them.

g. Website –

- Nothing to report at this time.

h. GCF – Monique

- Not available for this meeting.

9. New Business

Nothing to report

10. Adjourned at 9:52 a.m.