



**NABIP-MD Board Meeting
January 13, 2026
MINUTES**

Attendees: Melissa Coles, Colleen Nichols, Bryson Popham, Nancy Colaianne, Matthew Breshears, Brad Mainster, Chase Notari, Monique Spagnola, Nikki Pozaro, Glenn Arrington, Alyssa Sinagra

Absent: Michele Sargent, Candace Fallin, Kevin O'Toole, Joan Smith, Chris Compton, Eric Silverman,

1. Call to Order – Melissa at 9:04 a.m.
2. Bryson, Joan, Glenn, Jon, Kevin – State Legislative update
 - Bryson said someone will be asking about our contributions because as of 1/14/25 they will be unable to accept contributions. Bryson asked if we could let him know when contributions are made since Melissa will handle.
 - Bryson shared that we have another shortfall budget year back-to-back since last year. Maryland has lost more federal jobs than any other state.
 - There is a new speaker, Joseline Pena-Melnyk, who is the most passionate legislator Bryson has ever met. He hopes one day he will be able to support one or more of her legislatures. He doesn't feel we are going to see critical health legislation this year because the budget is the most important.
 - When the new speaker came in, she rearranged the structure. As an example, Heather Bagnall has no healthcare background and was elevated to a committee seat earlier than normal at this stage in her legislative career. She ran because she was in the arts and had trouble getting insurance and that is one reason why she ran for office. We can relate to that.
 - Glenn met with Heather Bagnall who is the Chair of the Health Committee and mentioned the PEO bill and a short-term medical policy for people who have lost the subsidy. He let her know we will offer guidance.
 - Bryson spoke to Pamela Beidle who assisted us with the PEO conversation last year and is our go-to person. He doesn't believe that it will be a topic for this year.
 - Regarding a non-legislative issue, FMLI, he hopes we move ahead but since the budget is the number one issue, and to implement the bill there will need to be state jobs to administer it, not private sector.
 - As we move into February Day on the Hill, Bryson sees this day as an educational message for chairs on the committees. We used to have a Health and Government Operations committee, but it has been split up. The Health Committee will allow a Health focus that has been needed, and it allows us to play a prominent role because of our focus.

- Melissa asked the board, who plans to attend Day on the Hill 2/11/26. Bryson said it's important that we attend as he will be matching board members up with appropriate legislators.
- Bryson said this is the last round of pre-session fundraisers.

Bryson left at 9:34 am.

3. Outstanding Business

- Nothing of note

4. Minutes – November & December pending update of the chapter name on Bryson's letter.

Nancy approved the Minutes

Brad second

All approved

5. Financials – November & December

Colleen approved the Financials

Brad second

All approved

6. Regional Meetings (Virtual, In person)

a. Day on the Hill – 2/11/26

- The board members are invited as well as some members or non-members who want to become active in NABIP-MD to make a total of 10 attendees.

- Melissa suggested asking the NAIFA President and Glenn will ask him.

b. Ethics CE – Melissa to present a virtual 3-hour Ethics CE on January 15th 9-12 pm

- Registration to date has 33 attendees

- Melissa to send out the registration list to the board

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

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

b. Sponsors – CRC is unable to this year.

- Asked the board to continue to reach out to sponsors

8. Chair/Committee Updates

a. Sponsorship – List has been shared with everyone to assist with calls. 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
- Melissa spoke to Jasmine about the discount for NAIFA. They are working on ideas to combine the membership costs between NABIP and NAIFA
- Glenn said one advantage for NAIFA members is the agencies incentivize employees to join and they get a group value discount. He suggested we reach out to carriers about their employees participating and getting a discount.
- c. Awards - Colleen
 - Colleen said she has the last piece of information and supporting documentation. She will send to National by 1/15/26. Next award is due in April.
 - Next year National will be streamlining the awards process to make it simpler.
 - Melissa encouraged everyone to attend National Capitol Conference in Atlantic City as well as Capitol Conference in DC.
- d. PAC – Glenn
 - Glenn and Melissa spoke about getting more involvement and reached out to Chris Renkar/Region 2 PAC chair.
 - Glenn suggested football or March Madness pool where those who participate would donate to PAC and get a portion from their winnings. Not sure what we can do legally.
- e. Professional Development – Matty
 - Matty is working with the ICHRA CE speaker.
- f. Social Media – Chase
 - He needs flyers to be able to share on social media.
- g. Website –
 - He needs flyers to be able to share on the website.
- h. GCF – Monique
 - GCF completed the toy drive and are doing a wrap up.

9. New Business

- a. Executive Director position – Jessica has resigned and we will not replace it. Whenever we need to use Jaffe, Melissa will notify the board via email.
- Glenn said he will contact Jennifer at NAIFA for support to get information on what support they offer.

10. Adjourned at 10:08 a.m.