



**NABIP-MD Board Meeting
July 8, 2025
MINUTES**

Attendees: Melissa Coles, Bryson Popham, Michele Sargent, Chase Notari, Monique Spagnola, Matthew Breshears, Michele Sargent, Nikki Pozaro, Candace Fallin, Kevin O'Toole, Colleen Nichols, Alyssa Sinagra, Joan Smith,

Absent: Nancy Colaianne, Glenn Arrington, Brad Mainster, Jessica Parker, Eric Silverman, Joe Seifert, Christie Tinio

1. Call to Order – Melissa at 9:03 a.m.
2. President's Greeting – Melissa welcomed everyone to the board meeting
3. 3. Bryson, Joan, Glenn, Jon, Kevin – State Legislative update
 - Bryson and Joan advised the September CE has been approved.
 - Board still needs to vote on the date and location. Bryson said late September will be busy due to the special legislative session.
 - Melissa noted she reached out to Jen Berman to speak on the Federal legislation.
 - Bryson reminded us that governing law states he is not permitted to solicit but can give us advice on PAC with Melissa's permission.

Since our last board meeting and extensive discussion on PAC, he and the legislative committee will provide a list of potential recipients for PAC contributions after the next legislative committee meeting.

He will provide rationale for the selection, and we can discuss the PAC budget then.

 - Bryson hopes we will agree on an annual target which will help us plan for fundraising. He recommends \$5,000 annually, which is relatively small. The key is to establish an ongoing presence for our legislative champions, whose names will be provided at the next board meeting.
 - The board approved the \$5,000 budget during the meeting. Michele noted we are very close to that amount already based on donations.
 - Melissa noted that we were recognized for our PAC contributions at the National Convention and appreciates Bryson for helping us move PAC forward.

Bryson left the meeting at 9:15 am

4. Minutes – June

Kevin approved the Minutes

Colleen second Minutes

All approved.

5. Financials – Michelle and Melissa

Colleen approved the Financials

Kevin second the Financials

All approved.

6. NABIP National Recap

- Melissa said they made really great connections.

- Alyssa found a vendor to speak at the Medicare Symposium.

- All attendees agreed there was a good selection of speakers. They brought a lot to the table personally and professionally. Mark Cuban had good conversations with everyone. He challenged brokers to use some of the other PBMDs to be able to help clients save money.

Colleen felt that while Food Babe seemed extreme, her vision was powerful as a one-person movement for a long time and is now the president of the FDA has her cell phone number which is a testament to her drive.

- Melissa suggested the board consider sponsoring more board attendees for next year's conference in Atlantic City. She encouraged more attendees to Cap Con. The main takeaway at these events is the passion that we can all connect with on a national level.

- Unfortunately, Dave Mordo did not win the National Secretary seat. Kevin Wallace did. Our current Region 2 VP, Stacy Fry, will be up for election next year.

7. Chair/Committee Updates

a. Sponsorship

- Melissa and Monique met about sponsorships and will have documented.

- Monique would like to offer the same packages at last year's pricing if sponsors sign up now.

b. Awards

- Colleen said she learned a lot about awards at the National Convention. We did not receive any awards this year.

- The NABIP leadership training does explain about the roles and responsibilities as board members. Colleen is committed to getting us more awards next year.
- They did announce there will be a simplified awards process that will allow us to enter your chapter for specific awards.
- Colleen is working on our certification and completion of logo update on our bylaws.

Note, Chase and Jessica met with Meredith/Jaffe and learned how to make website updates.

c. PAC – Glenn absent today

-Board attendees voted on \$5,000 annual PAC budget.

Matty approved the budget

Colleen second the budget

All approved

d. Professional Development

-We are looking for CE speakers and it makes the CE approval process quicker when they are already approved speakers.

-We finally have a state contact for the CE approval process.

e. Social Media

-Chase did not have any LinkedIn updates. We have not had a lot of events to post on social media.

-Reminded the board to repost events.

-Chase advised the board that there is also a NABIP- MD Facebook account and encouraged us to follow, like, share and comment on posts.

8. Budget -

Melissa noted we will have a significant reduction in Admin costs with the removal of Jaffe services.

9. Medicare Symposium - **August 27th at Governor Calvert's House**, Annapolis

- More symposium details will be available later this week.

- Brad suggested we rename the Medicare Symposium since we are including ACA and ICHRA.

10. Jaffe Transition

- Melissa invited board members to attend her final meeting with Meredith/Jaffe.

- Melissa asked if anyone is uncomfortable about their tasks in their current committee and want to meet with Meredith, please let her know.
- Melissa to schedule another meeting for Brad and Nikkie to meet with Meredith for the Membership Committee.
- Monique asked to have Meredith join the next sponsorship meeting because she wants to be sure she has all documents Meredith has.

Meeting adjourned at 9:41 a.m.