

**NABIP Ohio Board Meeting**  
**September 29<sup>th</sup>, 2023**  
**Zoom**

**In Attendance:** Debbie Boop, Bill Barrett, Sherri Rutter, Jen Kauffman, Dan Martin, Scott Krebs, Barb Gerken, Jaime Lebron, Sheri Maskow

Meeting called to order at 12:01 pm

**PAC Report**

Debbie Boop reported there is currently about \$9000 in the PAC account. Debbie would like to create a competition among the local chapters for donating to the State PAC. This would also allow communication to the members about the differences between the OhioPAC and the national NABIPPAC. The board would like some PAC guidance from a lawyer and it was suggested to reach out to Cathy Cooper.

**ACTION ITEM:** Joanie Keehn's credit card is not going through. A follow-up needs to be completed on a new PAC credit card system.

**Approval of the Minutes**

*Bill Barrett made the motion to approve the minutes from January 19<sup>th</sup>, 2023, seconded by Barb Gerken. All in favor, motion passed.*

**Financial Report**

Sheri Maskow reviewed the Profit and Loss report with the board, making the notation the Sedgwick keeps going down each year. Not all the chapters asked for NABIP Symposium money back. The group is pretty much on track financially.

**Legislative Report**

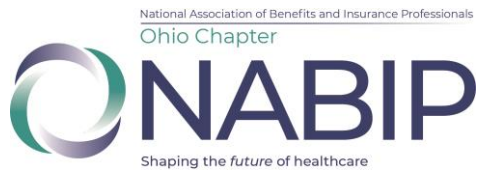
Barb Gerken shared the new lobbyists are doing a really good job keeping an eye on the legislation. House Bill 33 is being watched, which is a change in eligibility for dental and vision. This bill would bring the age up to 26. Carriers are changing to everyone as of January 1<sup>st</sup>, 2024. House Bill 49, hosted by Tim Barhorst, which relates to transparency of hospital pricing and the furthering the enforcement already in place. There are a couple prescription bills that will be closely watched.

**Sedgwick Update**

We have a new contact person for Sedgwick, Dominic Potina.

**Chapter Reports**

**Northwest Chapter-** Sherri Rutter reported the chapter is working on increasing communication with its membership through the legislative updates and with the possibility of a newsletter. They have several ideas for programs, such as an update on the Inflation Reduction Act, a January program that will focus on Ethics, the spring Products Fair, and offer monthly virtual CEs. Sherri would like to increase the amount of board member attendance at their meetings by sending out additional reminders the day before.



**Northeast Chapter-** Jaime Lebron informed the board the vacant Secretary position has been filled and it was recommended to all board members to participate in the Leadership Training opportunities. The Golf outing this year had an increased profit this year and the chapter received good feedback from the members on it. The chapter has reorganized some committees and meetings to better suit the members' needs. The board meetings will only be in person once a quarter, with the remaining meetings being virtual. If there is an event scheduled, this board meeting schedule can change. The professional development committee is working on planning the events and meetings for the remainder of the year.

**Western Reserve-** Dee Mcfarland shared there is nothing new the chapter is working on. The chapter is about to go dark due to work demands, however the board will still meet once a month during that time to continue planning the events scheduled for 2024. February will have a Medicaid/DJFS speaker and March will have a talk on Social Security.

**Cincinnati-** Jennifer Kauffman reported there was a Mardi Gras event in February and Top Golf outing in July. There are no further plans for the remainder of the year.

**Columbus-** The chapter held a Medicare Expo which unfortunately did not have a large turnout. Even though the notifications did not go out soon enough to increase attendance, the people who did attend were happy with the fantastic content. Amanda Brewton did a presentation for the group. The chapter will be shifting things up next year to increase involvement. The next event will be a holiday event on December 19<sup>th</sup>.

### **President's Report**

Bill Barrett thanked everyone and reminded the group they are here to focus on the locals and share support. As the Ohio Chapter we need to be involved with the local chapters and that is the best thing they can do as the State Chapter. Bill also thanked everyone for making the Region III meeting a success. That is not something that just happens, it takes a lot of planning and hard work putting events together. Having the meeting in Cleveland is always a great thing.

### **Membership Report**

Currently there are 470 members in the state of Ohio. The chapter breakdown is: Greater Cincinnati has 53, Columbus has 139, NE Ohio has 165, NW Ohio has 78, and Western Reserve has 35. The Ohio chapters used to have over 600 members, however it is important to note that membership is declining across all of NABIP, not just Ohio. New ideas are needed to attract new members. A membership drive is being considered, possibly the popular Ohio State/Michigan Game drive. The point of membership is to be the number one resource for brokers and customers for all things related to health insurance. Running a solid state chapter and paying attention to the local chapters is the best way to guarantee strong local chapters and a strong state chapter. As of now, the agency model is on hold with NABIP. There will be some sort of manual payment in October and then things will get back on track in November. Hopefully it will be back soon as it is a great way to recruit.

Meeting adjourned at 12:59pm