

NABIP Ohio Chapter Board Meeting

January 19th, 2023

In Attendance: Kelly Belote, Sheri Maskow, Jennifer Kauffman, Barb Gerken, John Cullen, Andrew Toppin, Ingrid Martin, Dee McFarland, Dan Martin,

Guest: Bob Nicolls, Sedgwick formally CCI

Meeting called to order at 9:01am

Legislative UPDATE- first meeting last week not much going on. House bill 675 we were able to hold out with the Medicare marketing. House speaker election is making it a messy start to the session this year. It is a budget year in Ohio they work through May or June finalizing the budget. Second or third week of May is what we are targeting. Venue and legislators will help determine the date. We will be having all in person legislative meetings this year, Ohio will not be offering a virtual ability this year. The office sent out an email twice asking for the information we need so that we can schedule the meetings. We will have talking points at the beginning of February. The legislative team will be hosting a meeting for everyone attending CAP CON to explain the process and the talking points.

Sedgwick Update- There are no major changes going on in the BWC right now and them changing anything to do with Discounts. Trends are indicating that fewer employers are participating in the group rating programs because the BWC is lowering premium rates by as much as 50% in some industries over the last five years. So, the savings that employers are seeing with the group plans is much lower than it used to be especially the service sectors. 53% is the Max discount rate in the retro group they are running from 30-50% one has enrollment deadline at end of November and the end of January is the Retro group. We do not have final numbers on participation for 2023 policy. We will start advertising July 1st. It is looking as though our numbers are down slightly, but it is hard to know until the final numbers come in. Sheri and Bob spoke briefly to talk about a marketing plan for our members to grow more interest and to make new members aware of the program.

Chapter Reports

Western Reserve- The chapter goes dark in the fall. Struggling this year to get meetings on the books we really need to get some presenters and CE topics. The chapter had their first board meeting last week and we are getting our name change out and to figure out a way to get new members to attend.

Northwest- The Chapter had a board meeting yesterday. They do not do anything in the last quarter as well. It was in person and Zoom for the board meeting yesterday and it was very well attended. They are going through the name change items and voted on the by laws change. They are now planning their product fair which will be on May 2nd this year. March event is what is the value of your membership. Three people from the chapter are going to CAP Con. Two new board members will be attending. John is hoping to meet up with the new board members attending to help them get acclimated. Trying to get some new board members involved.

Northeast- Sitting at 168 members, had their January CE program yesterday morning and had a speaker from the Department of Labor and how they investigate employee benefit plans. A second CE about comparing dental plans and how a broker can look and compare plans and what the brokers should be paying attention to when choosing for a group. Had 35 registrants and only a few no shows so all and all. March 15th is the product expo at Holiday Inn Rockside and will be having a three-hour ethic program this year and two additional hour CEs. Golf outing scheduled for August and that is slowly moving forward. The VP has resigned as of the last board meeting because of work concerns. There are a couple of people who are interested in stepping up.

Cincinnati- First board meeting scheduled for today they are going to be planning their year. The chapter is looking for board members and a legislative member so that they can start attending the legislative calls again. Jennifer Kauffman is going to reach out to Dave Cunix to see if he will officially step into that role.

Columbus- Steady on membership they have not seen much change in the last 6 months. They are trying to drive membership. Hoping to find out a way to get a list of new agents. First meeting of the year was held the first week of January. There will be a total 5 people from Columbus attending Cap Con, Dan is trying to get more members to attend. Medicare summit on September 7th, the expo will be in May and a golf outing on July 18th. The VP of the chapter stepped down last year and we do not have anyone to fill it.

Presidents Report-

Bylaws vote needed- John Cullen makes a motion to approve the by law changes it is seconded by Dan Martin, all are in favor motion passed.

Region III location- Motion by Andrew to sign the contract with Embassy Suites on Rockside and seconded by Barb all are in favor and the motion passed unanimously.

The state will be hosting a dinner on Monday night at CAP CON at either the Capital Grille or the Founding Farmers restaurant. Once we get a final location and time Sheri will send out an email invitation to everyone to get a count. M

NABIP Ohio Chapter annual meeting awards will be going live soon. Please be on the lookout for the email and start thinking of people to nominate from your chapters.

PAC Banners- Because of the new logos we need to order new pull up PAC banners. If your chapter would like a banner, please let Sheri know. The state will have one at the state office.

DAS will be at the Renaissance in Columbus on either May 9th or 16th with the legislator's reception possibly the night before instead of Tuesday evening. In the past we had the reception on Tuesday evening but had low member attendance as everyone needs to get on the road. Once we hear from the hotel on their availability we will meet again.

Membership- The state is currently at 523 members compared to this same time last year when we have 503 members. Eight new members signed up during the membership campaign. George Popa and Kim Kinnard both got new members during the campaign so they will each get \$100, and the Northeast chapter will get \$500 for being the chapter that got the newest members during the campaign.

Name Change Update- Please refer to the report in the packet for complete details on what has been completed. Most items are completed at this point we are waiting on the State of Ohio to approve the name before we can complete updating the rest of the documents.

Misc.- As a reminder the state is holding a virtual trivia night on February 8th please sign up! The next State board meeting will be on March 23rd at 9am.

Meeting adjourned at 9:58am