

# ***NABIP Ohio Chapter Legislative Committee***

## ***Meeting Minutes***

January 12, 2024

**Call to order:** Barb Gerken called to order the regular meeting of the NABIP Ohio Chapter Legislative Committee at 10:30 a.m. on January 12, 2024, via Zoom.

**In Attendance:** Barb Gerken, Bill Barrett, Jeffrey Russell, Kevin Bush, Nancy Kuzenko, Shawn Kasych, Matt Forney and Jeff DeLeone.

**Attachment:** Ohio Legislation Update – prepared by Shawn Kasych and Matt Forney

**[Recording Available](#)** – passcode: ov2D%B&T

### **10:30 a.m. Call to Order and Agenda**

- Legislative Tracker
- Election Year Updates
- H.B. 160 – Interested Party Letter feedback
  - Bill that would restrict carriers from requiring dental providers to provide non-covered services at a discount.
  - We discussed on last call about an interested party letter. Dan Parker drafted a letter based on some AI generated talking points that we provided. Letter was sent to all for review.
- CapCon

### **10:32 a.m. Ohio Legislation Tracker – Shawn and Matt**

- **Shawn** – there hasn't been much activity since we last spoke.
  - The House did meet, and a handful of committees met this past week for the first time since they broke back in mid-December.
  - No committees of relevance to our work met this week. The House Session had a handful of small bills.
  - The House did complete a veto override of HB 68 which prohibited, among other things, biological men from competing in a female sport. That was the big issue for the day.
  - The next six months will be slow compared to the previously snail pace that they have already been following for the last six months. A lot of that is driven by the fact that there is a March 19 Primary, particularly in the House. There are roughly a dozen incumbents who have been primaried by folks who may be a little more conservative than the current incumbents. There are also a handful of open seats that will be up for grabs. There is one race in Medina/Wooster area that has 5 people running. That will drive a lot of the slowness.
- **H.B. 160 – Shawn**
  - The Senate companion bill has moved. The Senate bill is the vehicle that they would use and it is set as a bill (S.B. 115 – Sen. Schuring). Passed by the Senate on 11-15-2023 and referred to the House Insurance Committee on 11-28-2023. It is out of committee but not likely to reach the floor. This is one that's below the black line. There are not many Senate bills below the black line. They like to keep things in committee if its not ready to go.
  - **Barb** – Most of the members of the committee are good with the letter and I want to open that up for discussion. If anyone has recommended changes, additions, corrections. Are we best served putting the letter together with contacts. Senate Bill

115 is already included in the letter. Are we best served just submit our letter when it is ready to move. We are only going in as interested party to indicate the increased costs for constituents.

- **Shawn** – we should hold off on this until the bill moves out of the Senate. Our opportunity would be best served in the House.
- **Matt** – We may want to consider sending it to Sen. Schuring who is the bill sponsor and President Huffman. That way we are at least on the record. And that way no one in the House could say “Did you weigh in on the Senate Bill?” If we just copied the bill sponsor and Senate President, we will at least have coverage in that chamber that we did communicate this.
- **Jeff** – I support that. That’s a good idea.
- **Barb** – For the rest of the members, hopefully you’ve had a chance to read the letter. Are there any recommended changes? Bill, I am particularly interested in hearing from you. I will sign the letter but, as the President, would want your approval.
- **Bill** – I think it’s a great letter. I’m happy with it.
- **Barb** – Shawn and Matt, do you want to add the appropriate members?
- **Shawn** – we should send to Senate President Huffman and bill sponsor, Senator Schuring. Then when it gets to the House, we can send it to the members of the House Insurance Committee, including Chairman Lampton and Vice Chair Tim Barhorst, and then key members of the House.
- **Barb** – is it appropriate to have their full address.
- **Shawn** – yes

#### 10:40 a.m. Recreational Marijuana – Shawn

- **Barb** – Any movement on this issue?
- **Shawn** – just met with Liz Connelly, Deputy Chief of Staff. The Senate feels they have done enough. They passed a version of their suggested edits to the state law before break, and they put it in H.B 89. All the House needs to do is concur. The Senate doesn’t have much confidence that the House is going to concur. It is in a holding pattern. There is not much discussion between the chambers on the issue. Shawn will be meeting with Marijuana Czar, Rep. Jamie Calendar by the end of the month to get an assessment. There are a lot of outstanding questions and they have gone unanswered. There are more popping up. While state law prohibits you from smoking cigarettes in an office, Shawn does not believe there is anything stopping someone from smoking marijuana in an office. One of the recommendations provided to a handful of local governments was to put something in your handbook immediately to prohibit smoking marijuana in the office.

#### 10:49 a.m. Capitol Conference

- **Barb** – The preliminary agenda is set. The Democrats have a scheduled retreat that week. The legislators, especially Democrats, are unlikely to be in office during our trip. The staffers will be in office and most of the time, we are meeting with them during our visits. We are hearing feedback from members that they don’t think it will be worth the trip. Anyone that you can help dispel that thought with in Ohio will be helpful. We get a lot accomplished through the staffers. They’re the ones who are reading the bills, making suggested changes. If we do have any opportunity to meet with any of our representatives, they are still going right back to that staffer anyway. I don’t want anyone to be discouraged by that. We will get as much done without the representatives there.
- We only have 11 attendees from Ohio signed up as of today. We understand a lot of that is people waiting until the last minute to register. The discounted registration fee ends at the end of January so we will have a better idea at that time. We really need enough people to be

able to run our meetings effectively and make sure we get to everyone. Shaw and Matt need the list of attendees to be able to schedule these meetings. They need to know how many people are going to be around and can we accommodate enough legislators. It's important for all of you to get out to at least your leg committees and board members to find out who's attending. A lot of you run those first-time attendee programs. Any chance you could push them to get their registrations in so we have a better idea would be helpful.

- The agenda is full already. They are in the process of lining up speakers. The legislator speaking day will be a little different due to the possibility of many of the representatives not being in office. NABIP plans to have more staffers speak to discuss how their process runs, the things they are seeing. They are also lining up speakers from CMS and HHS. In the breakouts, we normally have the DOL and IRS representatives. That will likely continue this year.
- **Matt** – Shawn and I looked through the schedule. From our scheduling standpoint, it looks like Tuesday afternoon between 1:00 – 5:00 and all-day Wednesday would be open for meetings? We would also need to accommodate for people leaving earlier on Wednesday.
- **Barb** – yes. In the past we have made exceptions for Monday and Tuesday morning meetings if you needed. The national team is asking that no one schedule meetings during the Monday morning sessions because that is where they will cover most of our legislative priorities. We will try to give the members enough information so they know what they should, and shouldn't, say in legislative offices. Tuesday morning is a different story. If we really need to pull someone away, we could do that. Traditionally it is mostly Tuesday afternoon meetings. For Wednesday, we will start asking members to provide their flight schedules so that we know when they are leaving town. For example, I usually stay Wednesday night to accommodate late meetings, but I won't be able to do that this year. My flight leaves around 6:00.
- **Matt** – has national released any talking points?
- **Barb** – No. It is the last thing they will provide to members, but they will start releasing preliminary talking points to the legislative chairs. We've had the employer reporting bill on our talking points for years. It sounds like there is an opportunity to get it attached to the budget bill. If that happens, for once in approximately 7 years, we can remove this from the talking points. That will be a big win for us.
- **Shawn** – I plan to be in attendance.
- **Nancy** – we had a board meeting earlier this week. The three on the list did confirm that they were attending. I do not know member wise, there are usually one or two that attend but unsure of their attendance.
- **Barb** – Nancy, and others, I would like to see us get more Medicare sales reps there. I don't think they realize how much Medicare content is covered during this specific conference. Of all years, it would be a really good time for them to get in front of legislators to talk about the changes that the Departments want to make to the compensation in the Medicare Advantage arena. It would be good for them to explain to legislators what they do and why they are getting paid the amounts they are receiving. The need to deliver the message of how much work they put in to writing and renewing a Medicare contract.
- **Nancy** – our President, Dee McFarland, sells Medicare and she is going. Michelle DeGenova is also going and will be our primary focus on Medicare. John Morvay is certified to sell Medicare but not a primary focus. Do you want me to reach out to Amanda Brewton?
- **Barb** – she is on the list and will be one of the speakers on one of the Medicare sessions
- **Nancy** – she is the one most active on the compensation changes.
- **Barb** – I anticipate that we will have Medicare on several of our talking points this year. COBRA as creditable coverage will be there but the compensation will be a big talking point this year.
- **Nancy** – I can talk to any of the Anthem Medicare sales individual, but they are not brokers.
- **Barb** – they could also speak to the FMO, GAs from the Ohio language, side of the conversation. I don't think the Departments realize the load the FMOs take off of the carrier to have a middleman that handles all of the appointments, licensing of new individuals, training and marketing resources. I don't think they fully understand that FMO piece of the Medicare

network. It would be good to have even carriers speaking to the advantages that they find and how much more money they would need to spend on staffing up if the FMO/GA goes away.

- **Kevin** – Joanie does plan to attend, and she will be bringing Erin along. Erin assisted during the past open enrollment season. She’s been doing a bit of Medicare sales and will be able to assist in the conversation.
- **Barb** – great! It is always good to have a mix of people who can speak to the group, individual and Medicare talking points. We want to have a health mix of these from our Ohio attendees.
- **Barb** – if you haven’t made your room reservations, Sheri has a discount program set up at the Yotel across the street from the Hyatt until the end of January.
- **Barb** – Matt/Shawn – do you need anything further from us? I will start gathering the attendee list along with the times people are leaving on Wednesday.
- **Shawn** – As a former staffer, I can tell you that, and in just sitting in the meetings last year, I felt like some of the staff meetings were some of the better ones. It is always great to have face time with the legislator. They are pulled in a hundred different directions and also pulled into the political side of DC. The meetings with staffers will be, if not as valuable, more valuable than the ones with lawmakers themselves.
- **Barb** – I will continue to pull the list and we will get the travel plans. What we have done in the past is host a quick Zoom call a week before the conference. It is a good chance to talk to the attendees, particularly new attendees, about what to expect, how the conference will run, how to meet with legislators, importance of treating staffers the same as you would the Congressional representatives, etc.
- **Barb** – I would like those who have attended the conference for years to take a first-time attendee under your wings and make sure they’re not flailing on their own trying to figure out where to be and how to get into buildings/meetings, etc.

#### **11:04 a.m. New Business**

- **Barb** – any new items? Bill – any priorities from the state?
- **Bill** – no, nothing on our list.
- **Kevin** – when I tried to register Joanie, I did not see a discount for the LPT members.
- **Barb** – LPT members get invited to certain events that others don’t, but they normally don’t get a discount to the conference itself.

**Next meeting:** February 9, 2024, 10:30 – 11:30 a.m. via Zoom

**Adjournment:** Barb Gerken adjourned the meeting at 11:05 a.m.

**Minutes submitted by:** Barb Gerken