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Message from the Convention Chair

By **Greg Roth**



I'm thrilled to welcome you to the 2026 NABIP-NJ Conference at Caesars in Atlantic City for our second year at this incredible venue.

This year's theme, "Rewrite the Playbook: Reinvent. Reimagine. Rise," reflects a fresh perspective for our industry. We're excited to feature three dynamic keynote speakers - **Scott Aaron**, best-selling author, podcaster, and speaker; **Lester J. Morales**, founder and managing partner of Dysrupt Healthcare; and **Connie Podesta**, motivational speaker, each bringing powerful insights to help you grow and strengthen your business.

Once again, the conference delivers an engaging and energizing format, filled with education, networking, entertainment, and fun across three full days. We're introducing newly refreshed education sessions, including professional development with one CE credit available Tuesday afternoon and three more on Wednesday—both back by popular demand. In total, attendees can earn up to 10 CE credits throughout the conference.

A special thank you goes to this year's convention committee for their outstanding work. Their creativity and dedication have brought exciting new enhancements to this year's event, and we're confident it will be one to remember as we continue to grow and elevate the conference experience.

Our program is designed to equip you with practical tools and proven strategies to drive sales and stay ahead in the ever-evolving health insurance landscape. You'll gain valuable insights from industry experts while connecting with peers and sharing ideas that can help boost your bottom line.

Be sure to join us for our golf outing at its new location, Ballamor Golf Club, on Monday—a perfect opportunity to enjoy the course or simply relax and network.

Not a golfer? Monday also kicks off with a three-credit ethics CE session, along with additional courses offering a total of six CE credits for the

day. In the evening, enjoy complimentary cocktails, delicious food, and your first look at our expanded exhibit hall—bigger and better than ever. This year's cocktail reception will take place once again, from 4-6 p.m., allowing time for private company dinners afterward.

Tuesday promises a full day of activity, beginning with our general session where we'll honor the 2026 Lou Mattei Award recipient, along with our state and local award winners. Our keynote speakers will then take the stage to continue the conversation with deeper insights and inspiration.

Following the morning sessions, the exhibit hall reopens for a buffet lunch and ample time to connect with both familiar and new vendors.

In the afternoon, don't miss additional professional development by **Scott Aaron** and **Connie Podesta**, finishing with a CE session led by **Lester Morales**, titled "Healthcare Isn't Broken, It's Working Exactly as it Was Designed." It's sure to be a standout.

Later, join us for our eleventh-annual wellness event, sponsored by CRC Benefits—the "Boardwalk Empire Challenge." Whether you run, walk, or take a more relaxed approach, this 5K event will take place Tuesday from 5:15-6 p.m., heading south to Ventnor and back.

Tuesday night brings the highly anticipated Club NABIP-NJ at Wild Wild West. Get ready for a memorable evening featuring the return of **Nick Ryan and the Mess**. This year's theme is "Jeans & Jerseys," so start planning your outfit.

We'll wrap up the conference on Wednesday morning with breakfast and three additional CE credits. Sessions will be led by **Ross Honig** and **John Crotty** of OCA, followed by **Steve Honig** of OCA and **Chris Vanderwolk** of Sequoia.

I'd also like to extend my sincere thanks to NABIP-NJ President **Jim Lardiere**, outgoing state president, for his continued guidance and support. His leadership and friendship have been invaluable.

Thank you for your continued support of NABIP-NJ. Get ready to Reinvent, Reimagine, Rise, and have some fun as we Rewrite the Playbook together!

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Message from the President

By Jim Lardiere

Welcome to the special spring edition of *The NABIP-NJ News*, released in conjunction with our Annual NABIP-NJ Conference.

It has been an incredibly busy, productive, and rewarding year for NABIP-NJ. None of our accomplishments would have been possible without the unwavering support and dedication of so many individuals. Our State Chapter Board and committees are filled with talented, committed contributors – far too many to recognize individually, but all deserving of sincere appreciation.

One clear reflection of this collective effort is the strength and momentum we've built across every aspect of our organization this year. From programming and advocacy to member engagement and communications, these accomplishments speak to the hard work and commitment of our board and committee members.

Serving as President during a time of both significant change and opportunity has been a true privilege. As my one-year term ends, I want to express my gratitude to the leaders who came before me and helped shape the strength and success of our association.

Looking ahead, I am proud to share that on July 1, 2026, I will pass the gavel to **Greg Roth**, who will lead us forward into 2027. Greg's dedication to both our organization and the industry is unmatched, and he has been an invaluable member of our team. The success you see at this year's conference—from the energy of Club NABIP-NJ, to the "Boardwalk Empire Challenge," to our outstanding speakers – is a direct reflection of his leadership and vision.

As we reflect on the past year, there is much to celebrate. From hosting a successful conference at Caesars to expanding our communication efforts – especially through social media – we continue to evolve and grow. These achievements are driven by a collaborative, forward-thinking board and the invaluable support

of our association management partners at Jaffe.

Our financial position remains strong, allowing us to maintain a responsible budget while continuing to invest in our members – particularly newer members – through impactful programs like the Capitol Conference, the annual "State of the State" event, and our Annual Conference in Atlantic City.

On the advocacy front, our Legislative Management Team (LMT), led by **Staci Grant** and Deputy Legislative Chair **Chris Vanderwolk**, continues to engage with key state leaders on important developments impacting New Jersey. Their leadership has strengthened our quarterly legislative updates and expanded opportunities for member involvement. If you haven't yet participated, I encourage you to join an upcoming session.

Today, NABIP-NJ enjoys unprecedented access to decision-makers across New Jersey. Our advocacy efforts are elevating our presence in Trenton and reinforcing our role as a trusted resource for both the industry and the consumers we serve. Together, our collective voice is making a meaningful impact.

Thank you for the opportunity to serve as your President this past year. It has been an incredibly rewarding experience and a true honor. I look forward to connecting with many of you at the conference as we continue to build momentum and advance our industry under Greg's leadership.

NABIP-NJ remains the backbone of our industry, and I encourage each of you to get even more involved in the year ahead. Greg and the 2026-2027 Board will undoubtedly benefit from your engagement and contributions.

In closing, thank you for an outstanding year. This experience has been both personally and professionally fulfilling, and one I will always value.



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You're Not Alone: Why Membership in NABIP-NJ Matters More Than Ever

By Katie Skilton

Welcome to our Annual Convention in Atlantic City and thank you to **Greg Roth** for planning a conference filled with professional development, continuing education, and fun. Each year, this event brings together the very best of our association – brokers, carrier partners, vendors, and industry leaders – all united by a shared commitment to education, advocacy, and connection. There is truly nothing like the energy that fills the room when our members come together.

The Annual Conference is one of the highlights of the NABIP-NJ calendar. It's a time to learn from industry experts, gain valuable insights into the everchanging healthcare and benefits landscape, and earn continuing education credits, all while building relationships that strengthen both your business and our profession. From engaging CE classes and professional development sessions to meaningful conversations in the exhibit hall and beyond, we hope this conference leaves you informed, inspired, and reenergized.

As Membership Chair, I also want to take a moment to extend a heartfelt thank you to our loyal members. Your continued support of NABIP-NJ is what makes everything we do possible. Because of you, our organization remains strong, relevant, and impactful at the local, state, and national levels.

Your participation in meetings, events, advocacy efforts, and leadership opportunities helps ensure that NABIP-NJ continues to be a powerful voice for our industry.

Membership is more than a line item – it's an investment in your professional growth and in the future of our industry. Whether you've been with NABIP for decades or have joined more recently, your engagement matters. Together, we advocate for meaningful policy, provide education that keeps pace with change, and foster a community where professionals support one another both personally and professionally.

I would also like to encourage our non-members and first-time conference attendees not only to join the association but to take full advantage of everything NABIP-NJ has to offer. Introduce yourself, ask questions, attend sessions outside your comfort zone, and consider getting involved at the local or state level. Some of the most rewarding professional relationships and leadership experiences begin right here at this conference.

Thank you again for being part of NABIP New Jersey and for joining us in Atlantic City. We are grateful for your trust, your dedication, and your continued commitment to our association. I hope you enjoy a fantastic conference filled with learning, networking, and a little fun along the way.

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Stacy McBride	
Maria Natal	MakItHappen Group
Peter Renga	Aetna
Noel Santiago	
Frederick Torlish	FWT Insurance Services

NABIP-NJ Chapter News



North Chapter
Frank Basile, President

This past year as President of the Northern Chapter for 2025-26 has truly been a roller coaster; with all the changes our industry has been experiencing.

We continue to have a dedicated and experienced board, with all members contributing to our success. As a result, I am proud to say we have maintained our GOLD Chapter certification.

Our strong board has continued to support our members through the many challenges facing our industry. Legislative Chairs **Staci Grant** and **Tom Siino** have worked tirelessly to educate our members on the changing landscape in Trenton. With the election of a new Governor and the appointment of a new Commissioner of Insurance in New Jersey, their dedication has ensured our members stay informed about laws affecting our industry—and that our voices are heard by lawmakers.

The efforts of our NABIP State Legislative Team each year are invaluable to our members.

John Crotty, **Todd Lordi**, and **Tom Siino** delivered informative meetings and CE events throughout the year. We covered a wide variety of topics, including wellness, the cross-section of Medicare and group plans, ICHRAs, online resources for producers, and AI and technology in benefits. These CE meetings provided our members with a strong blend of new information and practical ideas.

In addition, we hosted panel discussions at the Westin Governor Hotel in Morristown and the Cloverleaf in West Caldwell. Topics included alternative carrier strategies, a self-funded panel featuring major carriers in New Jersey, and a Medicare Summit. In April 2026, we were especially proud to partner with our Central Chapter to host an Executive Carrier Panel at Galloping Hill Golf Club, featuring key leadership

from the five major carriers in New Jersey. This was a very well-attended and successful event.

This past September, we held our 30th Annual Golf Event at Galloping Hill Golf Club. **Denise Fiore** organized a flawless event on a beautiful day for golf. Our board raised funds for the Folds of Honor Foundation, which supports the children of fallen or disabled soldiers and first responders through higher education scholarships. Special thanks to **Greg Roth** and **Katie Skilton** for their help with the event.

In October, we joined other local chapters and the State Chapter for the annual State of the State in Healthcare Symposium, which was a tremendous success.

Our December holiday event was once again held at Capital Grill. In the spirit of the season, we collected donations for the JBWS Foundation, which provides safety, support, and solutions for individuals facing domestic abuse.

As always, I want to thank our board: **Jim Lardiere**, our Treasurer and current State President; **Katie Skilton** and **Craig DeRosa** on Membership; **Alexis-Rose Millar**, our Social Media Chair; **Lisa Favata**, our Board Secretary and an invaluable source of support over the past two years; **Chris Berry-Toon**, our HIAPAC representative; and **Scott Douglas**, our Awards Chair.

As my second year as President comes to an end, I want to express how meaningful this experience has been. I had the opportunity to attend two Capitol Conferences in Washington, D.C., which were both educational and eye-opening, as well as a national conference in Miami. The dedication and hard work of our NABIP-NJ team are truly remarkable.

As I pass the torch to the next President, **Todd Lordi**, I will remain actively involved in this outstanding organization. I believe deeply in the value we bring to this industry and in the important role NABIP-NJ plays in keeping us informed, relevant, and vital to our clients.

Thank you all.



NABIP-NJ Chapter News



Central Chapter
Michele Burke, President

As I reflect on my 2025-26 term as President of NABIP Central Jersey, I am incredibly proud of the strength, collaboration, and continued forward momentum our chapter has achieved. This year was defined by member engagement, professional development, and a renewed commitment to advocacy within our industry. None of this would have been possible without the dedication of our outstanding board members, whose leadership and passion continue to elevate our chapter's success.

Melissa Vanduyn, Central Jersey Past President, has been relentless in giving her time to assist with chapter communications. She consistently stepped in at meetings, often being one of the first to help wherever needed. Her efforts are truly appreciated.

Mark Shore, our incoming President, has been instrumental in driving strategic growth and consistency within our chapter this past year. His thoughtful leadership, along with his dedication as Legislative Chair, helped strengthen our programming and ensured our events remained relevant and aligned with industry updates. As he steps into the role of President, Mark's vision, reliability, and commitment position him perfectly to lead our growing chapter into another successful year.

Sandy Gibson brought exceptional energy and organization to the board. Her attention to detail and commitment to creating valuable member experiences helped elevate the quality of our meetings and initiatives. Sandy is thoughtful, honest, and the kind of Treasurer who is truly invaluable to

our team.

Brandi Bowers, serving as Awards Chair, demonstrated outstanding dedication and creativity in recognizing achievements within our chapter. She approached every task with a proactive mindset, consistently submitting well-executed applications that reflect the incredible talent within our organization.

MaryAnne Egan worked alongside Brandi, always willing to step in and assist wherever needed. As Secretary, MaryAnne keeps our chapter organized, and her input at board meetings and throughout the year has been consistently thoughtful and reliable.

Our Membership Team, **Christina Davies** and **Neil Levinson**, played a key role in retaining and growing the Central Chapter throughout the year. We thank them for their dedication.

Morgan Lade ensured our social media presence shined by capturing and sharing highlights from a fantastic year.

I would like to welcome **Paul Aszkar** as our new Legislative Chair and **Ryan Doyle** as part of the Membership team, as **Christina Davies** transitions to Meeting Development. Paul and Ryan have both previously served on NABIP-NJ Boards, and we are excited to have them back.

Casey Skarecki remains committed to assisting on committees when needed—thank you for your continued support. Thank you as well to **Nathan Martin** for your service. We wish you success in your new role and look forward to seeing you at future meetings.

Finally, a special thank you to our members for entrusting me with the honor of serving as President of the Central Jersey Chapter.



NABIP-NJ Chapter News



Coastal Chapter *Nick Matrongolo, President*

It's been a great first year of my term as President of Coastal NABIP. I'd like to thank everyone on the board for being so supportive and engaged throughout the year.

The board saw a few changes in 2025-26, including:

- **Nick Matrongolo** moving from Vice President to President
- **Jena Brenner** transitioning from President to Immediate Past President
- **Maggie Abitanto** moving from Membership to Vice President
- **Jackie Thompson** joining the board as Membership Chair

The year kicked off with our annual charity golf outing at Jumping Brook Country Club, chaired by **Melissa Bartlett**. This year's benefactor was Fulfill Food Bank in Neptune, whose team joined us on-site to accept our donation and share more about their work. **Melissa Bartlett** always does an outstanding job organizing this event, and this year was no exception.

In December, we were proud to co-host our third annual holiday lunch with the Central Jersey Chapter at Gabriella's Italian Steakhouse in Red Bank. Many thanks again to **Melissa**

Bartlett for planning this successful event alongside **Michele Burke** from Central.

In February, we hosted a two-credit CE course on PEOs—What they are and what brokers need to know—presented by **Joe Stornini** of FNA. UMB Bank sponsored the meeting, which had a great turnout.

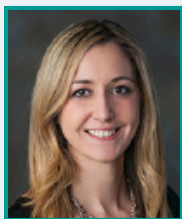
In April, we held our first Annual "Making Waves" meeting (formerly WOW). Under the leadership of **Maggie Abitanto**, the committee did an excellent job organizing an engaging and dynamic event. The program featured four sponsor presentations, ranging from carriers to vendors and PEOs, along with chapter and legislative updates that provided valuable business insights. Our keynote speaker, three-time Super Bowl champion and current Sunday Night Football host **Devin McCourty**, delivered a powerful and engaging presentation. A huge thank you to our sponsors and board members who made this event a success.

Looking ahead, our annual golf outing is scheduled for Monday, July 20, at Jumping Brook Country Club in Neptune, NJ—save the date!

Finally, a huge thank you to our entire board for a great year: **Jena Brenner, Maggie Abitanto, Barrie Krywinski, Jackie Thompson, Melisa Malast, Melissa Bartlett, Steve Hund, Maria Rogers, and Tyler Jackson**. We look forward to another great year ahead!



NABIP-NJ Chapter News



South Chapter
Jessica Jones, President

It's hard to believe my time as South Chapter President is coming to an end. The past two years have flown by, and it has been a great pleasure to see our members—and so many non-members—come together at our monthly chapter meetings.

None of this would be possible without our amazing board members:

- **Angelica Wilson** – current Vice President and incoming Chapter President
- **Sue McCreery** – Treasurer
- **Heather Barker** – Secretary
- **Chris LaDelfa and Gladys Cartagena Eskridge** – Membership Chairs
- **Priscilla Rodriguez and Francois Lodonou** – Professional Development Chairs
- **Tamalyn Wandler** – Legislative Chair
- **Geneva Moody** – recently joined as DEI Chair
- **Lindsey Cowperthwait** – Awards Chair
- **Ella Jakucki** – Social Media Chair

Over the past year, I'm proud of the intentional effort we made to ensure every market segment was represented and supported. Whether you are an individual broker, Medicare broker, group broker, vendor, general agent, or carrier, we worked to provide at least one meeting tailored to your specific needs. Our goal was to create meaningful opportunities that delivered both value and variety. We hope you found content and connections throughout the year that were relevant, impactful, and worthwhile.

We held our annual Medicare meeting in September with **Justin Lubenow** from Senior Advisors. His two-hour CE course, "Avoid the Top 5 Mistakes People Make on Medicare," offered both NJ and PA credits. Justin provided valuable insight into the Medicare market and helped prepare us for the upcoming open enrollment season.

In October, we hosted an ACA Panel for Individual Consumer Plans at Ramblewood Country Club in Mt. Laurel. Savoy, an RPS company, and Oscar sponsored the event. Panelists from AmeriHealth, Horizon, Oscar, and Independence Blue Cross covered cost and affordability, subsidies, product changes for 2026, and more.

In November, we shifted our focus to the group market with a Small Group and Level-Funded Carrier Panel, also at Ramblewood Country Club. Sponsored by Kistler

Tiffany Benefits, a OneDigital company, the panel featured AmeriHealth, Horizon, Aetna, UHC Oxford, and Independence Blue Cross. Discussions included product and coverage changes for 2026, cost, transparency, and more.

December's holiday luncheon had a great turnout, with nearly 50 participants at Eddie V's in Cherry Hill. Members enjoyed lunch and time together while raising over \$500 for our "Adopt-a-Family" initiative with a local daycare center in Hainesport, NJ. Our chapter matched the donations, allowing us to provide over \$1,000 in gifts. Several board members delivered the gifts and spent time with the children—complete with **Chris LaDelfa** dressed as Santa. We are incredibly grateful for our community's generosity and the meaningful impact we were able to make.

In January, we offered a one-hour CE course presented by AmeriHealth: "An Introduction to Mental Health Parity: NJ Implementation and Impact." Sponsored by B.Komplete, the event also included wellness activities and a fun kickoff to the new year.

Our February meeting was a virtual CE event in partnership with the Central Chapter. This two-credit webinar explored how ICHRAs are reshaping employer-sponsored healthcare, with presentations from Oscar and Zorro on flexibility, cost control, personalization, and managing rising healthcare costs.

In March, we hosted our WOW Meeting at Splitz Luxury Suite at Laurel Lanes in Maple Shade, NJ. The event featured an overview by **John Selby** on Medicare Advantage in 2026 and expectations from CMS in 2027. Our featured session, led by **Chris Vanderwolk, Josh Brooker, Kurian Manavalan, and John Crotty**, made for a perfect mix of networking, fun, and industry insight—plus some friendly (and competitive) bowling.

In April, we hosted a PEO Matchmaker Roundtable featuring partners who work collaboratively with brokers. ADP, Paychex, BBSI, and Clear each rotated tables, providing in-depth discussions on their offerings, broker concerns, real-life examples, and how partnerships can work when the fit is right. As a group broker myself, I found this session especially valuable.

On Thursday, May 28, we will host our South Jersey NABIP Golf Outing at Ramblewood Country Club—a return to this venue after several years. We are currently accepting sponsorships and registrations. As always, we will offer a CE course after the shotgun start for non-golfers. It promises to be a great event for everyone, whether you play golf or not.

I thank the members of the NABIP-SJ Board for their commitment and drive to grow the chapter and make it one our members are proud to be part of. Thank you!





Spotlight on Christina Davies

NABIP-NJ is proud to spotlight Central Chapter Membership Chair **Christina Davies**.

A lifelong resident of Hamilton, New Jersey, Christina lives there with her husband and their two young boys. Born and raised in Hamilton, New Jersey, Christina still calls it home today, where she lives with her husband and their two young boys.

Staying close to her roots has remained an important part of her personal and professional journey.

Christina's path into the industry began through a trusted connection. A friend working at AmeriHealth recognized her potential and encouraged her to join as a small group retention representative. That opportunity sparked what has become a growing and successful career in the benefits space.

Today, Christina serves as a Benefits Sales Executive at CRC Benefits, where she has spent the past two years building her expertise and helping clients navigate their benefits solutions.

Her involvement with NABIP-NJ was inspired by fellow member **Michele Burke**, who encouraged Christina to step into a leadership role as she continued to grow her career on the general agent side. Since then, she has taken on the role of Membership Chair for the Central Jersey Chapter, where she plays a key role in strengthening and expanding the organization.

Looking ahead, Christina is focused on continuing to grow NABIP-NJ's membership while also bringing engaging and relevant topics to chapter meetings, ensuring members receive value and meaningful opportunities to connect.

When asked what advice she would share with young brokers, Christina emphasizes the importance of relationships: "Build relationships with people in all areas of the industry, because you never know where your career may take you."

And here's something you might not know—outside of her professional life, Christina is also a 200-hour certified yoga instructor, bringing balance and mindfulness into her busy schedule.

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Message from the Legislative Management Team

By Staci Grant, LMT Chair

Expiration of Subsidies Increase Health Care Costs for 70,000 New Jerseyans

Inaction to extend federal enhanced premium tax credits for consumers purchasing coverage through health insurance marketplaces under the Affordable Care Act has resulted in nearly 14% of those initially enrolled in health plans through Get Covered New Jersey to drop their coverage, according to the state Department of Banking and Insurance.

As of April 15, total enrollment on the State Exchange stood at 440,362 – reflecting a net loss of 68,830 enrollees since the end of Open Enrollment. Get Covered New Jersey, the State's Official Health Insurance Marketplace, ended Open Enrollment for the 2026 plan year on January 31, with enrollment at 509,192, down slightly from the 513,217 enrolled for the 2025 plan year.

However, as this year's premiums came due, like many states across the country, New Jersey has seen tens of thousands of enrollees lose their 2026 coverage due to nonpayment of the higher premiums.

Among those who are covered, many New Jerseyans have

chosen to “buy down” from Silver plans to Bronze plans that have lower premiums but much higher out-of-pocket costs.

The Marketplace plans offered through Get Covered New Jersey are categorized into three types (or “metal levels”): Bronze, Silver, and Gold. In plan year 2025, approximately 83% of the enrollees who actively shopped for a plan enrolled in a Silver plan, compared to plan year 2026 where active Silver selections fell to 68%.

Active Bronze selections increased from 16% for plan year 2025 to 31% for plan year 2026. The percentage of consumers receiving financial help to pay \$10 a month or less for coverage fell from 48% for the 2025 plan year to 11% for plan year 2026.

Federal and state subsidies remain available for those who qualify. New Jersey has made available state subsidies, called NJ Health Plan Savings, to qualifying residents with household incomes up to 600% of the Federal Poverty Level. In 2026, an individual with an income of up to \$93,900 and a family of four who makes up to \$192,900 can receive state subsidies to lower the costs of health coverage.

From plan year 2021 to plan year 2026, New Jersey has invested over \$1 billion in state support for Get Covered New Jersey consumers.

NABIP-NJ On the Move





A Message from NABIP-NJ Headquarters

By Jonathan Jaffe and Lisa Strug



Greetings from NABIP-NJ HQ!

As we embarked on the 2025-26 year, President **Jim Lardiere** and the Board of Directors established a priority to showcase the enormous value of membership and the impact of the association on the entire health care industry. As you check out the '26 conference, and all the great vibes going around, you will quickly agree that the leadership team has accomplished its goal.

We were pleased with the success of the 2025 "State of the State," returning to the Delta Hotel in Iselin. Once again, it attracted hundreds of attendees and returning sponsors, and has become a reliable fundraiser for the Association, year after year. We thank **Ray Pokorny** for his years of service as chair, as he passes the reigns to outgoing president **Jim Lardiere**.

We must also recognize the hard work and diligence of our Membership Committee, run by **Katie Skilton**, which meets via conference call every month to discuss opportunities, share ideas, and focus on overall membership growth. If you're reading this at the Annual Conference, say hi to Katie. She is eagerly waiting to greet you.

As membership is the lifeblood of the organization, the committee is always looking for additional members who can help identify and recruit fellow brokers and carriers into the organization throughout New Jersey. Please call the Association office at 908-349-0789 if you would like to be involved for the upcoming year, or if you have a suggestion for the ideal candidate.

We are so pleased the annual conference has returned to Caesars, building upon the success that NABIP-NJ enjoys each year. And we are pleased to tell you that we will be staying at Caesars Atlantic City for next year's conference, as well. After that? We'll have to wait and see.

This is a tremendous year for the conference, run by President-Elect **Greg Roth**. We are sure it will succeed on many levels for the association, positioning the must-attend event for even more success when **Chris Vanderwolk** takes over as Conference Chair for the 2026-27 year.

We would also like to note the incredible work this year to promote our legislation agenda. LMT Chair **Staci Grant**, and Deputy Chair **Chris Vanderwolk**, continue to take their roles to the next level. The LMT holds a monthly call to discuss pertinent issues and NABIP-NJ's position. The LMT has been superb stewards of HIAPAC donations, ensuring critical and limited resources are well-spent. It is more important than ever to contribute, as these member donations ensure we continually have a seat at the table.

On behalf of **Meredith Levy**, **Andrea Klimkowski** and the rest of the association staff, it continues to be a pleasure to serve this organization, which - in all honesty - has become more like an extended family for us.

We look forward to seeing you at NABIP-NJ events and continuing to identify new, exciting ways in which we can work together to help NABIP-NJ thrive. Thank you for the opportunity to serve this great organization. You'll have another memorable time in Atlantic City!

IS YOUR BUSINESS GETTING THE MESSAGE OUT?

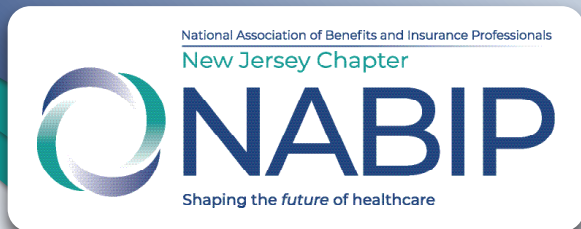
TAKE ADVANTAGE OF OPPORTUNITIES TO GET MORE INVOLVED WITH NABIP-NJ.

SPONSORSHIP PACKAGES INCLUDE:

- ❑ ADVERTISEMENTS IN PRINTED AND MAILED NEWSLETTERS
- ❑ YOUR LOGO ON OUR WEBSITE
- ❑ YOUR LOGO IN OUR E-NEWSLETTERS
- ❑ YOUR LOGO ON A TEE AT THE ANNUAL GOLF OUTING
- ❑ RECOGNITION AT THE ANNUAL CONFERENCE
- ❑ AND MUCH MORE!

PLEASE CONTACT LISA STRUG IN THE ASSOCIATION OFFICE TO ENSURE THAT YOU ARE GETTING THE BEST POSSIBLE EXPOSURE FOR YOUR COMPANY. CALL US AT 908-349-0789 OR EMAIL AT INFO@NABIP-NJ.ORG





The last several years of HIAPAC drives at the State of the State Symposium have had unprecedented success. We have more than doubled the number of enrolled HIAPAC supporters and increased the monthly HIAPAC revenue by more than 50 percent!

This monthly income will continue to secure NABIP-NJ's seat at the table in Trenton, discussing important legislation concerning our industry. "Under the guidance of our lobbyist, **Dale Florio**, we have made strategic use of funds and would like to thank our donors, chapters and non-members for their continued support," HIAPAC Chair **Chris Vanderwolk** said.

Thanks to these drives and to all of you, there is **more than \$100,000 in the HIAPAC fund** with more than 65 monthly contributors. Thank you to those who are supporting our industry on a monthly basis. We have made excellent use of the funds and are proud we reached our initial goal of \$100,000. Now we are targeting \$125,000 in 2026!

To accomplish the aggressive legislative goals of the organization, it is critical to continue to generate more donors, with a consistent stream of revenue to keep the fund at this amazing level. "We need to continue building our reserves in order to keep our seat at the very valuable table where we need to be," Chris said.

Thank you HIAPAC Contributors!

PLATINUM

Anthony Carro
MaryAnne Egan
Dominick Fanuele

Stephen Honig
Doug Lubenow
Justin Lubenow

Daniel Toner

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Stephanie
Colonna-Romano
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Matthew Roy
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Dawn Rudders
Michael Schechner
Theresa Semple

Katherine Skilton
Angelica Wilson
Johanna Wilson
Susan Wolfman

Thank you to the 2025-26 State Board, Chapter Boards and Committees for their hard work and dedication to NABIP-NJ

State Board

Jim Lardiere – President	Katie Skilton – Membership Chair
Lauren McCann – Immediate Past President	Scott Douglas – Awards Chair
Greg Roth – President Elect	Ray Pokorny – State of the State Chair
Chris Vanderwolk – Vice President and HIAPAC Chair	Barbara Napolitano – Community Service Chair
Ross Honig – Treasurer	Sandy Gibson – DEI&B Chair
Jena Brenner – Secretary	Frank Basile – North Chapter President
Staci Grant – State Legislative Chair	Michele Burke – Central Chapter President
Maggie Abitanto – Social Media/Communications Chair	Nick Matrongolo – Monmouth Ocean Chapter President
Steve Honig – Education Chair	Jessica Jones – South Chapter President

Chapter Boards

North

Frank Basile
Todd Lordi
Scott Douglas
Lisa Favata
Jim Lardiere
Staci Grant
Craig DeRosa
Katie Skilton
Chris Berry-Toon
Alexis Rose Millar

Central

Michele Burke
Melissa Vanduyn
MaryAnne Egan
Sandy Gibson
Mark Shore
Christina Davies
Brandi Bowers
Nathan Martin
Neil Levinson

Coastal

Nicholas Matrongolo
Maggie Abitanto
Jena Brenner
Melisa Malast
Barrie Krywinski
Jackie Thompson
Steve Hund
Tyler Jackson
Maria Rogers

South

Jessica Jones
Angelica Wilson
Andrew Flanagan
Heather Barker
Susan McCreery
Tamalyn Wander
Chris LaDelfa
Gladys Cartagena-Eskridge
Priscilla Rodriguez
Francois Lodonou
Geneva Moody
Lindsey Cowperthwait
Ella Jakucki

Committees

Membership Committee: Chair: **Katie Skilton**

Frank Basile, Joe Bosotina, Michele Burke, Gladys Cartagena-Eskridge, Christina Davies, Craig DeRosa, Jessica Jones, Chris LaDelfa, Jim Lardiere, Neil Levinson, Nick Matrongolo, Jackie Thompson

Legislative Committee: Chair: **Staci Grant**, Deputy Chair: **Chris Vanderwolk**, Chairman Emeritus: **Desmond Slattery**

Michele Burke, Gary Cupo, Jim Lardiere, Doug Lubenow, Dave Mordo, Rob Saphow, Sara Simkins, Tom Siino, Toby Stark



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What Will NABIP-NJ Do for You in 2026?

Legislative Involvement

- Thanks to HIAPAC funds, we will attend many legislative events for the state's leadership to educate them about NABIP-NJ.
- We have **65 monthly HIAPAC contributors** and growing.
- Our voice has gotten stronger each year; our HIAPAC fund has reached **\$100,000** and we need your help to keep it there.
- We have **60 NABIP-PAC contributors** supporting federal legislators who are making a difference in our industry on a national scale.
- We participate in the New Jersey Healthcare Quality Institute, enabling NABIP-NJ to have a voice alongside leadership from New Jersey's health systems and influential associations.
- **We are your voice!** We have ongoing meetings in Trenton with influential legislators, such as **Governor Mikie Sherrill**.

Education

- Annually, we offer **40-50 CE credits** on a variety of topics, such as: FMLA and Paid Leave, Single Payer Healthcare, Ancillary Benefits, and In-depth Look at Association Health Plans.
- We will provide the annual required Ethics CEs at each of the chapters and at our **annual convention**.

Community Involvement

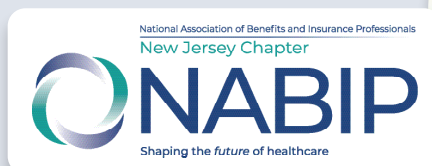
- We will **support charities**, such as Bridges, the Raine Foundation, HOPE Sheds Light and The Seeing Eye.

Annual Convention

- We will host **more than 600 people** at the annual NABIP-NJ convention in May, offering 10 CE credits.
- We attract more than **65 sponsors/exhibitors** for networking.

NABIP-NJ is working for you.

Not a member? **JOIN TODAY!**





RACING AHEAD

PROGRESS. INNOVATION. DRIVE.



**ANNUAL
CONVENTION**

JUNE 27–30, 2026
HARRAH'S RESORT
ATLANTIC CITY, NJ

STATE OF THE STATE IN HEALTHCARE

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