

THE ANNUAL MEETING OF THE USA ALLIANCE WAS CALLED TO ORDER ON SEPTEMBER 21, 2007 AT THE CLOISTER AT SEA ISLAND AT 8:00AM BY PRESIDENT LEN LOVULLO. THOSE IN ATTENDANCE WERE DICK THOMAS, SANDY JACKSON, WES DUESENBERG, KERRY DILLARD, JOHN GRIFFIN, BOB DISTEL, MERWYN LARSEN, RON GABOR, MIKE JOHNSON, ROBBIE JOHNSON, FRANCIS JOHNSON, GREG MURREY, BILL MURREY, JACK MILLER, PETER SCOBIE, BOB KATZ, PAUL DAVIS, ROB TUSCANO AND JOHN MUNDELIUS.

OUR FIRST ORDER OF BUSINESS WAS THE PRESIDENT'S PANEL. THOSE IN ATTENDANCE WERE STEVE VACCARO MAX SPECIALTY, BILL MURRAY CAROLINA CASUALTY AND MIKE HORSMAN WESTERN HERITAGE. OUR DISCUSSION INCLUDED THEIR INDIVIDUAL COMPAINES AND THE MARKETPLACE IN GENERAL. AT 10:15 THE DISCUSSION WAS CONCLUDED.

AT 10:30 PRESIDENT LEN LOVULLO CALLED OUR MEETING TO ORDER.

PAUL DAVIS IS HOSTING THE 2008 MEETING WHICH WILL BE OCTOBER 16-19 IN ROCKWALL. HE IS PLANNING ON US VISITING HIS OFFICE AS WELL AS WE WILL BE INVITING OUR SONS AND DAUGHTERS IN THE BUSINESS TO ATTEND AS WELL.

LEN LOVULLO GAVE AND UPDATE ON BARON.

IT WAS DECIDED TO GO AHEAD AND SCHEDULE OUR MEETINGS FOR THE NEXT FEW YEARS. AFTER VOTING, OUR MEETINGS ARE AS FOLLOWS:

2009 SANDY JACKSON
2010 WES DUESENBERG
2011 MERWYN LARSEN

THERE BEING NO FURTHER BUSINESS FOR THE DAY, A MOTION WAS MADE BY SANDY JACKSON AND SECONDED BY JACK MILLER TO ADJORN.

THE NEXT DAY, OUR MEETING WAS CALLED TO ORDER BY PRESIDENT LEN LOVULLO AT 8:05 AM. EVERYONE IN ATTENDANCE FRIDAY WAS PRESENT TODAY.

THE MINUTES FROM THE 2006 MEETING WERE READ BY GREG MURREY. BOB KATZ MADE A MOTION TO ACCEPT THE MINUTES AS READ AND JACK MILLER SECONDED. ALL THOSE PRESENT VOTED TO ACCEPT THE MINUTES AS READ.

DISCUSSION WAS OPENED ON WHO WE WILL INVITE AS COMPANY PRESIDENTS TO OUR 2008 MEETING. AFTER NOMINEES WERE DISCUSSED, A VOTE WAS TAKEN. OUR LIST INCLUDES TOM KUZMAN, TOM STAMM,

ANDY FRAZIER, JAY LUGHES, SUSAN RIVERIA, JIM MCINTYRE AND PAUL SPRINGMAN.

LEN THEN SPENT SOME TIME GOING OVER OUR WEBSITE, WITH WHAT IS THERE, PASSWORDS, ETC.

NEW MEMBER DISCUSSION WAS NEXT. SEVERAL PEOPLE WERE DISCUSSED. A MOTION WAS MADE BY JOHN MUNDELIUS TO ACCEPT MARK SCOTT, TRANS CAL, SACREMENTO AS A MEMBER. PAUL DAVIS SECONDED. A SECRET BALLOT WAS TAKEN. GREG WILL CONTACT JOE TIMMONS AND IF NECESSARY BARON GARCIA FOR FINAL ACCEPTANCE.

PETER SCOBIE HAS PURCHASED UNITED BROKERS INSURANCE NEW ALBANY, INDIANA AS OF AUGUST 1. MOSTLY LONG HAUL TRUCK, BUT DOES WRITE IN A LOT OF STATES. FIVE STATES OHIO, KENTUCKY, TENNESSEE, GEORGIA AND INDIANA ARE OVER \$1,000,000 PREMIUM EACH. PETER DISCUSSED HIS POSITION WITH THE GROUP AND THEN WAS ASKED TO LEAVE THE ROOM SO THE MEMBERS COULD DISCUSS HIS CONTINUING MEMBERSHIP. DISCUSSION WAS VARIED AND QUITE LONG BUT IT WAS FINALLY AGREED THAT WE WOULD TAKE NO ACTION IN THIS MATTER AND THAT WE WOULD HANDLE FUTURE PURCHASES AS THEY COME UP.

LEN PRESENTED THE TREASURERS REPORT. DUES FOR 2007 HAVE NOT BEEN SENT OUT. THEY WERE \$2400 FOR THE YEAR. A MOTION WAS MADE BY DICK THOMAS AND SECONDED BY MERWYN LARSEN THAT DUES FOR 2007 BE \$2500. ALL VOTED IN FAVOR OF THIS MOTION. A MOTION WAS THEN MADE BY SANDY JACKSON AND SECONDED BY DICK THOMAS THAT THE TREASURERS REPORT BE ACCEPTED AS PRESENTED.

RON GABOR DISCUSSED SENATE BILL 929 WHICH IS THE NON ADMITTED INSURANCE ACT OF 2007 REGARDS SURPLUS LINES TAXES AND WHERE AND HOW THEY ARE PAID BASED ON THE HOME STATE AUTHORITY. THERE ARE PROBLEMS WITH THIS BILL AND BOTH THE FLORIDA AND GEORGIA SURPLUS LINES ASSOCIATIONS HAVE COME OUT AGAINIST IT. THIS BILL FAVORS THE BIG WHOLESALERS AND RETAILERS. LEN WILL GO TO BERNIE HEINZE ON BEHALF OF THE ALLIANCE AND TELL HIM WE ARE NOT IN FAVOR OF THIS BILL AS PRESENTED.

OUR ROUNDTABLE DISCUSSION INCLUDED MARKET CONDCTIONS, SOFTWARE, KIDS IN THE AGENCY.

THERE BEING NO FURTHER BUSINESS A MOTION WAS MADE BY WES DUESENBERG AND SECONDED BY BOB KATZ TO ADJOURN OUR MEETING AT 12:05PM.

RESPECTFULLY SUBMITTED, GREG MURREY

EXECUTIVE COMMITTEE

THE EXECUTIVE COMMITTEE OF LEN LOVULLO, GREG MURREY, JOHN MUNDELIUS, KERRY DILLARD, PETER SCOBIE AND PAUL DAVIS MEET IMMEDIATELY FOLLOWING THE CONCLUSION OF OUR REGULAR MEETING.

BARON GARCIA AND JOE TIMMONS ARE COMING OFF THE SECOND YEAR OF THEIR TERMS ON THE COMMITTEE. ROB TUCANO AND WES DUESENBERG WERE NOMITATED AND ACCEPTED AS THEIR REPLACEMENTS.

IT WAS AGREED THAT DUES FOR 2008 WOULD REVERT BACK TO \$1800 PER YEAR.

OUR BUDGET FOR THE COMING YEAR IS AS FOLLOWS:

LEGAL	\$ 5000
MEETING	\$ 25,000
INSURANCE	\$ 1200
PRES OFFICE	\$ 3600
TREAUERER	\$1000
SECRETARY	\$ 240
MISC	\$2500
TOTAL	\$38,540

THERE BEING NO FURTHER BUSINESS OUR MEETING WAS ADJOURNED AT 12:15PM.