

THE ANNUAL MEETING OF THE USA ALLIANCE WAS CALLED TO ORDER ON SEPTEMBER 21, 2009, AT 8:12 AM BY PRESIDENT PETER SCOBIE, AT THE MARRIOTT RIVERFRONT, BALTIMORE, MARYLAND. ALL MEMBERS WERE PRESENT EXCEPT GREG MURREY, FRANCIS JOHNSON AND MARK SCOTT.

THE THREE PRESIDENTS IN ATTENDANCE WERE TO MEET SEPARATELY WITH THE MEMBERS FOR ONE HOUR EACH AND THEN ALL THREE WOULD RETURN TO THE MEETING FOR THE LAST HOUR OF THE MORNING.

MARSHALL TURNER, PRESIDENT OF MAXUM SPECIALTY INSURANCE GROUP, DULUTH, GEORGIA WAS THE FIRST SPEAKER. HE FURNISHED EACH MEMBER WITH A BOOKLET, COPY ATTACHED, TO FOLLOW HIS REMARKS. THE CORPORATE STRUCTURE IS NORTHERN HOMELANDS COMPANY, (PARENT HOLDING COMPANY); MAXUM INDEMNITY COMPANY, NON-ADMITTED CARRIER USED IN 47 STATES, PUERTO RICO AND US VIRGIN ISLANDS; MAXUM CASUALTY INSURANCE COMPANY, TRANSPORTATION, CURRENTLY ADMITTED IN 38 STATES. THEY GENERALLY DO BUSINESS WITH MGA'S

MARK WATSON, III, PRESIDENT OF ARGO PRO THE EXCESS & SURPLUS SEGMENT FOR ALLIED MEDICAL, E & O AND ENVIRONMENTA, PRIMARLY. OTHER MEMBERS OF GROUP: ARGONAUT SPECIALTY AND COLONY INSURANCE COMPANY. APPOINTMENTS ARE SPECIFIC FOR EACH SEGMENT. BOB DISTELL SUGGESTED MAYBE ARGO PRO COULD BE A 'TEST' APPOINTMENT ON THROUGH THE ALLIANCE AS MOST MEMBERS HAVE A SMALL VOLUME OF MANY E & S CLASSES OF BUSINESS. MARK FEELS WORKING WITH THE ALLIANCE MAY BE A GOOD OPPORTUNITY FOR THE COMPANY.

JOHN HAYDEN, AMERICAN MODERN HOME/MUNICH RE IS RE-POSITIONING ITSELF IN THE UNITED STATES, TO BE MORE DYNAMIC IN THE EARLY FUTURE. IN ADDITION TO THEIR HEAVY CONCENTRATION IN PERSONAL LINES THEY NOW HAVE ENTERED THE LIMITED AUTHORITY COMMERCIAL PROPERTY & CASUALTY BUSINESS, BOTH ADMITTED AND NON ADMITTED. EXCLUDING TRANSPORTATION JOHN WOULD LIKE TO FIND A WAY TO DO BUSINESS WITH THE ALLIANCE ON GL AND PROPERTY. BROCHURE, BASIS FOR HIS PRESENTATION, ATTACHED.

11:00 AM, THREE PRESIDENTS ROUNDTABLE. MERWIN: 2010 THRU 2012 ANTICIPATION OF MARKET? MARSHALL: NO SIGNIFICANT CHANGE; MARK: 2010 ABOUT LIKE 1999 AND 2011 AND 2012 TOO FAR OUT; JOHN: NO MATERIAL CHANGES, NO ENGINE FOR REVENUE GROWTH. SANDY: WHAT LOOKING FOR IN PARTNERS: CONSENSUS WAS IF MGA OWES THEM MONEY THERE IS A PROBLEM. LEN: WHAT IS IMPORTANT FROM YOUR PARTNERS? CREATIVITY, LOCAL MARKET NEEDS, SUCCESSION. RON GABOR: OUR CHALLENGES ARE LARGE BROKERS, COMMENT. MARSHALL

HAVE VERY FEW SUCH PARTNERS, WILL NOT CHANGE THAT; MARK: BEST TO PARTNER WITH MGA SIZE LIKE ALLIANCE, OWNER OPERATED. DICK: FUTURE NEEDS IN THE FUTURE BY COMPANIES?. TALENT, METHODS, INCENTIVE. CONCENSUS TECHNOLOGY, RE-TOOL INVESTMENT IN PEOPLE PETER: HOW CAN WE MAXIMIZE OUR BUSINESS? LOCAL KNOWLEDGE, INNOVATION, R & D, MUTUAL TRUST AND REDUCE TO SURVIVE AND THRIVE. ADJOURN 12:07PM

MEETING CALLED TO ORDER AT 8:10AM, SEPTEMBER 21, 2009 BY PRESIDENT PETER SCOBIE WHO WELCOMED NEW MEMBER JENNIFER WOOD, OKLAHOMA GENERAL AGENCY. EXCUSED UFO MEMBERS FOR THEIR MEETING. BILL MURREY ACTED AS SECRETARY FOR READING OF THE MINUTES OF OCTOBER 17, 2008 MEETING IN ROCKWALL, TEXAS, WHICH WERE READ AND APPROVED BY JOE TIMMONS AND PAUL DAVIS. MINUTES WERE READ FOR MID YEAR MEETING IN DALLAS, JANUARY 26, 2009 AND APPROVED BY WES DUESENBERG AND PAUL DAVIS.

TREASURER REPORT, LEN LOVULLO READ AND APPROVED BY ROB TUSCANO AND MERWYN LARSON. UFO GROUP BILLED SEPARATELY FOR MEMBER DUES. OPEN STATES DISCUSSION BROUGHT FORTH NO CHANGES. RESULT OF VOTES FOR OFFICERS FOR THE COMING YEAR, WITH NO CHANGES, WERE READ AND APPROVED BY JOHN GRIFFIN AND JOHN MUNDELIUS WITH NO CHANGES.

CONSIDERABLE DISCUSSION WAS HELD CONCERNING THE NEXT ANNUAL MEETING TO BE HELD AT SAGE VALLEY GOLF CLUB, AIKEN, S.C. AND HOSTED BY WES AND JO DUESENBERG. THE MEETING DATES WILL BE OCTOBER 14 – 17, 2010. DISCUSSION OF COMPANY PRESIDENTS BROUGHT 10 NAMES FORWARD AND THEY WERE PLACED IN ORDER OF NUMBER OF VOTES FROM THE MEMBERSHIP. PETER SCOBIE WILL HANDLE FROM THAT POINT. THE MEETING WILL BE IN THE SAME FORMAT AS THIS ANNUAL MEETING, INCLUDING THE UFO GROUP.

REPORT FROM THE MARKETING COMMITTEE WAS GIVEN BY WES DUESENBERG, ROB TUSCANO AND RON GABOR. WORK IS TO GO FORWARD WITH THE CHANGE OF THE LOGO AND HAVING A NEW BROCHURE. HOWEVER, IT WILL BE DISTRIBUTED TO MEMBERS BY COMPUTER WITH PDF FORMAT TO SAVE PRINTING AND MAILING EXPENSE. THE COMMITTEE WILL REPORT AT THE MID-YEAR 2010 MEETING. RON GABOR REPORTED ON COCKTAIL PARTY AT AAMGA AND NAPSLO AND RECOMMENDATION WAS NEGATIVE DUE TO EXPENSE.

LEN LUVELLO, MERWYN, JENNY WOOD, ROB TUSCANO WILL MAKE A SURVEY OF MEMBERS ON NET WRITTEN PREMIUM FOR EACH MEMBER TO BE USED FOR THE NEW BROCHURE.

ROUNDTABLE: SUBMISSION ACTIVITY; USE OF 'FACEBOOK AND TWITTER'; HIT-RATO; IMPACT OF REGIONAL COMPANY E & S COMPETITION.

WES DUESENBERG IS HANDLING, FOR AAMGA, A CHAIR FOR EDUCATION AND LEADERSHIP CLASSES AT GEORGIA STATE UNIVERSITY. THE ALLIANCE VOTED TO CONTRIBUTE \$1,000. TO THE PROJECT.

UFO ATTENDEES: DAN BRAUDE, KEN DISTEL, TRIPP DUESENBERG, MIKE GABOR, VAN GRIFFIN, JONATHAN NIEBERGALL, MARK THOMAS.

JON NIEBERGALL REPORTED FOR THE UFO "BREAKOUT SESSION". MAJOR DISCUSSION 1) PERPETUATION, 2) WHAT UFO ROLE SHOULD BE, 3) HOW THEY WILL MOVE FORWARD, 4) WHAT EACH SIDE EXPECTS OF THE OTHER. A COMMITTEE TO BE SET TO HANDLE.

MID-YEAR MEETING DISCUSSION. DALLAS WAS FELT TO BE BEST LOCATION. HOWEVER, TREY DUESENBERG SUGGESTED A 'GO TO MY MEETING" DUE TO COST AND TIME EXPENDED. THIS WAS ACCEPTED FOR NOVEMBER 19, 2009 AT 2:00 PM TO 4:00 PM **EASTERN STANDARD TIME.**

THE MEETING WAS ADJOURNED AT 4:07 PM, SEPTEMBER 22, 2009