



Nimble. Strategic. On Time.  
MGAs since 1985.

The annual meeting of the USA Alliance was called to order by President Rob Tuscano on October 19, 2011 at 8:00 am in the Northshore Room of the Canal Park Lodge, Duluth, Minnesota.

Today's meeting is for our invited Company Presidents Tom Kuzma, Nautlius, Richard Schmitzer James River and David Firstenburg Canal Insurance Company.

Each Company President spoke for about 45 minutes individually about their company. At the end, all three were called together for a Question and Answer session.

Our meeting was adjourned at 11:30 am.

The business meeting of the USA Alliance was called order on October 20, 2011 at 8:05 am by President Rob Tuscano. Those present were Jenny and Merwyn Larsen, Jack and Dave Miller, Paul Davis, Dick, Mark and Alex Thomas, Gene Horner, Jinny Tuscano, Greg Murrey, Ron Gabor, Matthew and John Mundelius, John Griffin, Jenny Wood, Mike Johnson, Dan Braude, Sandy Jackson, Wes Duesenberg, Rich Distel, Kerry Dillard and Peter Scobie.

The minutes from last years meeting were read by Secretary Greg Murrey. A motion was made by Paul Davis and seconded by Sandy Jackson that the minutes as read be approved. All those present voted in favor.

The Treasurers Report was submitted by Rob Tuscano in Len's absence. After discussion, a motion was made by Sandy Jackson and seconded by Merwyn Larsen that the report as submitted be approved. All those present voted in favor.

The Nominating Committee report was given by Rob Tuscano. The offices nominated for the coming term are:

President Rob Tuscano  
Vice President Kerry Dillard  
Treasurer Len LoVullo  
Secretary Greg Murrey  
Executive Committee One Year Term Jenny Wood and Ron Gabor  
Executive Committee Two Year Term Dick Thomas and John Mundelius  
Past President Peter Scobie

A motion was made by Wes Duesenberg and seconded by Peter Scobie that the nominations for officers be accepted as presented. All those present voted in favor.

New Members were then discussed. New England Excess, Mari Schaarschmidt, had submitted an application for membership. After much discussion, it was agreed that not enough of the members knew them well enough to consider them for membership. No vote was taken. It was agreed we would table their application for membership and that both Mari and Ralph, as well as our existing members, should take the responsibility to get to know each other better. Merwyn will advise Mari. Also, Jack Nebel of Jack Nebel Companies was brought up for discussion by Wes. While they do business in Indiana, they also do a lot in Illinois and they do compete with Jack Miller and as such, the discussion was dropped. Merwyn brought up Shawn Urbanski of Surplus Insurance Brokers in Indiana. It was agreed we would get an application and familiarize the members with him.

There was further discussion about the fact that do we need an actual Membership Committee rather than individual members bringing people up for consideration. It was agreed that this would be a better approach. Jenny Wood, Paul Davis and Merwyn Larsen would serve on this committee. All members should forward any prospective members they may have to one of the Membership Committee members for further consideration.

John Mundelius then reported on the Annual meeting for 2012 which will be held in Napa Valley. Silverado is the easy and less expensive option. There are several others where the rooms will be expensive. John is working to finalize the dates and location and will advise us soon as he has made the arrangements.

Kerry Dillard discussed the meeting for 2013 as respects possibly going to the Greenbriar instead of The Homestead in Hot Springs, Va. It was agreed we would rather go to The Homestead as most of us had not been there.

We then discussed the Company Presidents we invite and how we could make them feel more involved with our meeting. At this meeting for example, there is nothing scheduled for them to do while we hold our business meeting all day. After much discussion it was agreed that we will have a mid year meeting in Dallas in February. Wes and Paul will advise on the dates. We will use this to get a lot of our work done as well as the Roundtable. At our annual meeting, we will invite the Presidents and their spouses and ask that they commit to spending the full meeting with us. We will redo our meeting schedule to the first day being the presidents speaking and then dismiss them for us to meet a couple of hours for business. Then the next day have them in for the question and answer session in the morning for an hour and then we will finish our meeting with the Roundtable. We will have afternoon entertainment planned for both days. Hopefully, we will be able to spend more time with them this way than them just coming in for a day.

Kerry Dillard will get out the thank you letters to Tom, David and Richard for attending this years meeting.

We then started our discussion for possible invitees for the 2012 meeting. We came up with a list of 12 and each member then had 5 votes. From this, we culled the list to 5 people which were in order by the number of votes:

Bill Reynolds Atlantic Casualty  
Robert Hill American Reliable  
Anthony Washington Western Heritage  
Craig Fundrum Zurich  
Doug Powers Carolina Casualty

Rob will contact starting at the top of the list until we get three of them to agree to attend.

Rob brought up the idea of us sending the Marketing Director from our firms to a one day meeting, or do a conference call. Rob will work on this and send out invites to everyone, and even those of us who do not have a marketing director could attend if they wanted.

Wes reported on the Marketing Committee that we are now running our ad in the AAMGA WIN magazine as we think this will work better for us. He will check into Napslo mid year advertising as well.

There being no further business a motion was made by Dick Thomas, and seconded by Mike Johnson for the meeting to be adjourned. All voted in favor of and the regular meeting was adjourned at 11:15 am.

Immediately after the Roundtable meeting, the Executive Committee met at 4:30 pm. Those present were Rob Tuscano, Greg Murrey, Kerry Dillard, Peter Scobie, Dick Thomas, Ron Gabor and Jenny Wood.

The only order of business was to establish a budget for the coming year.

The budget was approved as follows:

Accounting \$4500  
D&O \$1100  
Annual Meeting \$32,500  
Mid Year Meeting \$3000  
G/L Insurance \$275  
Taxes \$3700  
Advertising \$6000  
Presidents Office \$3600  
Treasurers Office \$1000  
Secretarys Office \$240

There being no further business the meeting was adjourned at 4:45 pm.

Respectfully submitted,

Greg Murrey  
Secretary