

The annual meeting of the USA Alliance was called to order by President Rob Tuscano at 8:05am on Monday September 10, 2012 at The Solage, Calistoga, California.

Our invited Company Presidents were Alan Ogilvie Capital Indemnity, Anthony Washington Western Heritage, and Robert Hill American Reliable.

Each spoke for about 45 minutes with time for questions at the end. This portion of our agenda ended at 10:55am.

At 11:05am President Tuscano called our business meeting to order.

All members were present except Wes Duesenberg. Also present were Mark and Alex Thomas, Dan Braude, Jenny Larsen, Jason Griffin, Harry Johnson, Manfred Mundelius, Jinny Tuscano and David Miller.

The minutes from our last annual meeting were read by Greg Murrey. There is one correction to the minutes in that the meeting was held in September, not October as shown. A motion was made by Len LuVullo and seconded by Kerry Dillard that the minutes as read with the one correction be accepted.

Len LuVullo presented the Treasurers Report. He pointed out we can save \$3000 a year by not having an outside firm prepare and audit the financials. After discussion, it was agreed we would only do this moving forward on an as needed basis as we see fit, not annually. A motion was made by John Griffin and seconded by Dick Thomas that the financials as submitted be approved.

Wes advised Rob that he has no report for the Advertising/Marketing Committee. Our ad is running in the AAMGA WIN magazine and the cost is \$1500 per quarter. We are committed through the end of the year on this. Discussion ensued as to defining do we want to be reaching out to our companies, other potential members or retail agents. Rob will provide this feedback to Wes.

Merwyn Larsen reported on the Membership Committee. He has contacted Shawn Urbanski at Surplus Insurance Brokers who has the application and is still interested. He also has talked again to Mari Schaerschmidt.

Kerry Dillard reported on the 2013 meeting. The Homestead in Hot Springs, Va is more receptive and cheaper than the Greenbriar and while nothing has been signed at this point, that is where we will meet. Tentative dates are September 12-15.

Discussion was then held on future meeting locations. After much discussion, we agreed on the following:

2014 John Griffin 2015 Ron Gabor 2016 Bob Katz

We then discussed which Presidents we wanted to invite to the 2013 meeting. The following were nominated: Atlantic Casualty (whomever the incoming President is), Joe Morris, Stonecreek, Manny Rios, American Modern, Brian Jermeland, Northland, Kevin Kelly, Ironshore, President of Penn American, Lou Levinson, Colony.

Each member was allowed three votes and the finalists were Brian Jermeland, Atlantic Casualty President, and Lou Levinson with the tiebreaker Kevin Kelly.

Officers for the new term were discussed and the following were nominated;

Kerry Dillard-President

Vice President –Fran Johnson

Treasurer-Len LuVullo

Secretary-Greg Murrey

Executive Committee 1 yr term remaining-Dick Thomas and John Mundelius

Executive Committee 2 yr term remaining-John Griffin and Merwyn Larsen

Past President- Rob Tuscano

All members voted in favor of the incoming nominees for office.

Discussion on whether to have a Mid Year meeting again brought up. Should we do it, do we want to bring a speaker in, etc. It was agreed that we should meet in Dallas and Paul Davis will set this up and provide us the details and the dates shortly.

There being no further business for the day, a motion was made by Merwyn Larsen and seconded by Dick Thomas that our meeting be adjourned.

On Tuesday September 11, 2012, President Rob Tuscano called our meeting to order. This morning is the Presidents Roundtable discussion which lasted until 9:30am.

At 9:45am President Tuscano called our meeting back to order to begin the Roundtable discussion which lasted until 12:15pm.

There being no further business a motion was made by Sandy Jackson and seconded by Rob Gabor to adjourn our meeting.

The Executive Committee consisting of Rob Tuscano, Len LuVullo, Greg Murrey, Kerry Dillard, John Mundelius, John Griffin, Merywn Larsen, Dick Thomas , Fran Johnson and Peter Scobie met immediately after the annual meeting adjournment.

We discussed the Mid Year meeting and it was agreed we would like to have a speaker on the topic of perpetuation. We will ask Paul Davis to see if he can find someone local to attend our meeting.

The only other topic was our annual budget which was agreed as follows:

Accounting \$1500

D&O \$1100

Annual Meeting \$32,500

Mid Year Meeting \$3000

GL Insurance \$275

Taxes \$3700

Advertising \$6000

Presidents Office \$3600

Treasurers Office \$1000

Secretarys Office \$240

Total \$52,915

Total Dues \$50,000

There being no further business a motion was made by Rob Tuscano and seconded by Len LuVullo to adjourn our meeting at 12:30pm.