

The annual meeting of the USA Alliance was called to order at 7:30 am by President Kerry Dillard on September 26, 2014 at the Hyatt Bellevue, Washington.

Our invited Company Presidents this year were Dick Nenaber, Mesa, Bryan Sanders, Markel and Wayne Bates, Canopus. All three spoke this morning about their companies. At 10:45 am the session ended.

At 11:00 am the Business Meeting was called to order by Kerry Dillard. All members were present for the meeting except for John Mundelius. Also attending were Alex and Mark Thomas, Jason and Van Griffin, Bob Katz, David Miller, Jason Murrey, Jinny Tuscano, Matthew Mundelius, Jenny Larson and Andy Roe.

The minutes from last years annual meeting were read by Greg Murrey. A motion was made by Rob Tuscano and seconded by Wes Duesenberg that they be approved as submitted.

Len LoVullo presented the Treasurers Report, copy attached. Estimated dues for 2015 are \$47,500. Len has recommended that the dues of \$2500 remain the same. A motion was made by Adam Devine and seconded by Dan Braude that the Treasurers Report as submitted and all dues remain the same.

Wes Duesenberg reported on the Advertising Committee. Questions were asked of new members Jim Roe and Adam Devine, had they seen the ad and did it peak any interest in us as a group, which it did. The ad does need to be updated and we will discuss further tomorrow.

Merwyn Larsen reported on the Membership Committee. Green Mountain is still interested. South & Western is still interested, but we did advise them after our mid year meeting there is no interest from us at this time.

Jack Miller advises that David Miller is now President of the Agency and Jack has asked that the membership accept David as the voting member. They were asked to leave the room in order for us to discuss. A vote was taken and all members voted in favor of this change. Stock will be transferred from Jack to David.

The Nominating Committee of Kerry Dillard and Fran Johnson have proposed the following slate of Officers for the coming term:

President Fran Johnson

Vice President Wes Duesenberg

Secretary Greg Murrey

Treasurer Len LoVullo

Executive Committee 1 year term remaining Dan Braude and David Miller

Executive Committee 2 year term remaining Adam Devine and Jim Roe

Past President Kerry Dillard

A motion was made by Rob Tuscano and seconded by John Griffin that the Officers as presented be accepted. All voted in favor of.

Ron Gabor reported on the Annual Meeting for 2015 which will be in Vero Beach, Florida at the Vero Beach Hotel & Spa on November 12-15.

There being no further business for the day, the meeting was adjourned at 11:40 am.

At 8:00 am September 27, our meeting was called to order by President Kerry Dillard for the Roundtable discussion with the invited Company Presidents. At 10:00 am this discussion ended.

At 10:15 we began the discussion on Market Status from all members and this continued at lunch at 12:00 pm.

At 12:40 our Roundtable started. Two important topics from this discussion was the development of a Mission Statement. Family owned, best practices, independent and exchange of ideas were key parts of this. Wes and Jim will work on developing this further. Also, it was agreed that Fran will work with an outside

service to design an independent survey of the group after yearend of our markets, volume, classes of business, etc.

There being no further business, our meeting was adjourned at 3:25 pm.

The Executive Committee consisting of Kerry Dillard, Greg Murrey, Dan Braude, Jim Roe, Adam Devine, Fran Johnson, Wes Duesenberg, Dave Miller and Len LoVullo met immediately after our regular meeting.

It was agreed to hold a Mid Year meeting in Dallas on March 8 & 9. Paul Davis will handle the arrangements.

It was noted that any and all voting of new members or any change of ownership which would result in a new member that those votes must always be done by a secret ballot.

Our Budget for 2015 is:

Accounting \$1500

D&O \$1100

Annual Meeting \$32,500

Mid Year Meeting \$5000

Liability Insurance \$275

Taxes \$3700

Advertising \$7000

Presidents Office \$3600

Treasurers Office \$1000

Secretarys Office \$240

Total \$55,915

There being no further business our meeting was adjourned at 3:45 pm.

Respectively submitted.

Greg Murrey

Secretary