



USA Alliance Annual Meeting Minutes- Boston October 20<sup>th</sup> -22<sup>nd</sup> 2017

Members Present: Dan Braude, Bill Breicht, R.C. Chaffin, Bryan Clark, Adam Devine, Kerry Dillard, Jennifer Dotter, Wes Duesenberg, Van Griffin, Gary Holleder, Mike Johnson, Jennifer Larsen- Jensen, Tim Makowski, David Miller, John Mundelius, Patti Nunnely, Patrick Roe, Kathy Schroeder, Kevin Tromer, Rob Tuscano, Brad Wood, Deb Murphy, Frank Powell

Members not Present: Fran Johnson, Jim Roe, Paul Davis, John Wood

USA Alliance President Wes Duesenberg called the meeting to order at 9:00 am on October 20<sup>th</sup> 2017

It was noted that this was the most attended annual meeting in the USA Alliance history.

10 new members are attending for the first time.

The three company Presidents were to each present a 45 minute presentation along with question and answer for the group. Company Presidents include

- Steven Sills- Cap Specialty Insurance Company
- Eric Blecker- Northfield Insurance Company
- Paul Brocklebank-Canal Insurance Company

Presentations lasted until lunch break at 11:15 am

Wes Duesenberg called Roundtable meeting to order at 12:00 Topics to be discussed

- Company program update- Bill Breicht and Paul David had met with Colony and advised the group that the original idea of a garage program had been shelved by Colony. They wanted us to pinpoint our groups P&C needs , and keep moving forward for early 2018.

Wes proposed we set up a committee to explore and solidify our exact needs from a carrier.

Carrier Committee to include: Patti Nunnely, Deb Murphy,, Tim Makowski, Mark Schroeder, Rob Tuscano, and Chaired by Bill Breicht

- Marketing meeting was discussed. The group decided to move forward with the meetings to be held every other year. It was decided that other meetings could encompass IT or Underwriting as well.

Marketing IT Committee to be formed to include- Tripp Duesenberg, Bryan Clark, and Chaired by Dan Braude



Dan Braude motioned, R.C. Chaffin seconded the motion to accept the committees as proposed.

Motion Passed

- Marketing committee to be formed to explore marketing ideas. Purpose is to keep the USA Alliance name relevant in the specialty insurance marketplace. Items to explore and a possible Sponsor room at WSIA meetings in the future

Committee to include: Kathy Schroeder, Jenny Tuscano, Gary Holleder, and Chaired by Jennifer Larsen-Jensen

Dave Miller motioned, seconded by R.C. Chaffin to accept the committee as proposed. Motion passed

Lunch Break at 1:00 pm

2pm – Wes called the meeting back to order

Roundtable discussion topics include

- Outsourcing- Who is doing it and how does it work. About half the group is currently utilizing outsourcing teams. OIP, Union Serve, Resource Pro were mentioned as trusted source.
- Systems- AIM, Image Right. It was discussed to start a user group together to help each other navigate the cumbersome AIM system and its issues.
- Should be part of the IT committee that was going to head up the Marketing/IT mid year meeting.
- AIM User Group to be co-chaired by Bryan Clark and Tripp Duesenberg were going to head up the User Group.
- Exclusive National Program- Kathy Schroeder has a Ag product that she is willing to entertain going national with it and giving USA Alliance members access.
- Jennifer Larsen and Kathy Schroeder made a motion to update the USA Alliance web site. The motion passed. The task will be headed up by a Committee. Web Site Committee Members are Patrick Roe, Frank Powell, Tripp Duesenberg, and Gary Holleder. Committee to coordinate with Adam Devine's IT people to coordinate the effort
- NAGA Discussions- It was decided to keep the lines of communication open with them with regards to possible dual events.
- Vendor Consolidation within the group- Inspection Services, Software vendors etc.

Vendor Consolidation Committee was formed to look into possible vendor consolidation. Van Griffin, Jennifer Dotter, and Jennifer Breicht

Meeting was called at 4:45 pm.



10/21 8:00 am

Meeting was called to order by Wes Duensenberg

- Tim Makowski read the Treasurer's report. It was noted that we would be looking at revenue shortfall to cover the expenses of the 2017 annual meeting in Boston.

Dave Miller motioned, seconded by Dan Braude to accept the Treasurers report as read.

Motioned passed

A motion was made by Adam Devine seconded by Jennifer Larsen that all in attendance would be billed for the revenue shortfall. The amount would be billed equally to all members who attended. Motion passed.

Wes Duesenberg wanted to extend his appreciation to Tim & Shawn Makowski for taking over the Treasurer's duties.

It was noted at this time that the Executive Committee will be addressing the budget shortfalls and possible dues increase to shore up the shortfall.

- Membership Chair Jennifer Larsen gave her report.

New enrollment will be determined at annual meeting. New members would come on board on January and July 1<sup>st</sup>. Full detail can be seen on our website [www.usaalliance.org](http://www.usaalliance.org) under the members login tab

Rob Tuscano made a motion, seconded by Dave Miller to add new members effective January 1<sup>st</sup> or as determined by the Executive Committee. If not on January 1<sup>st</sup>, then the fees are to be pro rated.

It was determined that the by-laws to leave the membership to 30 members. It was also determined that we should take out the state representation out. We are able to have multiple members from the same state.

- Wes brought up the subject of remaining a for profit organization vs a non for profit. Wes advised that the attorney gave a \$8000 to \$11,000 estimate to do the corporate change. Wes was going to work on getting a better fee

Rob Tuscano and Frank Powell were to head up the committee to help advise throughout the process.

- Jason Murrey and Adam Devine both need to be replaced on the Executive Committee.

Dave Miller motioned, seconded by R.C. Chaffin to nominate Jennifer Larsen Jensen to take Adam Devine's position as Vice President. Motion passed



R.C. Chaffin motioned, seconded by Rob Tuscano to nominate Bill Breicht to replace Jennifer Larsen. Motion passed

- Rob Tuscano and Adam Devine named Director until 2019.
- Annual meeting for 2018 to be held in Fayetteville Arkansas September 27-30<sup>th</sup> 2018. Hotel details to follow
- 2019 meeting to be held in French Lick Indiana.
- 2018 Mid Year meeting to be held February 25<sup>th</sup> and 26<sup>th</sup> at Dallas Grand Hyatt, Paul Davis to establish arrangements

Mid Year topics of discussion to include- Self Funded Healthcare

Next Gen Committee was set up to explore a UFO type event to be held with NAGA. Committee to include Patrick Roe and Tripp Duesenberg.

Wes then asked the new members how they thought the meeting went and how we could make the next one better.

- Gary Holleder- Suggested that the committee need to take care of business and make their recommendations ahead of the next meeting.
- Kathy Schroeder- Felt we were searching for what we want to be. Suggest committees come early and have their work completed
- Tim Makowski – Need to stick to an agenda
- Bill Breicht- Wants to spend more time discussing markets and market acquisition for his office.

Wes Duesenberg ended the meeting at 10:15 am