



USA Alliance Annual Meeting Minutes- Bentonville AR September 14th 2018

Members Present: Dan Braude, Bill Brecht, 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 7:50 am on September 14th 2018

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

- Mike Miller- Ategrity Specialty Insurance Company
- Jonathan Ritz- Western World Insurance Company
- Jeff Kamorowski –Had a schedule conflict and cancelled

Presentations lasted until lunch break at 10:30 am

Wes Duesenberg called Roundtable meeting to order at 10:45 am. To include company Presidents
Topics to be discussed

- Cyber Liability
- Programs for Snowplows
- Assisted Living –Hiscox, Lloyds, Philadelphia
- What programs the National Brokers are using-
- It was suggested maybe coming up with a preferred endorsement for a carrier to be exclusive to USAA members
- Agency Service Sharing- Seemed to be a topic of agreement
- Creating an Education Platform

Break at 2:35 Called back to order at 3:00pm



Topics of discussion include

- Outsourcing- OIP and Resource Pro were the two large contractors use by the group
- Resource Pro- Chinese
- OIP- Serbia

USA Alliance total Volume by survey is

- \$1,768,000,000
- \$272,000,000- Lloyds
- \$229,000,000 Scottsdale

Company program update-

- Bill Breicht had advised that Sierra Specialty has a nationwide Ag program paying 15%.
- Johnson & Johnson was possibly offering a nationwide flood program still in the works

Marketing Meeting was discussed. Items of discussion include

- Held in Dallas
- Discuss IT and Marketing at the meeting
- Dan Braude to help chair the event

Website Committee Report

- Adam Devine reported that we were looking to rebrand. To cost approximately \$2500. Should be able to edit remotely.

Meeting adjourned at 4:15 PM

Meeting called back to order at 7:45 am 9/15/2019

RC motioned to accept the meeting minutes as submitted. Adam Devine 2nd. Report was accepted as presented



Treasurers Report was read by Shawn Matkowski. Dan Braude motioned and was seconded by Bill Brecht to accept. Motion passed

It was noted that the Arkansas meeting would be between \$32,000- \$35,000.

Wes Duesenberg suggested that the financials have a side by side comparison with the previous years financials to make sure any deviations stood out.,

Vendor Consolidation Report

- Issued by Shawn Matkowski. They are still working on their mandate. Looking at many various agency services that could be leveraged to gain better rates etc.,

Marketing Committee Report

- Issued by Tripp Duesenberg. Noted that the new protocol for information gathering will go to an independent Accounting firm.

Next Generation Report

- Issued by Patrick Roe We were going to approach NAGA to see if they would maybe want to co-host events at WSIA .

Advertising Committee Report

- Jennifer Jensen reported that we were pulling our ad from WIN magazine. We were going to focus on targeting carriers- Rooms at WSIA in Brokers Lounge Etc.

Membership vote results

- Jennifer Jensen noted that Phil Mavon had been approved for membership

Annual Meeting Report

- Wes Duesenberg thanked the Johnson family for hosting the 2018 annual in Bentonville Arkansas.



- Patrick Roe updated about the 2019 meeting in French Lick Indiana October 17th -20th. Venue to be the West Bayden Hotel.
- Bryan Clark to host 2020 in Dana Point California.

Mid Year Meeting Report

- Bill & Jennifer Brecht to host March 2nd & 3rd at Dallas DFW Grand Hyatt

Not for Profit vs. For Profit

- Wes updated the group that the Attorney did a good job in getting the changes accomplished.
- New by-laws were sent out
- New Board of Directors will be elected
- We will signing articles of dissolution and articles of reformation. All should be taken care of by September 2018. Signature by all members will be required

By- Laws Discussion

- Wes Duesenberg suggested that we use the AAMGA's Code of Ethics
- We will be combining the Nominating and Membership Committee's
- Board of Directors will have a minimum of five members and no more than nine
- Two years staggering terms to avoid large turnover of the board

Paul David motioned to approve the new by-laws. Frank Powell seconded and the motion was passed



New Board of Directors

- President- Jennifer Larsen Jensen
- Secretary- Jennifer Breicht
- Treasurer- Tim Matkowski
- Past President- Wesley Duesenberg
- President Elect- David Miller
- Vice President – Dan Braude
- Vice President-Bill Breicht

Committee Chairs

- Carrier Committee- Chair- Frank Powell, John Mundelius, Jason Griffin
- Info Sharing Committee- Chair- Tripp Duesenberg, Kevin Tromer, Jim Roe
- PR Committee- Chair- Adam Devine, Matthew Mundelius, Gary Hollederer
- Vendor Resources Committee- Chair- Shawn Chaffin, Kerry Dillard, Andy Roe, John Wood
- Membership Committee-Chair-RC Chaffin, Kerry Dillard, Andy Roe, John Wood
- Next Gen Committee-Chair Patrick Roe, Shawn Chaffin, Robin Tuscano, Tripp Duesenberg

Meeting ended at 4:15 PM