



USA Alliance Annual Meeting Minutes – French Lick, Indiana, October 18th, 2019

Members Present: Bill Brecht, Jennifer Brecht, Shawn Chaffin, Bryan Clark, Kerry Dillard, Jennifer Dotter, Tripp Duesenberg, Van Griffin, Gary Holleder, Tanya Holleder, Fran Johnson, Mike Johnson, Jennifer Larsen-Jensen, Merwyn Larsen, Taylor Matthews, Phil Mavon, John Mundelius, Matt Mundelius, Patti Nunnally, Andy Roe, Jim Roe, Patrick Roe, Frank Powell, Steve Powell, Rob Tuscano, Robin Tuscano, Colin Wills

Members not present: Paul Bloch, Dan Braude, R.C. Chaffin, Paul Davis, Adam Devine, Tammy Devine, Wes Duesenberg, Jason Griffin, John Griffin, Harry Johnson, Kim Johnson, Tyler Johnson, Bob Katz, David Miller, Kevin Powell, PJ Powell, Kevin Tromer, Ginny Tuscano

USA Alliance President, Jennifer Larsen-Jensen, called the meeting to order at 11:07 am on October 18th, 2019

Minutes from the 2019 Mid-Year meeting were emailed to all members on October 8th, 2019. No changes were made, the minutes were accepted as is by Frank Powell and seconded by Bill Brecht.

Treasurers Report was tabled for Saturday (handouts were not available).

The tax filing has not been completed since the Alliance has not been changed to a non-profit yet, Tim Makowski is still working to get this completed.

Tripp Duesenberg reported that the Atlanta attorney did not do all that is needed to change to a non-profit, Wes Duesenberg is still working on this.

OLD BUSINESS

Annual meeting guidelines (see end of document) were reviewed. The host member is responsible for paying the bills and will be reimbursed by the Alliance. Any overages will be prorated and all members will be invoiced.

COMMITTEE UPDATES

Carrier Committee – Frank Powell, John Mundelius, Jason Griffin

Issued by Frank Powell

No report to given. The committee did not see a need for this committee since all members are independents and running their shops individually, no way to bring anyone together to create something to work with any carrier as a group.

Bill Brecht made a motion to disband the committee
Tripp Duesenberg seconded the motion

Information Sharing Committee – Tripp Duesenberg, Kevin Tromer, Jim Roe

No report was given. Access to the website is needed.

Membership/Nominations Committee – R.C. Chaffin, Kerry Dillard, Andy Roe, John Wood

Applications for Billie Gorrell, Ashley General Agency, (nominated by Bill Brecht) and B. Scott Landry, Lane & Associates, Inc. (unsolicited) were presented.

Additional names discussed were:

Robbie Strickland, Strickland Insurance Brokers (nomination unknown)
Janet Smith, Bailey Special Risks (nominated by Patrick Roe)
Chris Burke, Louis A Williams & Associates (Nominated by Dave Miller – since Dave was not at the meeting everyone agreed to table discussion for the next meeting)

It was determined that the members in attendance would vote on the two applications for acceptance/rejection of membership and two of the three names discussed for acceptance/rejection of an invitation to complete an application for membership.

Bill Brecht presented information about **Billie Gorrell**, Ashley Insurance Agency, Billie was previously nominated but had too many abstains. A few people have had an opportunity to meet her but most likely not enough to change the outcome. People were encouraged to trust their fellow members feedback as well as the person making the nomination.

Jennifer Larsen-Jensen presented **B. Scott Landry**, Lane & Associates, Inc.

Ballots were handed out and votes were placed. Shawn Chaffin tallied the results; they are as follows:

Billie Gorrell, Ashley General Agency – 19 In Favor, 1 Abstain
B. Scott Landry, Lane & Associates, Inc. – 17 In Favor, 3 Abstain
Robbie Strickland, Strickland Insurance Brokers - 19 In Favor, 1 Abstain
Janet Smith, Bailey Special Risks– 17 In Favor, 1 Opposed, 2 Abstain

It was suggested that whoever sponsors a new member would also mentor the new member.

Further discussion regarding membership included the following:

Tripp Duesenberg asked if we should be targeting specific General Agents to help diversify the agency size/products written within the Alliance.

Rob Tuscano reminded us to consider how big do we get/how good are we?

The member list will change to the entity name instead of the individual name – this was brought up at the last meeting but has not been completed yet.

Next Gen Committee – Patrick Roe, Shawn Chaffin, Matt Mundelius, Tripp Duesenberg, Robin Tuscano, Taylor Matthews

Issued by Patrick Roe – NOTE: This report was actually postponed until after the business meeting – I have added it here for the record.

1. Our group is still interested in doing a joint meeting with the NAGA “Under 50’s”/Future Owners group.
 - a. We talked about doing this meeting in conjunction with University West in Scottsdale (August 2020)
 - i. Concerns were not many members of NAGA or USA Alliance send their staff to this meeting any longer
 - b. Possibility of tagging this onto WSIA Spring or Annual Marketplace?
 - c. Other idea was to have a 1.5 day meeting in Dallas, Chicago, or Minneapolis geared towards up and coming leaders in NAGA and USA Alliance
 - i. Similar to our marketing conference
 - ii. Ask carriers to sponsor and present classes
 1. Argo/Colony, Nautilus, Atlantic Casualty, IAT, Scottsdale (Karen Alford)
 - a. IAT and Atlantic Casualty would be supportive of this
 - iii. Priority and themes of this meeting
 1. Discuss relevant underwriting, leadership, and educational topics
 2. Mix in networking aspect on first night
2. Discussion on all NAGA & USA Alliance members having a joint meeting together in the future
 - a. Separate board meetings amongst the group, but social functions would be together

Personally, I’m more drawn to doing the joint 1.5 day conference in Dallas, Chicago, or Minneapolis. They all have hotels on site and are centralized for travel from the west and east coast. Not sure how we want to do next steps here, but I was informed that Tim Chaix is the new president of NAGA. Perhaps we speak with him about moving this initiative along. I can get the ball rolling now w/ Tim unless our board wants us to wait until more discussions take place in Palm Springs at our Mid-Year meeting.

Public Relations Committee – Adam Devine, Matt Mundelius, Gary Hollederer

Gary Hollederer used the information compiled by the 2019 Survey of Members to create two infographics that were placed on the tables at the annual WSIA meeting.

The website:

- The website has been changed from <http://usaalliance.net/> to <http://usaalliance.org/>
- There is currently no access to the login

- The member names still need to be changed from the individual name to the GA name

Adam Devine will be stepping down as chairman of this committee once the website is completed

Gary Hollederer has volunteered to step in as Chairman

Frank Powell has volunteered to sit on this committee

Vendor Committee – Jennifer Dotter, Jennifer Brecht, Van Griffin

No report to given. The committee has tried to present ideas about inspection companies and promotional merchandising, but everyone seems to have their relationships in place and not looking to change. It was agreed via email earlier in the year that the committee would disband immediately.

2020 Annual Meeting – Bryan Clark

The meeting will be held in Santa Barbara, California; the dates are October 22nd – 25th, 2020

Bryan is getting rates from three hotels.

New Business

Mid-Year Meeting 2020 (this was discussed after the meeting but is being included here for all members to be aware of)

- Have the meeting immediately prior to the WSIA Underwriting Summit meeting which is 3/1/20-3/4/20. The date has not been finalized yet. It will be either that Saturday or Sunday for the meeting and the dinner the night before.
- Bryan Clark will arrange for a meeting room. Jennifer Brecht will arrange the welcome dinner as well as breakfast and lunch for the meeting.

2021 Annual Meeting will be held in Hoboken, New Jersey, hosted by FTP, Inc.

Fran Johnson made a motion to adjourn the meeting at 12:10 pm, Patty Nunally seconded

Respectfully submitted by Jennifer Brecht, October 31, 2019

Annual Meeting Guidelines

- Budget amount: \$35,000
- Registration Fee: \$250 per person non-refundable. Billing to be handled by treasurer
- Annual dues include 2 attendees regardless if member & spouse or the principal and an associate.
- Member responsible for cost of any additional attendees over two. Total cost of meeting will be divided between total attendees to determine the cost per person. Any member with over two attendees will be invoiced for the additional attendees.
- Hotel room price range should not exceed \$350 per night.
- Meeting registration deadline should be set by mid/late July for Sept/Oct meeting dates
- Hotel Room Guarantee: 35-40 rooms x 3 night = 105-120. If late registrations or not able to reserve a room, individuals may need to find lodging at another venue or pay higher room rates outside the guarantee. Depending on meeting registration deadline being in July it could help with adding additional rooms if needed.
- Average total attendance: 55 people / 33 members

USA Alliance Expenses (included in budget or if applicable bill members for excess)

- Meeting Venue including audio/visual
- Opening reception/dinner
- Closing reception/dinner
- Spouse event
- Breakfast for all attendees (2 days)
- Lunch for all attendees (2 days)
- Welcome basket (one per member/associate)
- Decorations – centerpieces/etc.
- Company President rooms/meeting attendance
- Transportation to off-site venues
- Hotel attrition (if applicable)

Member Expenses (not in budget)

- Travel
- Hotel/Lodging
- Registration Fee per person attending
- Dine-around
- Selected activities (golf, transportation, etc.)

Host Expenses

- Outside Event Planner