



USA Alliance Executive Board Meeting Minutes – Zoom, August 4, 2020

Present: Dan Braude, Bill Brecht, Jennifer Brecht, Jennifer Dotter, Jennifer Larsen-Jensen, Dave Miller

Not present: Wes Duesenberg

USA Alliance President, Jennifer Larsen-Jensen, called the meeting to order at 10:00 am on August 4th, 2020

Previous Minutes/Historical Documentation

Per a discussion Jen Larsen had with Adam Devine, past meeting minutes and any other documentation was not on the previous website so did not make it to the new website.

Dan Braude has copies of meeting minutes from 1980-1990 and will forward those to Jen

Dave Miller has copies of meeting minutes he took as secretary and will forward those to Jen

Dave Miller will contact Jason Murray to see if he is able to locate any documentation that Greg Murray might have had

Jen Larsen will contact the membership to ask for copies of any documentation they may have

Topic Addressed by a Member

A member wishing to remain anonymous, contacted Jen Larsen regarding another member poaching an employee through a headhunter.

- There was much discussion regarding what the board can actually do in a situation like this
 - What were the circumstances?
 - Did the second member know about the hiring?
- The board cannot monitor all behavior
- The 1st member should reach out to the second member to discuss
- The code of ethics should be reviewed at the next meeting

2020 Annual Meeting

Jen Larsen had a conversation with Bryan Clark regarding the meeting. The contract has been signed with the hotel however no payments have been made and they are willing to allow us to rebook in 2021. Jen will contact Bryan to reschedule for 2021 in Dana Point, California and also contact Frank Powell to push the Hoboken, New Jersey meeting to 2022.

Jen Larsen will send an email to the membership that the annual meeting for 2021 is canceled. The membership will also be surveyed to find out if anyone is interested in having a 1 and ½ day meeting in Dallas in November. The membership will also be surveyed as to whether or not they would prefer to stay in the hotel for the entire meeting or have dinner off site.

Board Member Terms

Jen Larsen's term as President and Dave Miller's term as Vice President officially end at the end of the annual meeting along with the director terms of the committees. Jen will send a survey to the membership for voting on whether or not to extend all terms that would normally end this year to extend for one year.

Survey Results

Five members have not responded to the survey regarding premium & companies written with. Without this information the survey is useless. Jen will reach out to the membership again.

New Business

Ideas for meetings:

- Topics about how to grow our businesses
- Capital providers – getting money to grow our businesses
- Attorney – how to get around noncompete contracts
- Leadership coaches
- Headhunters – how to attract talent

2021 Midyear Meeting options:

- Piggyback with WSIA again – if the meeting is held
 - The Underwriting Summit is scheduled for 2/28/2021-03/3/2021
 - Hold the Alliance meeting from 2/27/2021 - 2/28/2021 (dinner Saturday night and meeting on Sunday)
- Go back to the Dallas format if WSIA cancels the Underwriting Summit

Respectfully submitted by Jennifer Brecht, August 4, 2020