



USA Alliance Mid-Year Meeting Minutes – Palm Desert, CA March 1, 2020

Present: Bill Brecht, Jennifer Brecht, Sean Chaffin, Bryan Clark, Tony Constanzo (for Adam Devine), Paul Davis, Kerry Dillard, Linda Elstad (Erickson-Larsen), Jeremy George (Tuscano Agency), Billie Gorrell, Melissa Goschen (Erickson-Larsen), Jason Griffin, Van Griffin, Scott Landry, Jennifer Larsen-Jensen, Dave Miller, John Mundelius, Frank Powell, Scott Powell, Steve Powell, Jim Roe, Patrick Roe, Kevin Tromer, Rob Tuscano

Not present: Dan Braude, Adam Devine, Jennifer Dotter, Wes Duesenberg, Gary Hollederer, Francis Johnson, Mike Johnson, Phil Mavon, Patti Nunnally,

USA Alliance President, Jennifer Larsen-Jensen, called the meeting to order at 8:00 am on March 1st, 2020

Each person introduced themselves to the group

Review of the minutes from the annual meeting in French Lick, Indiana – Dave Miller moved to accept the minutes that were previously sent to all members, Rob Tuscano 2nd. Minutes were accepted.

New members, Billie Gorrell and B. Scott Landry, were welcomed

Treasurers Report was not given – Treasurer, Jennifer Dotter, was not present

Jennifer Larsen will call Jennifer Dotter

The tax change has not happened yet

Jennifer Dotter has not received treasurer data from Tim Makowski yet

No update from Wes Duesenberg regarding the change from for-profit to not-for-profit, Wes is still working on this

Van Griffin has volunteered to step in if a new treasurer is needed

OLD BUSINESS

NAGA

- There was further discussion as to whether or not to have some sort of joint event with NAGA (which took a more circuitous route than Billy from the “Family Circus” comic strip ever took); topics included:
 - What would the intent be?
 - Do we need to be a larger group to fight “the big guys”?
 - What value is there in combining groups?
 - Have a joint session with NAGA and company people, then separate organization meetings

- A committee was formed to further explore and possibly meet with some of the NAGA people to see what their interest would be:
 - Bryan Clark – Chairman
 - Paul Davis
 - Scott Landry -Co-Chairman
 - Dave Miller
 - Kevin Tromer

COMMITTEE UPDATES

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

Issued by Frank Powell

Discussion regarding inspection companies & if the Alliance had any leverage

Frank needs help putting together best reports samples & inspection report budgets

Invite a few companies to the annual meeting to present?

Each agency is requested to send Frank inspection costs by type of report & what is important in an inspection company, i.e. turn-around time, cost, amount of info on report

Schedule a call with Frank to further discuss

Website Committee – not working & can't get info from Adam. Jennifer Larsen has access but is not able to update anything

The website needs to be updated to be able to direct vendors, add new members, and let people/companies know who we are

A password protected message board was suggested where we would be able to post questions, members would get an email notification with the subject matter

A budget of \$2500 was suggested to find someone that could update the website – Jennifer Larsen made a motion, Kerry Dillard 2nd

Carrier Committee – Frank Powell, John Mundelius, Jason Griffin

Issued by Frank Powell

It was decided that the following companies would be invited to the annual meeting in Dana Point, CA:

- Gary Romay, KW Specialty Insurance
- Gary Flaherty, Nationwide
- Dave Tombs, Munich

If one of these is not available, next on the list is someone from Troy Santoro, Western World

Jim Roe suggested members individually talk about the Alliance & the annual meeting dates to see what interest there might be from various companies

Information Sharing Committee

Kevin Tromer – nothing to report

Collection of data for flyer – people are not sharing information, Jennifer Larsen will resend questions through Survey Monkey

Membership Committee

Nominations were discussed & ballots passed

W. Brown & Associates will become members 1/1/2021

Louis A. Williams & Associates – Chris Burke – Paul Davis will send him an application

New members as of 7/1/2020 –

Strickland Insurance Brokers - Robbie Strickland

Bailey Special Risks – Janet Smith

Up & Comers Committee – Patrick Roe reported

- 1 ½ day meeting with NAGA (independents only) & company underwriters, possibly in Scottsdale
 - Theme: New Leaders, Up & Comers
 - Patrick & committee would facilitate
 - Value = building long-term relationships
 - Patrick to gather topic ideas, set a date

2020 Annual Meeting – Bryan Clark

- \$250 nonrefundable fee for each person registered
- Agenda:
 - Opening Reception/dinner
 - Two group dinners
 - One dine-around dinner
 - Carriers presentation
 - Meeting & roundtable
- Confirmed room count of 30, can add on to that

2021 Fall Meeting – Frank Powell

- The W, Hoboken
- Oct. 10-12th – Sunday, Monday, Tuesday, allows for playing Liberty National Golf Course

No New Business

Rob Tuscano made a motion to adjourn the meeting at 12:10 pm, Kerry Dillard seconded

Respectfully submitted by Jennifer Brecht, August 3, 2020