



## **USA Alliance Annual Meeting Minutes – San Diego, California, November 16, 2021**

**Present:** Paul Bloch, Dan Braude, Bill Brecht, Jennifer Brecht, Mark Caughron, Bryan Clark, Tony Constanzo (for Adam Devine), Jennifer Dotter, Billie Gorrell, Fran Johnson, Harry Johnson, Bob Katz, Scott Landry, Jennifer Larsen-Jensen, Paul Laufer, Sonja Maki, Dave Miller, John Mundelius, Heather Nelson, Frank Powell, Jim Roe, Patrick Roe, Rob Tuscano, Robin Tuscano, Eric Wirkus

**Not present:** Paul Davis, Adam Devine, Kerry Dillard, Wes Duesenberg, Mike Johnson, Phil Mavon, Janet Smith

USA Alliance President, Jennifer Larsen-Jensen, called the meeting to order at 8:27 am on November 16<sup>th</sup>, 2021

Each person introduced themselves to the group

New member, Robbie Strickland, was welcomed

Review of the minutes from the mid-year meeting in Palm Desert, California – Frank Powell moved to accept the minutes that were previously sent to all members, Dave Miller 2<sup>nd</sup>. Minutes were accepted.

Treasurers Report was given by Treasurer, Jennifer Dotter

Reports were given for 2020 & 2021 due to lack of a meeting in 2020

Jennifer is still working to change the status of the organization from a C-Corp to a 501(c)(6) organization. This looks to be completed in 2022, there will be a tax refund of approximately \$6,000. The professional fees for filing the amended corporate income tax returns & non-profit returns to be compliant will be approximately \$6,000.

Rob Tuscano moved to accept the report and Dan Braude 2<sup>nd</sup>. The report was accepted.

### **OLD BUSINESS**

#### **COMMITTEE UPDATES**

**Website** – The previously budgeted \$2500 was not used, the proposed vendor did not work out.

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

Jennifer Larsen got two quotes, one for \$5,800 (plus \$600/year to host) that would include file storage, and one for \$2,800 (plus \$600/year to host) that would not include file storage. Not including file storage would require the use of Google Drive, creating two places for members to go to for reference of the organization and documents. The use of "Slack" was also brought up as a community board as a discussion forum.

Dan Braude made a motion to use one source at \$5,800, Frank Powell 2<sup>nd</sup>, the motion was approved.

Jennifer Larsen suggested adding the website to the Public Relations committee and volunteered to maintain the website once it has been updated. Jennifer Brecht will be a backup for Jennifer Larsen. It was agreed that changes to the website would be limited to a quarterly update. The new website should be completed by the end of the year.

### Information Sharing Committee

Tripp Duesenberg and Jim Roe were not available for an update.

### Membership Committee

R.C. Chaffin was the chair and is no longer in the organization.

Jennifer Larsen suggested that the Membership Committee and Public Relations Committee be combined. Bill Brecht made a motion to accept the change, Tony Constanzo 2<sup>nd</sup>, the change was accepted.

Jennifer Larsen volunteered to chair the committee, Rob Tuscano made a motion to accept and Frank Powell 2<sup>nd</sup>, all were in favor.

The Public Relations committee will be responsible for the website, getting meeting rooms, joint functions, and company events.

### NAGA

Bryan Clark has been in contact with someone from NAGA but there hasn't been any interest shown in combining groups. There was more discussion of a merger and/or joint events with no resolution.

### Up & Comers Committee – Patrick Roe reported

The idea of having a Next Gen meeting in conjunction with the WSIA U40 Annual Meeting was discussed. This would allow our younger staff members to get to know others within independent agencies vs. walking into a room full of people from the nationals. Also discussed was the idea to have a small panel discussion; Bryan Clark, Patrick Roe and Dan Braude will put this together for the next meeting that will be held in Phoenix, October 23<sup>rd</sup>-25<sup>th</sup>, 2022. A presentation of the Alliance and benefits of working for an independent would be a part of the meeting.

## 2022 Annual Meeting – Frank Powell

The W, Hoboken, New Jersey

Oct 2<sup>nd</sup>-5<sup>th</sup> or Oct. 16<sup>th</sup> -19<sup>th</sup> dates are being looked at

(Originally the 2020 meeting was going to be held in Dana Point, California, with Bryan Clark hosting, however due to Covid that did not happen. Bryan is working with the hotel, Monarch Beach Resort, to hold the 2023 Annual Meeting there)

Fran Johnson suggested we consider inviting Rob Bredahl from Tiger Risk and Shane Haverstick from Sutton National, Fran will contact them both.

## **NEW BUSINESS**

### Election of Officers

Bill Brecht nominated Dan Braude as President Elect; Dan declined

Paul Davis (via proxy, Dave Miller) nominated Frank Powell as President Elect; Frank accepted

Rob Tuscano made a motion for a verbal vote in lieu of secret ballots, Jennifer Dotter 2<sup>nd</sup>, all approved

The voting members stood to avoid any duplicate votes; the following were voted into office:

Dave Miller, President

Frank Powell, President Elect

### 2022 Mid-year Meeting

This meeting will return to Dallas and be held at the Grand Hyatt DFW on Monday, February 28<sup>th</sup>

There will be a dinner on Sunday, February 27<sup>th</sup> at an off-site location

Jennifer Brecht will coordinate this event.

There was no other new business. Dave Miller made a motion to adjourn the meeting at 9:27 am, Frank Powell seconded

Respectfully submitted by Jennifer Brecht, March 19<sup>th</sup>, 2021