



USA Alliance Midyear Meeting Minutes – Dallas, Texas, February 2nd, 2022

Present: Dan Braude, Bill Brecht, Jennifer Brecht, Brent Davis, Paul Davis, Jennifer Dotter, Tripp Duesenberg, Billie Gorrell, Van Griffin, Vickie Harmon, Mike Johnson, Jennifer Larsen-Jensen, Taylor Matthews, Dave Miller, John Mundelius, Frank Powell, Jim Roe, Patrick Roe, Robbie Strickland, Robin Tuscano, Colin Wills

Not present: Bryan Clark, Adam Devine, Fran Johnson, Bob Katz, Scott Landry, Phil Mavon

USA Alliance President, Dave Miller, called the meeting to order at 8:00 am on February 28th, 2022

Each person introduced themselves to the group

New member, Vickie Harmon, Bailey Special Risks, Inc., Hendersonville, Tennessee, was welcomed

Treasurers Report was given by Treasurer, Jennifer Dotter

The status of the organization has been changed from a C-Corp to a 501(c)(6) organization.

The tax returns for the past three years have been amended. The refund will be approximately \$8,000 which is approximately what the fee will be to pay the CPA to have completed this.

The organization has a net income of \$83,000

Dave Miller moved to accept the report and Bill Brecht 2nd. The report was accepted.

Meeting Minutes

The minutes from the mid-year meeting in San Diego, California were previously emailed to all members, no changes were requested.

Bill Brecht moved to accept the minutes, Frank Powell 2nd. Minutes were accepted.

OLD BUSINESS

COMMITTEE UPDATES

Website

Jennifer Larsen reports that the website has been completed and the builder of the website is also hosting it. There is now a login for members to use to access the resource list which includes minutes and treasury reports from past meetings/years. There are still some reports missing. Jennifer Larsen can update any information for members and add any documents or other information.

Information Sharing Committee

Tripp Duesenberg will talk with Jennifer Larsen about adding a message board to the website for information sharing among the members.

Public Relations Committee

Jennifer Larsen has arranged for a free table at WSIA

Tripp Duesenberg suggested a name badge ribbon for conferences such as WSIA that say "USA Alliance". Lapel pins and shirts were also discussed – no further action was taken.

Tripp also brought up geotargeted advertising, specifically to use during WSIA conferences to create more awareness with carriers. Tripp will look into the cost.

Another idea was suggested to send press releases to publications like "Rough Notes", "Insurance Journal" and "Insurance Business America". Patrick Roe has someone in his office that knows who to contact to get press releases submitted. Tripp Duesenberg suggested members write articles and use "USA Alliance" in the byline.

NAGA

Dave Miller has reached out to a member of NAGA with no feedback or reply.

The idea of inviting the president of NAGA, Coryn Thalmann, to dinner at the next meeting being held in Hoboken, New Jersey, was discussed. Dave Miller will call her.

A joint cocktail party for company people at a WSIA meeting was brought up, NAGA might be more receptive after meeting with the group.

Next Gen Committee

Patrick Row will reach out to Brady Kelley to discuss having an "independents only" U40 reception.

2022 Annual Meeting – Frank Powell

The W, Hoboken, New Jersey

Oct 2nd-5th or Oct. 16th -19th dates have been confirmed and Frank has emailed everyone the link for hotel reservations along with a tentative schedule.

Since there are quite a few companies in the area, company names were brought up to either attend the meeting and dinner on Monday or to join the group for golf and/or dinner on Tuesday.

Names for Monday (3 or 4 to be scheduled):

- Scottsdale, Russ Johnson/Dave Nelson
- Concert, Joe Alberti
- MUSIC, Jeff Kamrowski (Billie Gorrell will contact Jeff)
- Great Lakes, Dave Grimley
- Nautilus, Tom Joyce

Names for Tuesday (names were not discussed)

- Hudson
- Western World
- Markel
- Gen Star
- Penn America

NEW BUSINESS

Creation of a company

Dave Miller presented the idea of members of the USA Alliance forming a company with the goal of combining efforts and having a unified front.

Robbie Strickland listed many of the areas that would have to be addressed including markets, capacity, claims, reserves, systems and AM Best. If this became something the Alliance wanted to pursue, Robbie offered to advise.

Patrick Roe suggested that a committee is formed to look at this further. After more discussion and brainstorming Dave Miller suggested the discussion be tabled for another time.

There was no other new business. Jennifer Dotter made a motion to adjourn the meeting, Robbie Strickland seconded

Dave Miller reopened the meeting to discuss prospective members.

Prospective Members

The following agencies were brought up:

- Mike Eichorn, Denali Specialty, St. Louis, Missouri – Dave Miller

- Robert McEwen, The Parks Group, Arlington, Texas – Billie Gorrell
- Ralf (Goober) Schaarschmidt, New England Excess Exchange, Barre, Vermont – Frank Powell
- Kyle Burch, W.H. Greene, Buffalo, New York – Robin Tuscano
- David Phillips, Dixie Specialty, Flowood, Mississippi – Dave Miller

The Alliance members that suggested these agencies will provide writeups to Jennifer Larsen. Jen will send a survey to all members to vote on adding them to the ballot for the annual meeting in Hoboken.

Mike Johnson made a motion to adjourn the meeting, Bill Brecht seconded.

Respectfully submitted by Jennifer Brecht, March 3rd, 2022