



USA Alliance Annual Meeting Minutes – Hoboken, New Jersey, October 3rd – 4th, 2022

Present: Dan Braude, Bill Brecht, Jennifer Brecht, Bryan Clark, Jennifer Dotter, Tripp Duesenberg, Kerry Dillard, Jeremy George (Tuscano), Mike Johnson, Scott Landry, Jennifer Larsen-Jensen, Dave Miller, John Mundelius, Heather Nelson (Ashley), Madeline Parsons (Ashley), Frank Powell, Steven Powell, Andy Roe, Patrick Roe, Ryan Stabile (Tuscano), Robbie Strickland, Robin Tuscano, Colin Wills

Not present: Paul Davis, Adam Devine, Jason Griffin, Van Griffin, Fran Johnson, Janet Smith

Due to speaker scheduling delays, the meeting was broken up into segments that worked with the available timeframe .

USA Alliance President, Dave Miller, called the meeting to order at 8:35 am on October 3rd, 2022

Board of Directors Nominations*

Jennifer Larsen-Jensen reviewed the names of two members of the Board of Directors whose terms are expiring, Dan Braude and Bill Brecht. Dan Braude was not interested in running for another term, Bill Brecht agreed to run for another term. Nominations were made from the floor, Scott Landry volunteered to run. A vote was taken, and all were in favor of Bill Brecht and Scott Landry, none were opposed.

New Member Nominations**

A list of four prospective members was previously emailed to the members with write ups of each agency. A vote was taken for each; the results are as follows:

The Parks Group, Robert McEwen – Approved

Denali Specialty Group, Mike Eichorn – Approved

New England Excess Exchange, Goober (Ralf) Schaarschmidt – Not Approved

WH Greene, Kyle Burch – Approved

Jennifer Larsen-Jensen will send invitations and applications to each of the approved prospective members.

Meeting was temporarily adjourned at 9:15 for the speaker presentations.

USA Alliance President, Dave Miller, continued the meeting at 2:50 pm

Treasurers Report was given by Treasurer, Jennifer Dotter

The balance sheet and P&L were reviewed for the period of January 1 – October 1 of 2022.

Dave Miller moved to accept the report and Jennifer Larsen-Jensen 2nd. The report was accepted.

Minutes from 2022 Midyear

Review of the minutes from the mid-year meeting in Dallas, Texas – Dave Miller moved to accept the minutes that were previously sent to all members, Jennifer Larsen-Jensen 2nd. Minutes were accepted.

OLD BUSINESS

COMMITTEE UPDATES

Website – Jennifer Larsen-Jensen

The new website is now up and running.

Information Sharing Committee - Tripp Duesenberg

The idea of creating a forum page on the website was discussed as well as the possibility of using Microsoft Teams for the membership to use for group communications.

Public Relations Committee

Additional nominations were made for new members:**

Walter General Agency, Dan Walter, Ellisville, Missouri – Approved

Shelly, Middlebrooks & O’Leary, Conner O’Leary, Jacksonville, Florida – Approved

Craig & Leicht, Matt Leicht, Houston, Texas – Not approved

AIA, Patrick Albrecht, Montgomery, Alabama – Approved

Jennifer Larsen-Jensen will email absent members for any objections, if there are none, invitations and applications will be sent.

Jennifer Larsen-Jensen ordered 100 name badge ribbons for \$63.00 which were worn at the WSIA annual meeting. All agreed the ribbons were a good way to identify USA Alliance members to carriers, more will be ordered for future events.

Tripp Duesenberg pointed out that the USA Alliance does not currently have a social media presence. Patrick Roe will set up accounts with LinkedIn, Facebook, and Instagram

NAGA

Coryn Thalmann, President of NAGA, was scheduled to meet with the group after the business meeting Tuesday, October 4th.

2023 Annual Meeting – Bryan Clark

Monarch Beach Resort, Dana Point, California

Bryan is working on dates for late October

NEW BUSINESS

Election of Officers

*See above for minutes of election

New Member Nominations

**See above for minutes of election

2023 Mid-year Meeting

This meeting will be held immediately prior to the WSIA Underwriting Summit in Phoenix, Arizona (March 12-15, 2023)

There will be a dinner on Saturday, March 11th, at an off-site location, Jennifer Brecht will work with Dan Braude to arrange this.

Jennifer Larsen-Jensen will work with Brady Kelley to secure a meeting room.

Future Annual Meeting Locations

The following locations were offered for future meetings:

2024 – Austin, Texas – Ashley General Agency

2025 – Napa, California – Union General

2026 – St. Louis, Missouri – W.A. Schickedanz Agency

There was no other new business. Jennifer Larsen-Jensen made a motion to adjourn the meeting at 3.45, Dave Miller seconded

The meeting was reopened on October 4th, 2022, at 9:50 to discuss the meeting with NAGA President Coryn Thalmann.

The idea of a joint town hall meeting and cocktail party was discussed to be cohosted by the two groups. The town hall meeting would include a panel of members from both groups and an audience of carriers where the panel would have an opportunity to discuss concerns of or state of the market for independents and give the carriers an opportunity

to ask questions, this is in no way meant to be confrontational with the carriers. The first event would be held during the WSIA Underwriting Summit in Phoenix in 2023. Personal invites will be sent to carriers and other independent MGAs not a part of either group. Dave Miller, Jennifer Larsen-Jensen, and Dan Braude will work with the NAGA committee to set this up. Additionally, the USA Alliance and NAGA may continue to cohost a similar event at the WSIA Annual Marketplace.

Another idea is to hold the annual meetings at the same time/location. Each group would have their separate business meetings, company presidents would present to each group, then groups could join for social events. No definite plans are in place currently.

Tripp Duesenberg posed a question to the group about what the Alliance can do over the next 6 months to make the group more productive and/or beneficial to the membership. Patrick Roe agreed to work with Tripp to look into the possibility of forming a program.

There was no other business. Dave Miller made a motion to adjourn the meeting at 3.45, Jennifer Larsen-Jensen seconded.

Respectfully submitted by Jennifer Brecht, October 10TH, 2022