

## INDEPENDENT INSURANCE AGENTS OF NEBRASKA FOUNDATION

### Special Meeting of Board of Directors

April 7, 2021

8231-B Northwoods Drive, Lincoln, Nebraska  
& Via Electronic Conference

### MINUTES

#### CALL TO ORDER/ROLL CALL

The meeting was called to order at 11:05 a.m. by President Jon Hongsermeier on April 7, 2021.

**Those members present were:** Jon D. Hongsermeier, AIP, President; Ryan Hedden, RICP, CIC Vice President; Carol McClelland, CAE, Secretary-Treasurer; Jeff Magee, CIC, RWCS, MBA; Lisa Laday-Davis, CPCU; Michael Luna, CIC, AIP; Sam Phillips, CPCU, CIC, AFIS; Nate Spurling; David Steinkraus, MBA; Riley Tonkin, CPCU, CIC, AIM, AU-M; .

**Those members absent were:** Patrice Scott; Colten Zamrzla.

**Others present were:** Craig Marmie, RICP, LUTCF, and Sandra Ryks, CISR - Scholarship Committee; Tom Greco, CPCU, CIC – Golf Tournament Chairman. **IIAN** – Peggy McDonald, CIC, President; Kevin Kraft, CPCU, Marketing Director.

#### APPROVAL OF CONSENT AGENDA

**It was moved by Hedden, seconded by Luna, that the following items be placed on the consent agenda, and the agenda approved:**

- A. Approval of Agenda
- B. Approval of Minutes – September, 2020 Annual Meeting

**Motion carried unanimously by voice vote.**

#### REPORTS

**A. President** – reported by Hongsermeier. Thanked all for attending the meeting, and helping develop new scholarship program.

**B. Secretary-Treasurer** –reported by McClelland.

**1. Financial Statements – October 31, 2020 (Year End):**

Audited income/expense report and balance sheet for the fiscal year ending October 31, 2020, was reviewed, resulting in net income of \$17,629, which includes \$13,993 towards the Foundation’s budgeted fiscal year Talent Network program subsidy of \$25,000.

**2. Update - Budget Projection – 11/1/2020 – 10/31/2021:** Budget projection for the 2020-21 fiscal year, resulting in \$11,329 net income, was reviewed.

## OLD BUSINESS

### A. Scholarship Committee – Building Session

The meeting recessed for a meeting of the Scholarship Committee (see separate agenda).

The committee reviewed a preliminary scholarship program framework, and made the following decisions:

- Total amount to be awarded annually: Up to \$10,000 (start at \$1,000 each scholarship)
- 2 scholarship categories:
  - New Independent Insurance Professionals – 2 Levels
    - First Year of Employment – could cover Pre-Licensing School, IIA General Insurance Course, etc.
    - 2<sup>nd</sup>-4<sup>th</sup> (?) Year of Employment – IIA designations, CISR, AIP, etc.
  - College Student –Talent Network Partners
    - Insurance-Related Major
      - Senior at 4-year school OR
      - Sophomore at 2-year school
      - Tie to completion of job shadowing in agency/company
    - Intending to enter an insurance agency job in Nebraska ????
    - Include IIAN Pre-Licensing School, IIA General Insurance Course
- • Program development timeline: get input from Phi Beta Lambda, Talent Network College Partners (UNK, UNO, Wayne State, etc.)
- Internship research: Magee volunteered to research how many agencies in Nebraska have an internship program

The Scholarship Committee will meet again in May.

### B. 2021 Fundraising Planning

- **IIAN Dues Check Off:** Income realized from contributions by IIAN member agencies made in conjunction with remittance of IIAN membership renewal dues for the 2020/21 fiscal year ending October 31, 2021, is \$3,310.
- **26<sup>th</sup> Annual Golf Tournament – August 19, 2021, Woodland Hills, Eagle:** Chairman Tom Greco joined the meeting and discussed fundraising strategies for the upcoming tournament. It is hoped that the Jacupke family can be more involved in fundraising and participating in the tournament. (NOTE: Golf Committee volunteers will hold an organizational meeting on April 28, 2021.)

### C. Talent Network Program Update

Kraft provided an update on program activity and hiring resources (see written report). Restated that the major focus for 2021 is to promote the independent agency

system to students and college administrators, rather than placement of students in agency jobs.

### **NEW BUSINESS**

#### **A. Strategic Plan Update – July 14-15, 2021**

McClelland discussed the need for a possible strategic planning session in July, in conjunction with the IIAN Board's scheduled planning retreat at the Lied Conference Center, Nebraska City. **A suggestion was made to survey Board members regarding the need for a long-range planning session.**

### **ADJOURNMENT**

It was duly moved and seconded that the meeting be adjourned; motion carried unanimously, meeting adjourned at 12:25 p.m.

**Submitted by Carol McClelland, Secretary-Treasurer**

April 22, 2021