

INDEPENDENT INSURANCE AGENTS OF NEBRASKA FOUNDATION

Annual Meeting of Board of Directors

September 1, 2022

12329 Southport Parkway, Omaha, Nebraska/Virtual Conference

MINUTES

CALL TO ORDER/ROLL CALL

The annual meeting was called to order at 10:05 a.m. by President Jon Hongsermeier on September 1, 2022.

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; Craig Marmie; Michael Luna, CIC, AIP; David Steinkraus, MBA; Riley Tonkin, CPCU, CIC, AIM, AU-M.

Those members absent were: Lisa Laday-Davis, CPCU; Sam Phillips, CPCU, CIC, AFIS; Nate Spurling; Colten Zamrzla.

Others present were: IIAN – Vincent Christensen, President; Peggy McDonald, CIC, Immediate Past President; Ann Ames, CEO; Jacilyn Bruns, Communications Director.

Talent Network Task Force: Jessica Reed, Sandra Ryks, Dee Sykora, Derek Wright

APPROVAL OF CONSENT AGENDA

It was moved by Steinkraus, seconded by Marmie, that the following items be placed on the consent agenda, and the agenda approved:

- A. Approval of Agenda
- B. Approval of Minutes – October 27, 2021 Annual Meeting

Motion carried unanimously by voice vote.

REPORTS

- A. **President** – reported by Hongsermeier.
 1. **Director/Officer Nominees:** Announced that Ann Ames, Jon Hongsermeier, and Riley Tonkin have agreed to be elected/re-elected as directors, and that Jon Hongsermeier, Ryan Hedden, and Ann Ames have had agreed to be elected president, vice president, and secretary-treasurer, respectively.

RECESS FOR TALENT NETWORK PROGRAM PLANNING SESSION – See Separate Agenda

- B. **Talent Network Program Update/Planning:**
 1. **College Outreach Activities – Fall 2022**
IIAN Communications Director Jacilyn Bruns reported on UNL “activation booths”

scheduled for September 10 and 13; as well as Husker football and volleyball game tickets in November, and UNO hockey and basketball events later in the season. UNL and UNK career fairs are scheduled in September and October.

Refer to power point presentation.

2. 3-Year Plan, Year 2 Program/Budget

Members of the Talent Network Task Force and IIAN Foundation developed goals, objectives, strategies, and budget for the program in 2023, in conjunction with IIAN's 2024 and Year 2 Talent Development Objectives and Strategies. Refer to "Year 2 Planning Session" written report.

RECONVENE - Board meeting reconvened at 11:20 a.m. on September 1, 2022.

C. Secretary-Treasurer –reported by McClelland.

1. Financial Statements – July 31, 2022 (3rd Qtr.):

Income/expense report and balance sheet for the period ending August 31, 2021, was reviewed, resulting in net deficit of \$12,674, which includes \$22,275 towards the Foundation's budgeted fiscal year Talent Network program subsidy of **\$29,675, corrected.**

a. Talent Network Program Year End Projection: Total program expense projection for the fiscal year is \$61,368 – comprised of \$29,675 Foundation subsidy and \$31,693 funding by IIAN (see September 1, 2022 power point presentation).

b. Fundraising Strategies:

- **IIAN Dues Check Off:** Income realized from contributions by IIAN member agencies made in conjunction with remittance of IIAN membership renewal dues for the 2021/22 fiscal year ending October 31, 2022, is \$11,350.
- **27th Annual Golf Tournament – August 18, 2022:** Fiscal year end projection for the tournament is projected to be \$23,642 net income (\$1,508 less than budgeted amount).

2. Budget Projection – 11/1/2022 – 10/31/2023:

a. Approve Budget Projection: Budget projection for the new fiscal year, resulting in net deficit of \$4,417, was reviewed. Noted that the total New Talent program expense projection for the fiscal year starting November 1, 2022 is \$67,433 – with \$33,717 in reimbursement of program costs to be made by the Foundation

It was moved by Steinkraus, seconded by Luna, that the budget projection be approved. Motion carried by unanimous voice vote.

NOTE: The total 2022-23 New Talent program budget was increased to \$69,258 by the IIAN Board on October 5, 2022 - comprised of \$34,629 Foundation subsidy and \$34,629 funding by IIAN.

b. Fundraising Strategies:

- Income will again be realized from contributions by IIAN member agencies made in conjunction with remittance of IIAN membership renewal dues for the 2022-23 fiscal year ending October 31, 2023 - \$10,000 is projected..
- **28th Annual Golf Tournament – Date/Location To Be Determined:**
The golf tournament committee and staff will determine the date and location of the 28th annual tournament. IIAN’s 116th Annual Convention will be held at the Embassy Suites hotel in LaVista, October 4-6, 2023.

OLD BUSINESS

A. New Scholarship Program Update: The new, “New Independent Insurance Professional” scholarship program for Big “I” members was launched on December 30, 2021, and two scholarships have been awarded to IIAN members – one in his first year of employment, and one in his second-fifth years of employment. Two more of these scholarships were awarded after July 1.

The new Mark B. Lisko Big “I” Nebraska Scholarship administered by the University of Nebraska Foundation was awarded to two junior UNK College of Business & Technology students at a special CBT ceremony on May 6 in Kearney; Bruns and Hongsermeier attended and the IIAN Foundation was recognized as the sponsor. The Foundation Board Scholarship committee will be working in the coming year to establish new scholarships at UNL and UNO.

NEW BUSINESS

A. Election of Officers and Directors

It was moved by Luna, seconded by Steinkraus, that the following nominees be elected to the Board of Directors, and as Officers of the Foundation:

For three-year terms expiring October, 2025:

- **Ann Ames** - IIAN, Lincoln
- **Jon Hongsermeier, AIP** – Adams Insurance Advisers, North Platte
- Riley Tonkin, CPCU, CIC, AIM, AU-M, GTA Insurance Group, Lincoln;**

And for one-year terms expiring October, 2023:

Jon Hongsermeier, to the office of President; **Ryan Hedden**, to the office of Vice President, and **Ann Ames**, to the offices of Secretary and Treasurer;

Motion carried by unanimous voice vote.

It was moved by Hongsermeier, seconded by Ames, that Craig Marmie and Jeff Magee, along with the duly elected officers, be appointed to serve as the Executive Committee of the Board until the next Annual Board meeting.
Motion carried by unanimous voice vote.

ADJOURNMENT

It was duly moved and seconded that the meeting be adjourned; motion carried unanimously, meeting adjourned at 11:45 a.m.

Submitted by Ann Ames, Secretary-Treasurer

October 31, 2022