

INDEPENDENT INSURANCE AGENTS OF NEBRASKA FOUNDATION

Annual Meeting of Board of Directors
 September 29, 2020
 8231-B Northwoods Drive, Lincoln, Nebraska
 & Via Electronic Conference

MINUTES

CALL TO ORDER/ROLL CALL

The annual meeting was called to order at 10:00 a.m. by President Dee Sykora on September 20, 2020. Those present introduced themselves.

Those members present were: Dee M. Sykora, AAI, AU, President; ; Jon D. Hongsermeier, AIP, Vice President; Carol McClelland, CAE, Secretary-Treasurer; Greg Donsbach; Ryan Hedden, RICP, CIC; Lisa Laday-Davis, CPCU; Michael Luna, CIC, AIP; Riley Tonkin, CPCU, CIC, AIM, AU-M.

Those members absent were: Aaron Kobza; Robert K. Marshall; Chad Thies.

Others present were: Director Nominees – Sam Phillips, Patrice Scott, Nate Spurling, David Steinkraus, Colten Zamrzla; Tom Greco, CPCU, CIC – Golf Tournament Chairman. **IIAN** – Peggy McDonald, CIC, Vice President; Adam Backer, Director; Kevin Kraft, CPCU, Marketing Director.

APPROVAL OF CONSENT AGENDA

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

- A. Approval of Agenda
- B. Approval of Minutes – June 18, 2020 Special Meeting

Motion carried unanimously by voice vote.

REPORTS

A. President – reported by Sykora.

1. **Director/Officer Recruitment/Nominees:** Announced that Jeff Magee, Sam Phillips, Patrice Scott, Nate Spurling, David Steinkraus, and Colten Zamrzla have agreed to be elected as directors, and that Jon Hongsermeier, Ryan Hedden, and Carol McClelland had agreed to be elected president, vice president, and secretary-treasurer, respectively. Reported that an orientation for new director nominees had been presented prior to this meeting.

B. Talent Network Program Update:

McClelland reported that the New Talent Task Force met in July and updated action steps based on the June 18, 2020 joint IIAN/Foundation Board planning session; and

decided to subscribe to a new IAN Job Board powered by Member Clicks, which is free for IAN members, and also to become a UNO Mavs Athletics sponsor starting October, 2020. Restated that the major focus for 2021 is to promote the independent agency system to students and college administrators, not placement of students in agency jobs. Refer to power point presentation for 2020/21 action plan and budget.

Kraft also reported on the I-CAN digital advertising program; and upcoming student events in October for UNK, Wayne State, and Phi Beta Lambda.

C. Secretary-Treasurer –reported by McClelland.

1. Financial Statements – July 31, 2020 (3rd Quarter):

Income/expense report and balance sheet for the period ending July 31, 2020, was reviewed, resulting in net income of \$149, which includes \$6,667 towards the Foundation's budgeted fiscal year Talent Network program subsidy of \$25,000.

a. New Talent Program Year End Projection: Total program expense projection for the fiscal year is \$27,515 (see September 29, 2020 power point presentation).

b. Fundraising

- Income realized from contributions by IAN member agencies made in conjunction with remittance of IAN membership renewal dues for the 2019/20 fiscal year ending October 31, 2020, is \$2,950.
- **25th Annual Golf Tournament – September 30, 2020:** Golf Committee Chairman Tom Greco joined the meeting and reported on sponsorships and golfer registrations for the tournament, estimated to result in net income of approximately \$20,000.

2. Budget Projection – 11/1/2020 – 10/31/2021:

Budget projection for the new fiscal year, resulting in \$11,329 net income, was reviewed.

a. New Talent Program Projection: Noted that the total New Talent program expense projection for the fiscal year starting November 1, 2020 is \$30,000 – with \$15,000 in reimbursement of program costs to be made by the Foundation.

b. Fundraising Strategies:

- Income will again be realized from contributions by IAN member agencies made in conjunction with remittance of IAN membership renewal dues for the 2020/21 fiscal year ending October 31, 2021.
- **26th Annual Golf Tournament – Date To Be Determined, September-October, 2021:** It is anticipated that the 2021 event will be held in the Lincoln area again in 2021, since IAN's 114th Annual Convention will be held at the Embassy Suites hotel in Lincoln – but exact dates are yet to be determined.

OLD BUSINESS

A. Scholarship Program

McClelland reviewed the history of the Foundation's scholarship program, which was

suspended by the Board in October, 2018. The COVID-19 pandemic has delayed meeting of a task force to develop a new scholarship program; a virtual meeting will be scheduled as soon as practicable.

NEW BUSINESS

A. Election of Officers and Directors

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

For three-year terms expiring October, 2023:

- **Jeff Magee** - SFM Mutual Insurance, Omaha
- **Sam Phillips, CIC** – Liberty Mutual, Lincoln
- **Patrice Scott** – Method Insurance, Omaha
- **Nate Spurling** – Auto-Owners, Polk
- **David Steinkraus** - Inspro, LaVista
- **Colten Zamrzla** – Covenant Insurance, Lincoln

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

And that the duly elected officers, along with Riley Tonkiin and Michael Luna, be appointed to serve as the Executive Committee of the Board.

Motion carried by voice vote.

ADJOURNMENT

It was duly moved and seconded that the meeting be adjourned; motion carried unanimously, meeting adjourned at 11:08 a.m.

Submitted by Carol McClelland, Secretary-Treasurer

October 19, 2020