

## INDEPENDENT INSURANCE AGENTS OF NEBRASKA FOUNDATION

### Annual Meeting of Board of Directors

October 27, 2021

1040 – P Street, Lincoln, Nebraska/Virtual Conference

### MINUTES

#### CALL TO ORDER/ROLL CALL

The annual meeting was called to order at 1:25 p.m. by President Jon Hongsermeier on October 27, 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; Colten Zamrzla. .

**Those members absent were:** Patrice Scott; David Steinkraus, MBA; Riley Tonkin, CPCU, CIC, AIM, AU-M.

**Others present were:** IIAN – Peggy McDonald, CIC, President; Kevin Kraft, CPCU, Marketing Director.

#### APPROVAL OF CONSENT AGENDA

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

- A. Approval of Agenda
- B. Approval of Minutes – April 7, 2021 Special Meeting

**Motion carried unanimously by voice vote.**

#### REPORTS

**A. President** – reported by Hongsermeier.

1. **Director/Officer Nominees:** Announced that Ryan Hedden, Lisa Laday-Davis, and Michael Luna have agreed to be re-elected as directors, and that Jon Hongsermeier, Ryan Hedden, and Carol McClelland had agreed to be elected president, vice president, and secretary-treasurer, respectively.
2. **Director Resignation – Appoint Replacement:** Announced that Patrice Scott has resigned as director due to a career change; recommended that Craig Marmie with UNICO be appointed to fill the vacant director position expiring October, 2023. (See Election of Officers and Directors, below.)

**B. Talent Network Program Update:**

**1. College Outreach Activities – Fall 2021**

College student events this fall are back to in-person; IIAN past president Todd

Anderson and Marketing Director Kevin Kraft presented to a UNK agriculture class on October 4; 2 students expressed that they are interested in an insurance career, and one is looking for an insurance internship in southwest Nebraska. Kraft and IIAN Communications Designer Jacilyn Bruns have attended a UNL career fair on September 23, and exhibited at the UNL Student Tailgate on October 2; as well as UNK career fair on October 5, and UNK “Company Connections” event on October 13.

## **2. 3-Year Plan, Year 1 Program/Budget**

Members of the Talent Network Task Force and IIAN Foundation Board met on July 20 in Omaha and developed goals, objectives, plans, and budget for the program in 2022, in harmony with IIAN’s 2024 and Year 1 Talent Development Objectives and Strategies. Refer to “3-Year Planning Session – July 20, 2021” written report. Noted that the college outreach program will be expanded to include the University of Nebraska, Lincoln, in addition to continuing relationships with UNK and UNO; a Trusted Choice® grant has been approved which will fund 43.75% of the total University of Nebraska college outreach program cost, since the program also promotes the independent insurance channel to consumers.

## **C. Secretary-Treasurer** –reported by McClelland.

### **1 . Financial Statements – August 31, 2021 (10 Mos.):**

Income/expense report and balance sheet for the period ending August 31, 2021, was reviewed, resulting in net income of \$19,668, which includes \$12,500 towards the Foundation’s budgeted fiscal year Talent Network program subsidy of \$15,000.

**a. Talent Network Program Year End Projection:** Total program expense projection for the fiscal year is \$27,629 (see September 29, 2020 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 2020/21 fiscal year ending October 31, 2021, is \$3,310.
- **26<sup>th</sup> Annual Golf Tournament – August 19, 2021:** The tournament exceeded its budgeted net income amount by \$4,441; netting \$27,470.

### **2. Budget Projection – 11/1/2021 – 10/31/2022:**

Budget projection for the new fiscal year, resulting in \$6,825 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, 2021 is \$40,850 – with \$20,425 in reimbursement of program costs to be made by the Foundation.

#### **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 2021/22 fiscal year ending October 31, 2021 - \$8,000 is projected..

- **27<sup>th</sup> Annual Golf Tournament – Date To Be Determined, August, 2022:** It is anticipated that the 2022 event will be held in the Lincoln area again, since IIAN’s 115<sup>th</sup> Annual Convention will be held at the Embassy Suites hotel in Lincoln – but exact date is yet to be determined.

## **OLD BUSINESS**

### **A. Scholarship Program Update:**

McClelland will be meeting soon with the director of the UNK College of Business & Technology Career Center, and the Vice President of Alumni Relations, to discuss details of our first new college scholarship in 2022, for UNK business students, administered in cooperation with the NU Foundation.

The Scholarship committee will also meet soon to finalize details for the “New Independent Insurance Professional” scholarships for Big “I” members, to be launched in January, 2022.

## **NEW BUSINESS**

### **A. Election of Officers and Directors**

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

For three-year terms expiring October, 2024:

- **Ryan Hedden, CIC** - Markel Specialty, Omaha
- **Lisa Davis, CPCU** – Davis Insurance, Omaha
- **Michael Luna, CIC, AIP** – Nebraska Asset Protection Group, Papillion

**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;

**Motion carried by voice vote.**

**It was moved by Hongsermeier, seconded by Magee, that the Craig Marmie be appointed to serve as director, filling the vacant position expiring October, 2023.**

**Motion carried by voice vote.**

## **ADJOURNMENT**

It was duly moved and seconded that the meeting be adjourned; motion carried unanimously, meeting adjourned at 2:10 p.m.

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

December 31, 2021