

INDEPENDENT INSURANCE AGENTS OF NEBRASKA FOUNDATION

Annual Meeting of Board of Directors

November 7, 2019

9394 W. Dodge Road Ste. 250, Omaha, Nebraska

MINUTES

CALL TO ORDER/ROLL CALL

The annual meeting was called to order at 11:35 a.m. by President Dee Sykora on November 7, 2019. Those present introduced themselves.

Those members present were: Dee M. Sykora, AAI, AU, President; Jay Sillau, CPCU, Vice President; Carol McClelland, CAE, Secretary-Treasurer; Lisa Laday-Davis, CPCU; Greg Donsbach; Jeffrey Ewen; Ryan Hedden, RICP, CIC; Jon D. Hongsermeier, AIP.

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

Others present were: Director Nominees – Riley Tonkin, Michael Luna; Tom Greco, CPCU, CIC – Golf Tournament Chairman; **IIAN** – Sandra Ryks, CISR, President; Kevin Kraft, CPCU, Marketing Director; Moriah Dilley, Marketing Assistant.

APPROVAL OF CONSENT AGENDA

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

- A. Approval of Agenda
- B. Approval of Minutes – June 20, 2019 Special Meeting

Motion carried unanimously by voice vote.

REPORTS

A. **President** – reported by Sykora.

1. **Director/Officer Recruitment/Nominees:** Announced that Jon Hongsermeier, Michael Luna, and Riley Tonkin have agreed to be elected as directors, and that Dee Sykora, Jon Hongsermeier, and Carol McClelland had agreed to be elected president, vice president, and secretary-treasurer, respectively.

Sykora announced that the terms of five Board members will expire in October, 2020, and asked for assistance from all directors to identify and recommend new prospective Board members in 2020.

B. Talent Network Program Update:

McClelland reported that the New Talent Task Force met in July and developed action steps based on the June 20, 2019 joint IAN/Foundation Board planning session; and again in August and decided to become a UNK Career Center Partner. Restated that the major focus for 2019 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 update on progress towards action plan since the June 20 joint planning session.

C. Secretary-Treasurer –reported by McClelland.

1. Financial Statements – August 31, 2019 (Fiscal Year End): Income-expense summary and balance sheet for the fiscal year ending August 31, 2019 were reviewed, resulting in net income of \$2,478, which includes \$24,533 towards the Foundation’s budgeted fiscal year Talent Network program subsidy of \$24,725 (approved June 20, 2019). **New Talent Program Year End Projection:** Total program expense projection for the fiscal year is \$44,855, based on the re-focusing plan for the program adopted on June 20, 2019 (see October 8, 2019 power point presentation).

2. Budget Projections - Short Fiscal Year – 9/1/2019 – 10/31/2019 & New Fiscal Year – 11/1/2019 – 10/31/2020:

Budget projections for both the “short fiscal year”, resulting in \$24,577 net income, and “new fiscal year”, resulting in \$2,054 net income, were reviewed. Noted that the total New Talent program expense projection for the “new fiscal year” starting November 1, 2019 is \$50,000 – with \$25,000 in reimbursement of program costs to be made by the Foundation.

Fundraising Strategies: Income has again been realized from contributions by IAN member agencies made in conjunction with remittance of IAN membership renewal dues starting September 1, 2019, along with another successful Golf Tournament fundraiser held on October 10, 2018 (net income of \$21,457 projected.)

Both strategies are planned for the “new fiscal year”, including the 25th annual Golf Tournament scheduled for September 30, 2020. Greco joined the meeting and led a discussion on possible locations and fundraising strategies for the tournament. Interested Board members were invited to volunteer to serve on the tournament steering committee, which will start fundraising activities in the first quarter of 2020.

OLD BUSINESS - None

NEW BUSINESS

A. New Scholarship Program – Form Task Force: McClelland led a discussion regarding the need to form a task force to develop a new Foundation scholarship program, since the old program guidelines were suspended by the Board in October, 2018. Hedden and Ryks volunteered to serve on the task force; an initial meeting should be held before the next Board meeting, scheduled for February 25, 2020.

B. Election of Officers and Directors

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

For three-year terms expiring October, 2022:

- **John Hongsermeier**, Adams Insurance Advisors, North Platte;
- **Michael Luna**, Luna Insurance, Omaha;
- **Riley Tonkin**, EMC Insurance, Omaha; and

Dee M. Sykora, to the office of President; **Jon Hongsermeier**, to the office of Vice President, and **Carol McClelland**, to the offices of Secretary and Treasurer;

Motion carried, all nominees elected unanimously.

C. Appointment of Executive Committee

It was moved by Sillau, seconded by Ewen, that the duly elected officers, along with Ryan Hedden and Michael Luna, be appointed to serve as the Executive Committee of the Board.

Motion carried unanimously by voice vote.

ADJOURNMENT

It was duly moved and seconded that the meeting be adjourned; motion carried unanimously, meeting adjourned at 1:05 p.m.

Submitted by Carol McClelland, Secretary-Treasurer
December 20, 2019