

Combined Agents of America, LLC

Board of Members Meeting Minutes

Location: JW Marriott Camelback Inn, Scottsdale, Arizona

Dates: November 12–13, 2025

1. Call to Order

Chairman Bob Wood called the meeting to order.

2. Attendance

Member Agencies Present: All member agencies were represented **except** the following:

- Agri-City Insurance Agency, LLC
- Bravera Insurance
- Davis & Garratt
- First Insurance Services of Jasper, Inc.
- GBS Insurance
- Heritage Insurance & Real Estate
- Insurors of the Ozarks
- Jensen Insurance & Real Estate
- Jordan Barnett Agency
- McGrath Insurance Group
- Mena Insurance
- Mr. Insurance Agency, Inc.
- Plummer Insurance
- Renn Insurance
- TIA Group
- T. R. Baker Agency
- The Burrows Agency
- The Dana Company
- The Shropshire Agency
- Wellmann Insurance

Prospective Member Present:

- David Kirby, McCashland Kirby Insurance (Lincoln, Nebraska)

3. Consent Agenda

Motion: To approve the meeting agenda and July 2025 meeting minutes.

Motion by: Michael Tubb

Second by: Randy Smart

Outcome: Motion carried.

4. Financial Report

CEO A.J. Lovitt presented the financials.

Motion: To approve the financials as presented.

Motion by: Ashley Hart

Second by: Troy Leibold

Outcome: Motion carried.

5. Staff Update & Q&A

The following updates were presented:

- Membership update, including 2025 member losses.
 - New members noted as the strongest group onboarded to date.
 - Four active prospects; recruitment efforts ongoing in Tennessee, Michigan, and Indiana.
 - Discussion on private equity ownership impact on network retention, including departures such as Bravera leaving ISU.
 - Reinforced value proposition highlighting *member ownership* within CAA, to be included in the 2026 marketing strategy.
 - CAAIS wrote \$4.1 million in total new business.
 - Successful onboarding of four new member agencies.
 - Grow to Green campaign produced over \$3 million in written premium; targeting Travelers and Hartford with similar initiatives.
 - Completion of NAICS coding for 40,000 previously unclassified accounts.
 - Producer Academy ongoing; launching Account Manager Academy.
 - 2026 meetings: March meeting scheduled Tuesday–Wednesday.
-

6. Budget / EC Elections

6.1 2026 CAA & CAAIS Budget Approval

Motion: To approve the 2026 budget.

Motion by: Rick Elliott

Second by: Kyle Becker

Outcome: Motion carried.

6.2 Executive Council Elections

- **Chair:** Ashley Hart
Motion by: Michael Bosworth
Second by: Ben Bartlett
Outcome: Motion carried.
 - **Vice Chair:** Kyle Becker
Motion by: Stewart Berrong
Second by: Dusty Davis
Outcome: Motion carried.
 - **Central Region Representative:** Andrew Plummer
Motion by: Lucas Boyd
Second by: Tami Towne
Outcome: Motion carried.
 - **At-Large Representative:** Clifton Fendley
Motion by: Kyle Becker
Second by: Rick Elliott
Outcome: Motion carried.
-

7. Member Discussion

- Proposed update to CAA Agreement Section 6.02(E).
- Discussion regarding amending the operating agreement to require a penalty or forfeiture of equity if an agency sells to a non-CAA entity. Emphasized intention to encourage offering sale opportunities to fellow CAA members.
- A.J. proposed a cultural approach—creating an organization where members *want* to remain, noting: “The harder you make it to leave, the harder it is to join.”
- Consideration of an administrative one-time penalty or a bonus to a purchasing CAA member.
- CAA staff will draft updated language for review.

Motion: To hold a vote within 30 days to amend the operating agreement using updated language provided in the meeting packet.

Motion by: Michael Bosworth

Second by: Bob Wood

Outcome: Motion carried.

8. Member Private Time

(Discussion held in closed session; no minutes recorded.)

9. Adjournment

Motion: To adjourn the meeting.

Motion by: Clifton Fendley

Second by: Shawn Woods

Outcome: Motion carried.

Minutes prepared for formal record.