

**Polish Falcons of America
Executive Committee Meeting
September 8, 2022**

The Executive Committee met at 2:36 p.m.

In the office and on Zoom were:

Timothy Kuzma, National President
Patricia Del Busse, First National Vice President
Ryan Gregg, National Secretary/Treasurer

On Zoom were:

Daniel Michalak, Second National Vice President
Richard Federowicz, Legal Counsel

The meeting began with roll call and Czolem!

Minutes:

Minutes from the August Executive Committee meeting are posted and will stand approved as presented.

Financial Report:

The last meeting was two weeks ago and it is too soon for another financial report.

Special Convention Update:

The Convention minutes are finished. President Kuzma plans to send the amendments to the PA Insurance Department by the end of this week.

Sales/Marketing Update:

The contracting, E-application and commissions processes continue to be worked on to optimize efficiency and allow scalability.

The agent contracting vendor, AgentSync, should be live next week. This will give PFA a seamless way to check backgrounds, onboard, appoint and maintain the agent database. This will be crucial as Jared approaches larger agencies.

The E-application vendor, iCover, should have a test environment up next week as well. The Final Expense application was approved by the Interstate

Insurance Compact earlier this week. Once the bugs have been worked out through the testing phase, Jared will be working with a handful of agents before releasing to all agents.

Lastly, PFA has been working with Pinpoint to implement an agency focused commission structure. Aligning with the timing of the contracting/E-app, Pinpoint will have a test version of the new commission structure next week.

In late October Jared plans on approaching an agency in Connecticut and one in New Jersey that he has had past relationships with. Both agencies have a few hundred agents under their umbrella.

We plan to see noticeable changes to insurance sales starting in Q4, but really building momentum to Q1 2023.

A New Fraternal Award Program

The Nest/District COVID-19 Perseverance Award.

Both Druhna Trish and Druh Dan will finish a form and submit to Courtney to post. The deadline has been extended to October 31, 2022.

Legion of Honor:

Druhna Trish hosted a meeting of the Commandery Members via Zoom on August 31 at 7:00 p.m.

The following Commanders were on the call:

- District I-currently there is no representative
- District II-Joan Beilfuss
- District IV-Thaddeus Kokoski (absent)
- District V-James Sokolowski
- District VI-Nancy Chiszar
- District VII-Thomas Washington
- District IX-Geraldine Wilson
- District XIII-Joan Pawlukiewicz

Druhna Trish opened the meeting and gave an overview of the responsibilities of the Grand Master.

The meeting was then turned over to the Legion Secretary (per the rules). The meeting was brief as Druhna Beilfuss had volunteered for the position.

Druhna Trish administered the Grand Master oath to Druhna Beilfuss which was quite an honor for her.

Druhna Joan is very pleased to take on this role. This is our second female Grand Master and only the second time a Grand Master is from District II; the first one being Michael Milonski.

District I:

There is a plenary meeting planned for next week. The hope is to fill the roster of District I Officers and get the District active again.

Druhna Trish will share the information received with Druhna Malgosia to be sure she is aware of the meeting.

Nest 45:

Nest 45 received a letter from the IRS stating that their tax exemption has been automatically revoked due to the 3 years of non-990 filing. The Nest had reported to PFA that they had receipts of >\$50,000 for the 3 years in question (2018-2020), which does not qualify for a 990-N filing; PFA files 990-Ns on behalf of the Nests. The Nest Treasurer stated she had made hard copy filings every year, but did not maintain a proof of delivery receipt. As such, a 1024 was submitted, which reapplies to reactivate the tax exemption. Nest 45 is working with a local small business tax advocate who has a direct contact with an IRS agent in this department. The tax advocate will be sending hard copies of 990's from 2018-2021. The returns will be sent to the Ogden, UT location and crossreferenced with the electronic submission of the 1024. Once all paperwork is in line and processed by the IRS, the Nest should have their exemption re-issued.

Good of the Order:

Ukraine Donations Acknowledgements:

One of the gentleman who received a thank you letter from Druhna Trish called and was pleased to receive the letter. He would also like to donate to one of the schools in Poland who is welcoming Ukraine children. President Kuzma will try to get more information while he is in Poland.

Druh Federowicz received a letter also and was pleased with the letter.

The Christmas dinner for the Board will be held November 18 at Papa J's in the Strip District.

President Kuzma is leaving for Poland early next week.

With no other business, the meeting was adjourned at 3:00 p.m.

Czolem,

Druhna Patricia "Trish" Del Busse