

NEW  
YORK



ASSOCIATION OF  
INDEPENDENT  
ADJUSTERS,  
INC.

1111 ROUTE 110, SUITE 320  
FARMINGDALE, NY 11735

PRESIDENT  
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888 CENTER ROAD  
BUFFALO, NY 14224  
(716) 771-3459

VICE PRESIDENT  
**GEOFFREY LAMARCHE**  
P.O. BOX 370  
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(800) 738-0028

SECRETARY - TREASURER  
**MICHAEL ERHARDT**  
1111 ROUTE 110, STE. 320  
FARMINGDALE, NY 11735  
(631) 465-0877

REGIONAL - VICE PRESIDENT  
**MATTHEW D. SHERMAN**  
P.O. BOX 447  
CLIFTON PARK, NY 12065  
(518) 240-1375

*Professional — Expertise & Knowledge — Quality — Integrity—Service*

June 19, 2023

Dear NYAIAI Members & Guests:

On behalf of the New York Association of Independent Adjusters, Inc., we would like to invite you to our 82<sup>nd</sup> Annual Convention to be held at the High Peaks Resort in Lake Placid, NY from September 21<sup>st</sup> to 24<sup>th</sup>, 2023. Enjoy the first fall weekend in upstate New York.

The High Peaks Resort is situated in the Northern area of New York's Adirondack Mountains. Lake Placid is one of the best places to go for a scenic weekend and High Peaks Resort is located on Main Street right in the downtown area. Enjoy strolling by local shops or taking the walking path around Mirror Lake.

On Thursday, September 21<sup>st</sup>, Convention Registration will begin at 2:00 pm followed by a Welcome Cocktail Reception at 5:30. The Hospitality Suite will be open Thursday, Friday, and Saturday evenings from 9:30 to 11:30 pm.

On Friday, September 22<sup>nd</sup>, we begin with breakfast at 7:30 am followed by General Membership & Liaison Meetings. The Golf Event will be held at the beautiful Whiteface Golf Club, 1<sup>st</sup> tee time is at noon. The non-golfers will have lunch at The Peaks Sip & Paint Bar while having a fun afternoon with an Artist-led instructor, who will help you create your own masterpiece, while sipping on wine, beer, cider etc. Friday evening there will be a cocktail party and dinner.

On Saturday, September 23<sup>rd</sup> breakfast will begin at 7:30 am. We have two Educational Sessions featuring Alexander Tartter of J.S. Held and Marco Cercone of Rupp Pfalzgraf, LLC. Saturday afternoon we will be going on the Lake Placid Olympic Center Arenas & Museum Guided Tour including lunch. For those attendees that may be interested in "Curling", we have reserved the USA Rink & instructor from 4 - 5pm. If you are interested in "Curling", please register quickly, as this event is limited to 30 people.

**EXECUTIVE COMMITTEE:**

Tim Sheehan  
Edward R. Reilly, IV  
Douglas Galenza

**ADVISORY COMMITTEE:**

Chris Murray  
Kimberlee Blake Labelle  
Margaret A. Reilly  
Stephen G. Ciurczak, CPCU  
John Kiernan  
Richard G. Winne  
Michael Nardulli

**MEMBERSHIP COMMITTEE:**

Michael Erhardt

**LIAISON COMMITTEE:**

CHRIS MURRAY  
Kimberlee Blake Labelle  
Margaret A. Reilly  
Stephen G. Ciurczak, CPCU  
John Kiernan  
Richard G. Winne  
Michael Nardulli  
Richard J. Umbach  
Todd D. Mahoney  
Erik Himelein  
Charles J. Reilly, Jr.

**EDUCATION:**

Charles J. Reilly, Jr.  
Edward R. Reilly, IV

**LEGISLATIVE:**

Thomas E. Erhardt  
Erik Himelein  
Charles J. Reilly, Jr.

**GRIEVANCE:**

Eileen Love

**JOURNAL:**

Margaret A. Reilly

**WEBSITE:**

Margaret A. Reilly

**CORRESPONDING SECRETARY:**

Dorothy B. Boyle

**ADVISORY COUNSEL:**

Cozen O'Connor

**E & O BOND PROGRAM:**

CPLIC—Claims Professional  
Liability Insurance Program



Saturday evening there will be a Cocktail Party at 6:30 pm followed by the Grand Banquet Dinner. Jackets are suggested for the Saturday Night Banquet.

**You may pay for the Registration, Golf and Sponsorships on our website; however, we ask that you PLEASE return the paper Registration Forms for bookkeeping purposes, email and mail information is below. The final deadline for Registration is August 28th, 2023. Please be sure to get your forms in before the cutoff date.**

**Registration Form & payment can be submitted as follows:**

**Mail check: NYAIAI, 1111 Route 110, Suite 320, Farmingdale, NY 11735**

**Website: [nyadjusters.org](http://nyadjusters.org)**

**Fax: (631)465-0878**

**Email: [nyaiai@aol.com](mailto:nyaiai@aol.com)**

**If you plan on attending, PLEASE register with the hotel as soon as you receive this Convention Packet by calling (518) 523-4411. Be sure to mention the New York Association of Independent Adjusters block of rooms. Please remember the Cutoff Date for the hotel room block is 8/28/2023.**

**Hotel Deluxe Room \$249.00 plus tax per night Thursday to Sunday  
(2 or 3 night minimum)**

The Convention provides an excellent opportunity to renew old friendships or make new ones, share in new technology and attend educational sessions. Should you have any questions, please feel free to contact Geoffrey LaMarche at 413-219-7941 or by email [geoffreylamarche@lamarcheassociates.com](mailto:geoffreylamarche@lamarcheassociates.com) or Dot Boyle (631)465-0877 or by email [nyaiai@aol.com](mailto:nyaiai@aol.com).

Very truly yours,

*Geoffrey LaMarche*

Geoffrey LaMarche

NYAIAI – Vice President

2023 Convention Chairman



**N.Y. Association of Independent Adjusters, Inc.**  
**2023 NYAIAI CONVENTION ~ SCHEDULE OF EVENTS**

**High Peaks Resort**  
**2384 Saranac Ave.**  
**Lake Placid, NY 12946**  
**September 21<sup>st</sup> to 24<sup>th</sup>, 2023**  
**518-523-4411**

**Thursday, 9/21/23**

- 2:00 – 4:00 pm NYAIAI Registration: **Hotel Lobby**
- 4:00 – 5:30 pm Executive Committee Meeting: **Executive Committee Only**
- 5:30 – 7:30 pm Welcome Reception Cocktail Party & Hors D’oeuvres
- 9:30 – 11:30 pm Hospitality Suite

**Friday, 9/22/23**

- 7:30 – 10:00 am Breakfast
- 8:30 – 9:00 am General Membership Meeting: **NYAIAI Members Only**
- 9:15 – 11:00 am Liaison Committee Meeting: **NYAIAI Members & Company Members**
- 12:00 – 4:30 pm Golf Event & boxed lunch: **Whiteface Golf Club**
- 1:00 – 4:00 pm Non-Golf Event: **Lunch & High Peaks Sip & Paint**
- 6:00 – 7:00 pm Cocktail Reception
- 7:00 – 9:00 pm Dinner
- 9:30 – 11:30 pm Hospitality Suite

**Saturday 9/23/23**

- 7:30 – 10:00 am Breakfast
- 10:00 – 11:00 am **Education Session**: “General Market Trends & Construction Cost Escalation 2019 – 2023”  
**Speaker**: Alexander Tartter, Assistant Vice President of J.S.Held, LLC

**N.Y. Association of Independent Adjusters, Inc.  
2023 NYAIAI CONVENTION ~ SCHEDULE OF EVENTS**

**High Peaks Resort  
2384 Saranac Ave.  
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September 21<sup>st</sup> to 24<sup>th</sup>, 2023  
518-523-4411**

**Saturday, 9/23/23 (continued)**

11:15 – 12:15 pm **Education Session:** “Subrogation updates, viable roots & best investigation practices”

**Speaker:** Marco Cercone, Partner of Rupp Pfalzgraf, LLC

1:00 – 2:00 pm **Lunch at Roamers’ Café**

2:00 – 4:00 pm **Lake Placid Olympic Center Group Tour ~ 1932, 1980,  
USA Rinks & Museum**

4:00 – 5:00 pm **Curling Experience with instructor ~ USA Rink**

**(Limited to 1<sup>st</sup> 30 registered people)**

6:30 – 7:30 pm Cocktail Reception

7:30 – 10:00 pm Grand Banquet Dinner

10:00 – 11:30 pm Hospitality Suite

**Sunday, 9/24/23**

7:30 – 10:00 am Breakfast: Hotel Lobby

**Departure – Have a Safe Trip Home!**

# NYAIAI Member Convention Registration Form

**NEW YORK ASSOCIATION OF INDEPENDENT ADJUSTERS, INC.**

82<sup>nd</sup> Annual Convention

September 21<sup>st</sup>, 22<sup>nd</sup>, 23<sup>rd</sup> & 24<sup>th</sup>, 2023

High Peaks Resort  
2384 Saranac Avenue  
Lake Placid, NY 12946  
(518) 523-4411

<https://www.highpeaksresort.com>

**REGISTRATION FEE:**

**Includes:** Thursday's Welcome Reception Cocktail Party, Hospitality Suite (Thursday, Friday & Saturday nights), Breakfast (Friday, Saturday & Sunday. Friday Golf & Lunch at the Whiteface Golf Club, Non-Golfers The High Peaks Sip & Paint Tavern, Saturday 2 Educational Sessions, Lunch at Roamers' Café, a Guided Tour of the Lake Placid Olympic Center Arena Rinks & Museum with Curling Experience (if interested) and Saturday Night Cocktail Party & Grand Banquet.

\$495.00 - MEMBER

All Convention Events except Golf

\$395.00 - Spouse/Guest/Significant Other

Firm Name: \_\_\_\_\_

Name: \_\_\_\_\_

Firm Address: \_\_\_\_\_

Email: \_\_\_\_\_

Firm Tel. #: \_\_\_\_\_

NAME	REG. FEE \$		SPOUSE/GUEST	REG. FEE \$
<b>Total</b>			<b>Total</b>	

**REGISTRATION MAY BE PAID ON WEBSITE: [nyadjusters.org](http://nyadjusters.org) OR**

or

**Please make all checks payable to:**

**NY Association of Independent Adjusters, Inc.**

**Mail or email registration form to:**

**1111 Route 110, Suite 320  
Farmingdale, NY 11735  
Attn: Dot Boyle  
[nyaiai@aol.com](mailto:nyaiai@aol.com)**

**Registration Deadline: August 28<sup>th</sup>, 2023**



# 2023 NYAIAI SPONSORSHIP PACKAGES

## **Diamond Sponsorship - \$ 2,500.00**

*Save \$ 200.00 Off One Registration Fee*

- Saturday Night Banquet Dinner Reception
- Saturday Night Cocktail Party

## **Platinum Sponsorship - \$ 1,750.00**

*Save \$ 150.00 Off One Registration Fee*

- Friday Night Dinner
- Friday Night Cocktail Party
- Saturday Tour of the Arena & Muesum

## **Gold Sponsorship - \$ 1,000.00**

- Thursday Night Welcome Cocktail Reception
- Thursday Night Hospitality Suite
- Friday Non-Golfers Lunch & Peaks Paint Bar
- Friday Night Hospitality Suite
- Saturday Night Hospitality Suite

## **Silver Sponsorship - \$ 500.00**

- Friday Breakfast
- Saturday Breakfast
- Sunday Breakfast
- Gift Bag Totes
- Gift Bag Items
- Golf Outing Lunch

## **Bronze Sponsorship - \$ 300.00**

- Golf Outing Prizes

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**Please Complete & Return this entire form with your Sponsorship Pledge. We appreciate your Generosity and Thank You for your continued support. Your Sponsorship Pledge enables us to hold successful Conventions year after year.**

**Company Name:** \_\_\_\_\_

**Attendees:** \_\_\_\_\_

**Address:** \_\_\_\_\_ **City/State/Zip** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_

**Email:** \_\_\_\_\_ **Name:** \_\_\_\_\_

**Sponsorship Level: Diamond** \_\_\_\_\_ **Platinum** \_\_\_\_\_ **Gold** \_\_\_\_\_ **Silver** \_\_\_\_\_ **Bronze** \_\_\_\_\_

**Please find check enclosed in the amount of \$** \_\_\_\_\_

**I will also bring a promotional gift/giveaways for the gift bag** \_\_\_\_\_

Make payment to NYAIAI via Website or mail & return this form to:

NY Association of Independent Adjusters, Inc.,  
1111 Route 110, Farmingdale, NY 11735  
Any Questions please call – Geoff LaMarche or Email:  
or Dot Boyle @ (631) 465-0877 or Email: [nyaiai@aol.com](mailto:nyaiai@aol.com)

**GOLF REGISTRATION FORM**  
**NEW YORK ASSOCIATION OF INDEPENDENT ADJUSTERS, INC.**  
**82<sup>nd</sup> ANNUAL CONVENTION**  
**Date: Friday, September 22<sup>nd</sup>, 2023**  
**Time: 12:00 noon – 5:00 pm (1<sup>st</sup> Tee time noon)**  
**Place: Whiteface Golf Club**



*Experience the beauty and challenge of one of the oldest golf courses, steeped in over 100 years of rich history. The 18-hole "Whiteface" course at the Whiteface Club & Resort facility in Lake Placid, New York features 6,490 yards of golf from the longest tees for a par of 72. The course rating is 71.5 and it has a slope rating of 123 on Blue grass. Designed by John Van Kleeck, the Whiteface golf course opened in 1898. Mark Sperling manages the course as the General Manager/CEO.*

*373 Whiteface Inn Lane, Lake Placid, NY 12946  
518-523-2551*

<https://whitefaceclubresort.com>

**TOURNAMENT FORMAT: CAPTAIN AND CREW FOURSOMES**

**Prizes:** 1st and 2nd Place, Closest to the Pin, Longest Drive

**Cost:** \$165.00 includes 18 Holes, Cart, Driving Range, Box Lunch and Prizes.

**Golf Fee May Be Paid on the Website:**

[www.nyadjusters.org](http://www.nyadjusters.org)

**OR**

**Mail Check Made Payable to:**

**NY Association of Independent Adjusters, Inc.  
1111 Route 110  
Farmingdale, NY 11735**

**Email Registration form to:**

[nyaiai@aol.com](mailto:nyaiai@aol.com)

FOURSOME REQUESTED (or we will set up)	GOLF FEE
1	
2	
3	
4	
<b>TOTAL</b>	

Approximate Golf Score or Handicap: \_\_\_\_\_

Company Name: \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

**GOLF HOLE SPONSORSHIP: YES** \_\_\_\_\_

**ADD \$125.00**

**BEVERAGE SPONSORSHIP: YES** \_\_\_\_\_

**ADD \$125.00**

**GRAND TOTAL \$** \_\_\_\_\_

If you have any questions, please contact Geoffrey LaMarche  
Cell: 413-219-7941 or Email: [geoffreylamarche@lamarcheassociates.com](mailto:geoffreylamarche@lamarcheassociates.com)

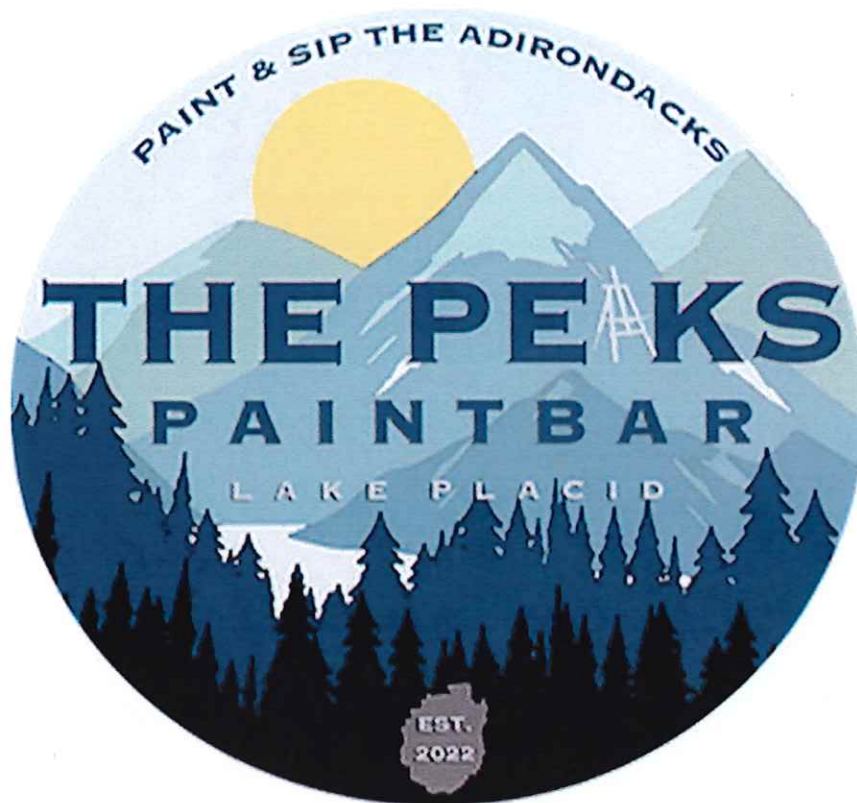


NON-GOLFERS REGISTRATION FORM ~ THE PEAKS PAINT & SIP BAR

NEW YORK ASSOCIATION OF INDEPENDENT ADJUSTERS, INC.

82<sup>ND</sup> ANNUAL CONVENTION

Friday, September 22<sup>th</sup>, 2023 @ 12:00 noon



*The Peaks Paint Bar is located in town within walking distance from High Peaks Resort  
The Peaks Paintbar is a **paint and sip** tavern. The artist-led instruction will help us create our own  
masterpiece while we **sip on wine**, beer, cider, and enjoy a delicious lunch  
Established in 2022 a unique experience for all guests.*

REGISTRATION FORM

<u>NAME</u>	<u>FEE</u>
1 _____	<u>INCLUDED IN REGISTRATION</u>
2 _____	<u>INCLUDED IN REGISTRATION</u>
3 _____	<u>INCLUDED IN REGISTRATION</u>
4 _____	<u>INCLUDED IN REGISTRATION</u>

Any questions, please call Geoffrey LaMarche (413) 291-7941 or Email: [geoffreylamarche@lamarcheassociates.com](mailto:geoffreylamarche@lamarcheassociates.com)

Dot Boyle at (631) 465-0877 or Email: [nyaiai@aol.com](mailto:nyaiai@aol.com)

**LAKE PLACID OLYMPIC CENTER ~ SATURDAY 9/23/2023**

**1:00 – 2:00 ~ Lunch at Roamers' Café**

**2:00 – 3:00 ~ Arena Tour of 1932, 1980 & USA Rinks**

**3:00 – 4:00 ~ Tour of Newly Remodeled Museum**

**4:00 – 5:00 ~ Curling Event, if interested, sign up below**



It was at the Lake Placid Olympic Center in 1980 that the US men's hockey team toppled the Soviet Union on their way to winning the gold medal and 16-year-old figure skater Sonja Henie charmed the world, winning a gold medal in the 1932 Winter Olympics. But the glory isn't all behind us—every year the 7,700-seat 1980 Rink Herb Brooks Arena hosts national and international figure skating competitions, USA Hockey events, Stars on Ice, ECAC Hockey Championships & more. At the Olympic Museum we will see some of the best artifacts from throughout Olympic history including highlights from the 1932 and 1980 Olympics here in Lake Placid. The Gallery in the Conference Center is adjacent to the Olympic Center.

Please indicate how many people will be attending the **group tour** \_\_\_\_\_ # Attending

Please indicate how many people will be attending the **curling event** \_\_\_\_\_ # Attending

_____	Firm Name		
_____	Name	_____	Name
_____	Name	_____	Name
_____	Name	_____	Name
_____	Name	_____	Name