

NEW
YORK



ASSOCIATION OF
INDEPENDENT
ADJUSTERS,
INC.

1111 BROADHOLLOW RD, SUITE 320
FARMINGDALE, NY 11735

PRESIDENT

MICHAEL E. ERHARDT
1111 Broadhollow Rd, STE. 320
FARMINGDALE, NY 11735
(631) 465-0877

VICE PRESIDENT - SEC/TREAS

MATTHEW D. SHERMAN
P.O. Box 447
CLIFTON PARK, NY 12065
(518) 240-1375

EAST REGIONAL - VICE PRESIDENT

EDWARD R. REILLY, IV
15 MAIDEN LANE, STE 708
NEW YORK, NY 10038
(212) 233-4646

WEST REGIONAL - VICE PRESIDENT

DOUGLAS GALENZA
3815 California Road
Orchard Park, NY 14127
(585) 362-2413

Professional — Expertise & Knowledge — Quality — Integrity—Service

July 15, 2025

Dear NYAIAI Members:

On behalf of the New York Association of Independent Adjusters, Inc., we would like to invite you to attend our 84th Annual NYAIAI Convention to be held at the Hotel Brookmere in Saratoga Springs, NY September 25th to 28th, 2025.

Experience the charm, tradition, and natural beauty of Saratoga Springs at the Brookmere. Nestled on nearly 10 acres amidst lush foliage and tranquil wetlands. Formerly the site of the historic Longfellows Hotel & Restaurant. The new hotel pays homage to its rich architectural legacy. Enjoy strolling by local shops in Saratoga or taking in all that the Brookmere has to offer.

On Thursday, September 25th, Convention Registration will begin at 2:00 pm followed by a Welcome Cocktail Reception and hors d'oeuvres at 5:30pm to 7:30.

On Friday, September 26th, breakfast will begin at 7:00 am. The Golf Event will be held at the beautiful Saratoga Golf Club, 1st tee time will begin at noon. The non-golfers will have lunch and a guided tour of Downtown Saratoga. Friday evening there will be a Cocktail Party followed by Dinner.

On Saturday, September 27th breakfast will begin at 7:00. We have three excellent speakers scheduled; Steve Bouzan of YOUNG & Associates, Patrick Kelahan of MC Consultants, and Chris Casaleggio of Vertex Engineering. Saturday afternoon we will be having a tour of the Horse Racing Hall of Fame & Fasig Tipton including lunch. Saturday evening there is a Cocktail Party followed by the Grand Banquet at 7:00 pm. Jackets are suggested for Saturday Night Banquet.

EXECUTIVE COMMITTEE:

Chris James
James McElroy
Philip Boyajian

ADVISORY COMMITTEE:

Geoffrey LaMarche
William Westfield
Chris Murray
Kimberlee Blake Labell
Margaret A. Reilly
Stephen G. Ciurczak, CPCU

MEMBERSHIP COMMITTEE:

Michael Erhardt

LIAISON COMMITTEE:

Geoffrey LaMarche
William Westfield
Chris Murray
Kimberlee Blake Labell
Margaret A. Reilly
Stephen G. Ciurczak, CPCU
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:

Geoffrey LaMarche

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

Sponsorship, Registration & Golf Form payments should be submitted as follows:

Mail check: NYAIAI
1111 Broadhollow Road, Suite 320
Farmingdale, NY 11735
Website: nyadjusters.org
Fax: (631)465-0878
Email: nyaiai@aol.com

If attending, PLEASE register with the hotel as soon as you receive this Convention Packet by calling (518) 300-1602. Be sure to mention the New York Association of Independent Adjusters block of rooms or use the following link that the hotel has provided:

<https://us01.iqwebbook.com/BHNY159/~/?coupon=FORTOR&arrivalDate=Thu,%20Sep%2025%202025&departureDate=Sun,%20Sep%2028%202025>

Hotel Standard Room \$229.00 plus tax per night Thursday to Sunday
Please note the Cutoff Date for the hotel room block is 8/15/2025.

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 Matt Sherman at (518) 240-2375 or by email mdsherman@focusadjusters.com or Dot Boyle (631) 465-0877 or by email nyaiai@aol.com.

Very truly yours,

Matthew D. Sherman

Matthew D. Sherman
NYAIAI – Vice President
2025 Convention Chairman

N.Y. Association of Independent Adjusters, Inc.
2025 NYAIAI CONVENTION ~ SCHEDULE OF EVENTS

Brookmere Hotel & Spa
500 Union Avenue, Saratoga Springs, NY 12866
September 25th to 28th, 2025
(518) 584-2773

Thursday, 9/25/25

1:00 – 4:00 pm NYAIAI Convention Registration
4:00 – 5:30 pm NYAIAI Executive Meeting (members only)
5:30 – 7:30 pm Welcome Reception Cocktails & Hors D'oeuvres
7:30 – 11:30 pm Dinner at Leisure

Friday, 9/26/25

7:00 – 10:00 am Breakfast
8:30 – 9:00 am NYAIAI General Membership Meeting (members only)
9:15 – 11:00 am Liaison Committee Meeting
12:00 – 5:00 pm Golf Event & Boxed lunch: Saratoga Golf Club
1:00 – 4:00 pm Non-Golf Event: Guided Tour of Downtown Saratoga & Lunch
6:00 – 7:00 pm Cocktail Reception
7:00 – 9:00 pm Dinner Buffet
9:30 – 11:30 pm Hospitality

Saturday 9/27/25

7:00 – 10:00 am Breakfast
9:00 – 10:00 am **Education Session:**
Topic: Mitigation Invoices and Asbestos
Speaker: Steve Bouzan of Young & Associates
10:15 – 11:15 pm **Education Session:**
Topic: How to Enhance the Customer Experience
Speakers: Patrick Kelahan of Mc Consultants &
Chris Casaleggio of Vertex Engineering
12:00 – 4:00pm Horse Racing Tour & lunch including Racing Hall of Fame & Fasig-Tipton
6:00 – 7:00 pm Cocktail Reception
7:00 – 10:00 pm Grand Banquet Dinner
10:00 – 11:30 pm Hospitality Suite

Sunday 9/28/25

7:00 – 10:00 am Breakfast

Departure – Have a Safe Trip Home!

NYAIAI Member Convention Registration Form

NEW YORK ASSOCIATION OF INDEPENDENT ADJUSTERS, INC.

84th Annual Convention September 25th, 26th, 27th & 28th, 2025

The Hotel Brookmere & Arbor Spa
500 Union Avenue, Saratoga Springs, NY 12866

Website: www.hotelbrookmere.com

Phone: 518-300-1602 or 1-844-276-6563

REGISTRATION FEE includes:

Thursday: Welcome Reception Cocktail Party. **Breakfast:** Friday, Saturday & Sunday.

Friday: Non-Golfer Ghosts of Saratoga Guided Tour & Lunch, Friday Night Cocktail Party & Dinner.

Saturday: 2 Educational Sessions, Horse Racing Tour, Lunch, Racing Hall of Fame & Fasig-Tipton & Saturday Night Cocktail Party & Grand Banquet.

Hospitality: Friday & Saturday Nights.

\$595.00 – NYAIAI MEMBER

\$445.00 - Spouse/Guest/Significant Other

All Convention Events except Golf

"

Firm Name: _____

Name: _____

Firm Address: _____

Email: _____

Firm Tel. #: _____

NAME	REG. FEE \$		SPOUSE/GUEST	REG. FEE \$
Total			Total	

REGISTRATION MAY BE PAID ON WEBSITE: nyadjusters.org OR

Please make all checks payable to:
Mail or email registration form to:

NY Association of Independent Adjusters, Inc.
1111 Broadhollow Rd., Suite 320
Farmingdale, NY 11735
Attn: Dot Boyle
nyaiai@aol.com

• **FOR HOTEL RESERVATION USE LINK BELOW:**

<https://us01.iqwebbook.com/BHNY159/~/?coupon=FORTOR&arrivalDate=Thu,%20Sep%2025%202025&departureDate=Sun,%20Sep%2028%202025>

Hotel Registration Deadline: August 15, 2025

2025 NYAIAI SPONSORSHIP PACKAGES

Diamond Sponsorship - \$ 2,500

Save \$250 Off One Registration Fee

- Saturday Night Cocktail Party
- Saturday Night Banquet Dinner Reception
- Friday Non-Golfers Lunch
- Friday Non-Golfers Saratoga Tour
- Friday Night Cocktail Party
- Friday Night Dinner
- Thursday Night Welcome Cocktail Reception
- Golf Outing Prizes
- Golf Outing Lunch
- Gift Bag Totes
- Gift Bag Items
- Friday thru Sunday Breakfast

Gold Sponsorship - \$ 1,000

- Saturday Night Cocktail Party
- Saturday Night Hospitality
- Friday Night Cocktail Party
- Friday Night Hospitality

Platinum Sponsorship - \$ 1,750

Save \$175 Off One Registration Fee

- Saturday Horse Racing Hall of Fame
- Saturday Lunch
- Saturday Night Cocktail Party
- Friday Non-Golfers Saratoga Tour
- Friday Night Cocktail Party
- Friday Night Dinner
- Gift Bag Totes
- Gift Bag Items
- Friday thru Sunday Breakfast

Silver Sponsorship - \$ 500

- Saturday Night Hospitality
- Friday Night Hospitality
- Gift Bags
- Golf Prizes

Please complete & return this entire form with your Sponsorship Pledge. We appreciate your generosity & 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** _____ **or Silver** _____

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 Check Mail & return this form to:

**NY Association of Independent Adjusters, Inc.,
1111 Broadhollow Road, Suite 320, Farmingdale, NY 11735
Any Questions please call – Matt Sherman (518) 240-1375 or
Email: mdsherman@focusadjusters.com
or Dot Boyle (631) 465-0877 or Email: nyaiai@aol.com**

GOLF REGISTRATION FORM
NEW YORK ASSOCIATION OF INDEPENDENT ADJUSTERS, INC.
84th ANNUAL CONVENTION

Date: Friday, September 26th, 2025

Time: 12:00 noon – 5:00 pm

Place: Saratoga Golf Club

60 Roosevelt Drive

Saratoga Springs, NY 12866

(518) 584-2773



The Championship Course is one of the premier public courses in the Saratoga-Capital Region of New York State, and a consistent recipient of 4 Stars from Golf Digest's Best Places to Play. The original holes were opened in 1936. In the late 1950s golf course architect William Mitchell was brought in and designed the course we all enjoy today. Shortly thereafter, Arnold Palmer & Gary Player played a commemorative round to celebrate the course reopening. Set in a pine forest, the course derives much of its character from the majestic pines that frame several holes, creating a feeling of seclusion.

TOURNAMENT FORMAT: SCRAMBLE

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

Cost: \$150.00 includes 18 Holes, Cart, Driving Range, Box Lunch and Prizes.

Golf Fee May Be Paid on the Website:

www.nyadjusters.org

OR

Mail Check & Form Payable to:

NY Association of Independent Adjusters, Inc.

1111 Broadhollow Rd., Suite 320

Farmingdale, NY 11735

nyaiai@aol.com

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

Company Name: _____

Name: _____

Address: _____

Phone: _____ Fax: _____

Email: _____

GOLF HOLE SPONSORSHIP: YES _____ ADD \$150.00

BEVERAGE SPONSORSHIP: YES _____ ADD \$150.00

GRAND TOTAL \$ _____

If you have any questions, please contact **Matt Sherman:**

Email: mdsherman@focusadjusters.com

Direct: 518-240-1375

NON-GOLFERS REGISTRATION FORM
GHOSTS OF SARATOGA GUIDED WALKING TOUR & LUNCH
NEW YORK ASSOCIATION OF INDEPENDENT ADJUSTERS, INC.

84th ANNUAL CONVENTION

Friday, September 26th, 2025 @ 12:00 pm



Come walk with us and discover the ghosts of Haunted Saratoga. Hear the stories that have lived on in our city for hundreds of years. The tour will enchant, entertain and perhaps even scare you. Our 90-minute long walking tour will take you in search of the many ghosts rumored to haunt the city. Total walking distance is less than a mile, covered at a very leisurely pace so that you can enjoy the Saratoga's infamous ghosts and haunted locations.

REGISTRATION FORM – Fee is included in Registration

NAME

E-MAIL ADDRESS

1		
2		
3		
4		

Please be sure to fill out this form and submit it to us so we have an accurate head count. Thank you.

Any questions, please call Matt Sherman (518) 240-1375 or Email: mdsherman@focusadjusters.com

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

REGISTRATION FORM
HORSE RACING TOUR, HALL OF FAME & FASIG-TIPTON & LUNCH
NEW YORK ASSOCIATION OF INDEPENDENT ADJUSTERS, INC.
84TH ANNUAL CONVENTION
Saturday, September 27th, 2025 @ 12:00 pm



REGISTRATION FORM – Fee is included in Registration

NAME

E-MAIL ADDRESS

1		
2		
3		
4		

Please be sure to fill out this form and submit it to us so we have an accurate head count. Thank you.

Any questions, please call Matt Sherman (518) 240-1375 or Email: mdsherman@focusadjusters.com

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