2021 Annual Report

The nation’s leading insurer exclusively serving 501(c)(3) nonprofits, insuring 23,000+ nonprofits

Rated A IX (Excellent) by AM Best
All NIA organizations are proudly 501(c)(3) nonprofits.

NIA’s mission is to serve 501(c)(3) nonprofit organizations by providing a stable source of reasonably-priced liability and property insurance tailored to the specialized needs of the nonprofit sector and to assist these organizations in developing and implementing successful loss control and risk management programs.

Four distinct 501(c)(3) nonprofits comprise Nonprofits Insurance Alliance:

- **Nonprofits Insurance Alliance of California (NIAC)**, founded in 1989, provides liability and property coverage to 501(c)(3) nonprofits in California.

- **National Alliance of Nonprofits for Insurance (NANI)**, founded in 2000, provides property reinsurance.

- **Alliance of Nonprofits for Insurance, Risk Retention Group (ANI)**, founded in 2000, provides liability insurance to 501(c)(3) nonprofits with locations outside California.

- **Alliance Member Services (AMS)**, founded in 2000, provides staff, services, and support to NIAC, ANI, and NANI.

Photos on the cover
Top: **Her Village Inc.**
Bronx, NY
[wearehervillage.org](http://wearehervillage.org)

Left: **AbleCloset**
Diamond Springs, CA
[ablecloset.com](http://ablecloset.com)

Right: **Phamaly Theatre Company**
Denver, CO
[phamaly.org](http://phamaly.org)
Even during the most challenging times, community-based nonprofits make difficult choices look easy. That’s because nonprofits know what it means to execute on a mission. More than any other sector, these community-centric organizations truly understand that what we choose to focus on today sets the foundation on which we build tomorrow. In 2021, nonprofits challenged the status quo in many areas in support of community and the natural environment, demonstrating the benefits of taking care of one another. In doing so, nonprofits showed true leadership. During the second year of a pandemic, our members extended compassion toward both people and planet, recognizing the interconnectedness essential for the economic and environmental sustainability of the future. At NIA, we are inspired by their leadership.

For more than 30 years, NIA’s own choices have prevailed against conventional insurance industry wisdom. We have chosen to trust you, our nonprofit members. During the past year, your nonprofit insurance carrier achieved outstanding results, measured by the number of nonprofits we insure today and our financial strength, through standing by our mission of providing consistent and affordable insurance protection to nonprofits.

Even as commercial carriers raise rates and reduce the classes of nonprofits they insure, our underwriting approach remains inclusive. NIA did not withdraw from any class of business, and we did not enact across-the-board rate increases. We’re steadfast in insuring a diverse array of nonprofits, including organizations that care for seniors, children, and animals. We experienced another year of unprecedented growth insuring 23,053 501(c)(3) nonprofits by year-end.

NIA expanded our advocacy for the nonprofit sector during 2021 and also affirmed our support for insuring other nonprofits making “good trouble” for social justice. NIA has been actively working with Congress to improve insurance options for nonprofits across the country. Also, our General Counsel recently testified in favor of HB 2214 in Pennsylvania. That bill would make unenforceable certain government agency contracts that attempt to push the liability for the negligence or wrongful acts of a government agency on to a nonprofit. We never shy away from providing coverage included in our policies for the alleged actions of our members, but it is unfair and contrary to public policy to ask nonprofits to bear the cost of others’ improper acts. We are working with several other states to enact similar laws.
During 2021, many commercial carriers nonrenewed the directors & officers insurance of nonprofits who engage in lobbying for causes. This demonstrates a misunderstanding by commercial carriers of the role of nonprofits in our society to fight for those in our communities whose rights have been ignored for too long and to preserve the health and exuberance of our natural world. We are proud to support these organizations and their important missions.

During 2021, NIA welcomed 2,911 new members. We extend gratitude to the 95% percent of our members that renewed with us. Gross written premium for Nonprofits Insurance Alliance totaled $228.8 million. Of that total, Nonprofits Insurance Alliance of California (NIAC) wrote $113.4 million; Alliance of Nonprofits for Insurance, RRG (ANI) wrote $107.6 million; and National Alliance of Nonprofits for Insurance (NANI), our property reinsurance captive, retained $7.8 million on a net basis. We also managed an additional $24.6 million in premium for our companion property and volunteer accident programs, bringing the total business administered by NIA in 2021 to $253.5 million. At year’s end, the combined balance sheet showed total equity of $272.7 million and total assets of $713.3 million. Before dividends, the $20.3 million of combined net income was comprised of $10 million from NIAC, $8 million from ANI, and $2.3 million from NANI. In 2021, we returned $3 million in dividends to our member-insureds. This year, in light of the anticipated impacts of the market instability on our investment portfolios, coupled with the continuing requirements to build surplus to support growth, we will not be declaring any dividends. NIAC has declared $50 million in total dividends since 2007. Additionally, AM Best affirmed our rating of A IX (Excellent) and assigned a rating of “Significant” for its assessment of NIA’s Level of Innovation.

The NIA model has worked successfully for more than 30 years. We’ve proven that valuing community and serving the nonprofit sector will withstand pandemics and market fluctuations. The member-serving nonprofit leaders on our boards of directors make sure that we hold strongly to our mission to help nonprofits effectively and efficiently manage risk.

Our choices in 2021 continued to challenge conventional wisdom without sacrificing the community-focused approach that defines ourselves, our members—and our success in business.

Even as commercial carriers raise rates and reduce the classes of nonprofits they insure, our underwriting approach remains inclusive. NIA did not withdraw from any class of business, and we did not enact across-the-board rate increases.”

Pamela E. Davis
Founder, President, and CEO
ANI, NIAC, NANI & AMS

Tammy Wilson
Chair of NIAC & AMS

Stephen C. Sumner
Chair of ANI & NANI
NIA 2021 Results
Combined results for all companies

Nonprofits Insurance Alliance (NIA) welcomed 2,911 new members, renewed 95 percent of its existing members, and ended the year with 23,053 members. Gross written premium for NIA totaled $228.8 million. At year’s end, NIA’s balance sheet showed total surplus of $272.7 million, total assets of $713.3 million, and $20.3 million in net income before dividends of $2.9 million.

<table>
<thead>
<tr>
<th>$ in millions</th>
<th>2021</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross written premium</td>
<td>$228.8</td>
<td>$193.8</td>
<td>$154.3</td>
</tr>
<tr>
<td>Dividends to policyholders</td>
<td>$2.9</td>
<td>$2.9</td>
<td>$2.9</td>
</tr>
<tr>
<td>Net income after dividends</td>
<td>$17.4</td>
<td>$20.2</td>
<td>$18.7</td>
</tr>
<tr>
<td>Total assets</td>
<td>$713.3</td>
<td>$645.9</td>
<td>$574.9</td>
</tr>
<tr>
<td>Cash and invested assets</td>
<td>$474.7</td>
<td>$444.5</td>
<td>$403.5</td>
</tr>
<tr>
<td>Loss reserves (including LAE)</td>
<td>$301.7</td>
<td>$259.5</td>
<td>$242.3</td>
</tr>
<tr>
<td>Total equity (surplus)</td>
<td>$272.7</td>
<td>$268.4</td>
<td>$237.9</td>
</tr>
<tr>
<td>Policies in force</td>
<td>76,694</td>
<td>68,738</td>
<td>65,926</td>
</tr>
</tbody>
</table>

Reported claims
- General liability: 941, 871, 1,125
- Auto liability: 1,476, 1,163, 1,463
- Property*: 415, 504, 429
- Other*: 3,392, 2,283, 2,637

*Includes property claims handled for our companion program.

A copy of NIA’s complete audited financials can be found at insurancefornonprofits.org
NIAC 2021 Results
Results for California company

Nonprofits Insurance Alliance of California (NIAC) welcomed 1,045 new members, renewed 95.6 percent of its existing members, and ended the year with 11,145 members. Gross written premium for NIAC totaled $113.4 million. At year’s end, NIAC’s balance sheet showed total surplus of $193.2 million, total assets of $422.3 million, and $7.1 million in net income after dividends of $2.9 million.
ANI 2021 Results

*Results for RRG in 32 states and DC*

Alliance of Nonprofits for Insurance, RRG (ANI) welcomed 1,866 new members, renewed 93.9 percent of its existing members, and ended the year with 11,908 members. Gross written premium for ANI totaled $107.6 million. At year’s end, ANI’s balance sheet showed total surplus of $60.2 million, total assets of $261.3 million, and $8 million in net income.
Our innovative insurance products are marketed under the NONPROFITS OWN® brand. These specialized coverages are tailored to the unique needs of nonprofits.

We offer our members the following coverages:

- Commercial General Liability
  - Damage to Property of Others
  - Employee Benefits Liability
  - Liquor Liability
  - Communicable Disease
- Improper Sexual Conduct and Physical Abuse Liability
- Social Service Professional Liability
- Directors and Officers Liability with Employment Practices Liability
- Directors and Officers Liability without Employment Practices Liability
- Business Auto Liability
- Non-owned Auto Physical Damage
- Reimbursement for employee vehicles (CA members)
- Non-owned/Hired Auto Liability
- NIAC Property Coverage
  - Inland Marine
  - Employee/Volunteer Dishonesty
- ANI Property Coverage written through NAE
  - Inland Marine
  - Employee/Volunteer Dishonesty
- Workplace Violence/Crisis Incident/Outside Aggressor
- Participant/Volunteer Accident Coverage written through QBE
- Umbrella Liability

Shelter on the Hill, A Humane Society
Frazier Park, CA
frazmtn.com/animalshelter
Our Board Members

Our boards of directors are member-elected, representative of the diversity of our member-insureds, and committed to ensuring the success of our members.

Kristin Bradbury
Senior Vice President
Callan LLC
San Francisco, CA

Jack Brown
President & CEO
CORE Services Group, Inc.
Brooklyn, NY

Norris W. Clark
Financial and Regulatory Specialist
Locke Lord LLP
Los Angeles, CA

Pamela E. Davis
President & CEO
ANI, NIAC, AMS & NANI
Santa Cruz, CA

Danilo Garcia
Vice Chair of NIAC
Chief Financial Officer
Alliance for Children's Rights
Los Angeles, CA

Ann Marie Gothard
Vice Chair of ANI
Vice President of Global Corporate Media Relations
Henry Schein, Inc.
New York, NY

S. Orlene Grant
President and CEO
Juanita C. Grant Foundation, Inc. (JCGF)
Capital Heights, MD

Avnish Gupta
Secretary of AMS & NANI
Chief Operations Officer
EZ Ride
Wood Ridge, NJ
Our Board Members (continued)

- **Edward G. Haik**
  Board member of Surfrider Spirit Sessions
  Kailua, HI

- **Joseph Harrington**
  Board member of New Leaf Ethiopia Foundation (NLEF)
  Clements, CA

- **Rachel Katz**
  Finance and Administration Director
  California Pan-Ethnic Health Network (CEPHN)
  Oakland, CA

- **Jeff Kenneson**
  Assistant Secretary of ANI & NANI
  President
  Davies Captive Management
  Williston, VT

- **Martha Marcon**
  Partner, Retired
  KPMG LLP
  Glendale, CA

- **Charmian Hauck**
  Chief Financial Officer
  AltaSea at the Port of Los Angeles
  Los Angeles, CA

- **Daniel S. Maydeck**
  President & CEO
  Haynes Family of Programs, Inc.
  La Verne, CA

- **Meghan McGowan**
  Chief Operating Officer
  Save Lake Tahoe aka: Keep Tahoe Blue
  South Lake Tahoe, CA
Our Board Members (continued)

- **Dalena McGrew**
  Secretary of ANI
  Director of Finance and Operations
  Military Family Advisory Network
  Alexandria, VA

- **Shaun Powers**
  Chief Financial Officer
  Center for Developmentally Disabled (CDD)
  Kansas City, MO

- **Sam Schultz**
  Chief Financial Officer
  Georgetown Health Foundation
  Georgetown, TX

- **Gregory C. Scott**
  President & CEO
  Community Action Partnership of Orange County
  Garden Grove, CA

- **Michael Shaver**
  President & CEO
  Children’s Home & Aid
  Chicago, IL

- **Dane Spurill**
  Director of Global Banking & Cash
  Nike
  Portland, OR

- **Stephen C. Sumner**
  Chair of ANI & NANI
  Vice Chair of AMS
  Board Member
  Bootstraps, Inc.
  Evergreen, CO

- **Tammy Wilson**
  Chair of NIAC & AMS
  Vice Chair of NANI
  Chief Executive Officer
  Oak Grove Center
  Murrieta, CA
Our Senior Leadership Team

Pamela E. Davis  
Founder, President & CEO

Kimberly Aday  
CFO & Treasurer

A. Ren Agarwal  
Chief Marketing Officer

Tom Bakewell  
Chief Information Officer

Melissa Dalske  
Chief Experience Officer

Dave Gibson  
Chief Claims Officer

Brian Johnson  
Co-Chief  
Underwriting Officer

Dusti McKeown  
Co-Chief  
Underwriting Officer

Chris Reed  
General Counsel and  
Acting Chief Risk Officer

Starr Thompson  
Chief People and  
Administrative Officer
Nonprofits Insurance Alliance

Find us in 32 states and the District of Columbia.
Our Members in 2021

- **Art & Education**: 27%
- **Community Service**: 24%
- **Animal & Environmental**: 15%
- **Neighborhood Improvement & Social Action**: 12%
- **Mental Health, Health-Related, & Developmental Disabilities**: 8%
- **Shelter, Nutrition, & Employment**: 7%
- **Philanthropy, Volunteerism, & Grantmaking**: 6%
- **Other**: 1%
Highlighted Member Resources

To help prevent claims that disrupt nonprofit operations, and to improve loss history so our members can reduce harm and preserve charitable assets, we provide a variety of free and deeply discounted risk management and loss control resources for our members. In 2021, our loss control and risk management services saved our members more than $3.2 million and helped train more than 4,990 employees and volunteers in risk management principles and practices.

Check out all the free and discounted resources members enjoy.

**NIA Telematics powered by Azuga.**

We’re offering our members free vehicle telematics (GPS) services through NIA Telematics powered by Azuga. The program is intended to give organizations real-time insights on driver behavior, allowing for safe corrections that lower the risk of driver-related collisions. The resource is available to members with an owned-auto policy with 10 or more insured vehicles.

**PRAESIDIUM**

We’re providing eligible members with free access to Praesidium, a national leader in risk management specializing in preventing abuse. Resources include Praesidium Academy Online Training, model policies, Praesidium’s Screening and Selection Toolkit for Foster Parents, and the Praesidium Helpline. The resources are available to members with an Improper Sexual Conduct and Physical Abuse policy through NIA.

**volunteermatters**

We’re partnering with VolunteerMatters to offer members discounted access to a comprehensive online platform to help effectively activate, engage, and manage an extraordinary volunteer program without increasing administrative workload. This resource is offered to all members.

**BOARDnetWORK**

We updated the platform of BOARDnetWORK, our free customized web-based tool that streamlines governance activities and helps boards of directors stay informed and organized. This resource is available at no charge to all NIA members.

5,017
Free Employment and Risk Management Consultations

4,990
Employees and Volunteers Trained

$3.2M
Saved by Members on Loss Control/Risk Management Services
Featured Members

1

2

3

4
Antinanco Earth Arts School

Holmdel, NJ
antinanco.org

Committed to preserving traditional and indigenous knowledge, Antinanco provides access to education through wellness, mindfulness, and nature experiences, as well as hands-on projects and environmental conservation projects. We involve children, families, and youth groups in New Jersey, New York, and Pennsylvania in environmental stewardship, educating about the impact of our actions on the environment, and providing resources and solutions to maintain the integrity of the Northeastern ecosystems. In doing so, we lean extensively on indigenous traditions.
Street Symphony
Los Angeles, CA
streetsymphony.org

Street Symphony is a Los Angeles-based nonprofit organization that utilizes music to create human connection to homeless and incarcerated communities through workshops, events, and one-on-one musical instruction. These musical programs are held at Skid Row clinics, homeless shelters, permanent supportive housing agencies, and LA County jails.
The Covering House provides refuge and restoration, using the least restrictive environment, for children and teen survivors of trafficking. We strive to provide safety, dignity, and freedom utilizing top level staffing and oversight. Therapeutic recovery, education, and case management services are offered in our Level III residential facility and in client homes over the course of 12-15 months.
A cooperative “makerspace” for engineers and artists, Loveland CreatorSpace offers a unique space for creative minds to create their visions. Our vast set of technology and tools are open to anyone looking to see what they can make. Classes and workshops are given if you are looking to acquire new skill sets and knowledge. All new members attend a safety course and are given a full tour to see everything Loveland CreatorSpace has to offer. You bring the passion & ideas, we provide the equipment, tools, & facilities, and together we create!
A Thank You to Brokers & Agents

Our ability to serve nonprofits is dependent on the thousands of independent insurance agents and brokers we work with across the country.

*Independent* means that nonprofits rely on the expert and impartial advice of their brokers to find the best insurance. It is with no small satisfaction that we say it’s a pleasure to earn the trust you continue to place in us and to grow with you to meet the needs of 501(c)(3) organizations.

We’re always interested in helping agents and brokers put their best foot forward. Through our expanded Broker Services Team, we are providing training and marketing support to help brokers gain a better understanding of the nonprofit sector. Through focus groups like the NIA Broker Council and regular surveys, we’re listening to you and incorporating your feedback into how we work with you. NIA will continue to equip brokers with tools for success.

**95%**
Members Renewed

**23,053**
Members at Year-End

Belong!
Vienna, VA
belongvienna.org
The insurance policy, not this annual report, forms the contract between the insured and the insurance carrier. The policy may contain limits, exclusions, and limitations that are not disclosed in this annual report. 

Coverages may differ by state.

NIAC, ANI, and NANI are AM Best A IX (Excellent insurers with 501(c)(3) status. Nonprofits Insurance Alliance® is a brand of Alliance Member Services®. © AMS. All right reserved.

insurancefornonprofits.org