

**NANI, AMS and ANI Annual Meetings**  
**August 13, 2015 / 9:00 a.m. PDT/12 noon EDT**

**Conference Dial-in: (866) 492-1871 / Conference Code: 5101994888**

Connect the phone call.

Pamela Davis will announce that the board meetings for the Alliance of Nonprofits for Insurance, Risk Retention Group (ANI) and of the National Alliance of Nonprofits for Insurance (NANI) will follow this annual meeting. Welcome Members!

Wilson Jones, ANI Chairman, will convene the annual meeting of ANI.

Larry Bacon, NANI and AMS Chairman, will convene the annual meeting of NANI and AMS.

Pamela Davis will announce the following:

- The notice of the Annual Meeting was sent to all members of ANI and NANI and AMS on August 4, 2015, giving them the opportunity to participate in the Annual Meeting through a conference call.
- All those expressing interest in being part of the conference call were supplied with the toll-free conference call in number.
- This meeting is informational only and there are no items requiring a vote to be placed before the members.
- Pamela Davis, President and CEO, will provide a financial and operational review of ANI, NANI and AMS for 2014.

Highlights of the Financial and Operational Reviews for 2014 follows:

ANI is a risk retention group and charitable risk pool domiciled in Vermont and serving nonprofits doing at least some business outside of California. ANI is a public benefit nonprofit, federally tax-exempt under Section 501(c)(3). There have been no changes in that structure during 2014.

Members:	5,483
Gross Written Premium:	\$36.3 Million
Net Income:	\$ 810,298
Total Equity	\$28.5 Million

Types of coverage written	% of premium
General Liability	33%
Auto Liability	22%
Improper Sexual Conduct	11%
Umbrella	14%
Social Services Professional	10%
Directors and Officers	10%

ANI is affiliated with NIAC, AMS and NANI

- AMS is a nonprofit supporting organization that employs all staff and provides all management and insurance services for ANI and its affiliates.
- NIAC is a charitable risk pool for California nonprofits
- NANI is a captive insurance company that reinsured NIAC and ANI in prior years. During 2014 NANI did not assume any business from NIAC or ANI on a net basis except for a 50% quota share of NIAC's auto physical damage business. NANI also reinsured North American Elite (a fronting company owned by Swiss Re) for 100% of auto physical damage written for ANI member-insureds and 10% of property risks written for NIAC and ANI member-insureds.

Highlights of Services offered to ANI members in 2014 include:

- 551 free labor and employment consultations
- Free driver training for 1,448 employees and volunteers
- 504 free loss control consultations
- 976 vehicles monitored free through
- 20 webinars training 407 members \* *does not reflect multiple participants at one location*

Pamela Davis will provide the following financial and operational review of NANI for 2014.

NANI is a charitable risk pool, federally tax-exempt under Section 501(c)(3). It is also a public benefit nonprofit.

Highlights of the Financial and Operational Overview for 2014 follows:

Members:	14,308
Gross Assumed Premium:	\$ 6,265,768
Net Income:	\$ 988,874
Total Equity	\$14,129,579

Types of reinsurance assumed during 2014:

Auto Physical Damage (NIAC)	35%
Auto Physical Damage (ANI)	31%
Property	34%

NANI is affiliated with NIAC, AMS and ANI

- AMS is a nonprofit supporting organization that employs all staff and provides all management and insurance services for NANI and its affiliates
- NIAC is a charitable risk pool for California nonprofits
- ANI is a risk retention group and charitable risk pool domiciled in Vermont and serving nonprofits doing at least some business outside of California.

Pamela Davis will provide the following financial and operational review of AMS for 2014

- AMS is a nonprofit supporting organization that houses all staff and provides all management and insurance services for ANI, NIAC and NANI

AMS provides services to its supported organizations (NIAC, ANI and NANI) on a cost basis. Earned net income is from servicing the property business related to North American Elite that offers fronting services for NANI. Below is the relevant financial information for AMS for 2014:

Management fees charged:

NIAC	\$4,496,992
ANI	\$2,337,472
NANI	\$ 278,000

Larry Bacon will ask whether there are questions or other items to be addressed on behalf of NANI or AMS.

Wilson Jones will ask whether there are questions or other items to be addressed on behalf of ANI.

After any questions are answered and/or the time set aside for the meeting has passed, Wilson Jones will adjourn the annual meeting on behalf of the ANI and Larry Bacon will adjourn the annual meeting on behalf of the NANI and AMS.

(Minutes will be written for the meeting and the following will be attached: Audited financials for 2014 and this list of remarks we had prepared as the agenda for the meeting.)