

**NANI, AMS and ANI Annual Meetings**  
**August 10, 2017 / 9:00am Pacific Time /12 noon Eastern Time**

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

Held via conference call August 10, 2017 at 9:00am Pacific Time / 12 noon Eastern Time

Pamela Davis announced 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) would follow this annual meeting.

Wilson Jones, Chairman of ANI, NANI and AMS, convened the annual meeting.

Pamela Davis announced the following:

- The notice of the Annual Meeting was sent to all members of ANI and NANI and AMS the week of July 31, 2017, 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, provided a financial and operational review of ANI, NANI and AMS for 2016.

Highlights of the Financial and Operational Reviews for 2016 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 2016.

Members:	6,873
Gross Written Premium:	\$40.6 Million
Net Income:	\$ 1.9 Million
Total Equity	\$35.2 Million

Types of coverage written	% of premium
General Liability	34%
Auto Liability	21%
Umbrella	13%
Improper Sexual Conduct	11%
Directors and Officers	11%
Social Services Professional	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 2016 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 and, from August 1, 2016, a 10% quota share of NIAC's property 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 (through July 31, 2016) and ANI member-insureds.

Highlights of Services offered to ANI members in 2016 include:

- 495 free labor and employment consultations
- Free driver training for 703 employees and volunteers
- 687 free loss control consultations
- 750 vehicles monitored free through a third party
- 21 webinars training 616 members \* *does not reflect multiple participants at one location; use of on-demand sessions*

Pamela Davis provided the following financial and operational review of NANI for 2016.

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 2016 follows:

Members:	16,155
Gross Assumed Premium:	\$ 6.5 Million
Net Income:	\$ 0.9 Million
Total Equity	\$12.2 Million

Types of reinsurance assumed during 2016:

Auto Physical Damage (NIAC)	34%
Auto Physical Damage (ANI)	34%
Property – ANI	24%
Property – NIAC	8%

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 provided the following financial and operational review of AMS for 2016.

- 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 2016:

Management fees charged:

NIAC	\$5,379,252
ANI	\$2,848,990
NANI	\$ 278,000

Wilson Jones asked whether there were questions or other items to be addressed on behalf of ANI, NANI or AMS.

As there were no questions, Wilson Jones adjourned the annual meeting on behalf of ANI, NANI and AMS.