

## NANI, AMS and ANI Annual Meetings

Held via conference call August 7, 2019 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.

Stephen Sumner, Chairman of ANI and NANI, and Pamela Davis, AMS's President, 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 29, 2019, 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 2018.

Highlights of the Financial and Operational Reviews for 2018 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 2018.

Members:	8,514
Gross Written Premium:	\$50.0 Million
Net Income:	\$ 2.3 Million
Total Equity	\$38.9 Million

Types of coverage written	% of premium
General Liability	33%
Auto Liability	19%
Umbrella	15%
Improper Sexual Conduct	12%
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 has supported NIAC and ANI in their reinsurance programs in various ways in prior years. In 2018, NANI assumed a 50% quota share for NIAC's auto physical damage business and 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 and 10% of property risks written for ANI member-insureds.

Highlights of Services offered to ANI members in 2018 include:

- 583 free labor and employment consultations
- Free driver training for 1,219 employees and volunteers
- 112 free loss control consultations
- 769 vehicles monitored free through a third party
- 23 webinars training 503 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 2018.

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 2018 follows:

Gross Assumed Premium:	\$ 7.5 Million
Net Income:	\$ 1.1 Million
Total Equity	\$14.4 Million

Types of reinsurance assumed during 2018:

Auto Physical Damage (NIAC)	32%
Auto Physical Damage (ANI)	36%
Property – ANI	11%
Property – NIAC	21%

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 2018.

- 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 2018:

Management fees charged:

NIAC	\$8,366,241
ANI	\$3,435,010
NANI	\$ 278,000

Stephen Sumner asked whether there were questions or other items to be addressed on behalf of ANI and NANI. Pamela Davis asked whether there were questions or other items to be addressed on behalf of AMS.

After any questions were answered, Stephen Sumner and Pamela Davis adjourned the annual meeting on behalf of ANI, NANI and AMS.