

NANI and ANI Annual Meetings
August 09, 2012
9:00 a.m. PDT/12 noon EDT

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

Held via Conference Call on August 09, 2012 at 9:00 a.m. PDT / Noon EDT.

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, ANI Chairman, convened the annual meeting of ANI.

Larry Bacon, NANI Chairman, convened the annual meeting of NANI.

Pamela Davis announced the following:

- The notice of the Annual Meeting was sent to all members of ANI and NANI the week of June 29, 2012, 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 and NANI for 2011.

Highlights of the Financial and Operational Reviews for 2011 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 2011.

Members:	3475
Gross Written Premium:	\$19 Million
Net Income:	\$1,502,857
Total Equity	\$25.95 Million

Types of coverage written	% of premium
General Liability	31%
Auto Liability	24%
Improper Sexual Conduct	12%
Umbrella	14%
Social Services Professional	11%
Directors and Officers	8%

ANI is affiliated with NIAC, AMS and NANI

- AMS is a nonprofit supporting organization that houses 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 2011 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 2011 include:

- 392 free labor and employment consultations
- Free driver training for 1,444 employees and volunteers
- 24 free loss control consultations
- 779 vehicles monitored free through
- Seventeen webinars training 197 members* does not reflect multiple participants at one location

Pamela Davis provided the following financial and operational review of NANI for 2011.

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 2011 follows:

Members:	10,941
Gross Assumed Premium:	\$ 4,537,679
Net Income:	\$ 515,617
Total Equity	\$ 10,539,679

Types of reinsurance assumed during 2011:

Auto Physical Damage (NIAC)	40%
Auto Physical Damage (ANI)	30%
Property	30%

NANI is affiliated with NIAC, AMS and ANI

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

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

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

As there were no questions, Wilson Jones adjourned the annual meeting on behalf of the Alliance of Nonprofits for Insurance, Risk Retention Group (ANI) and Larry Bacon adjourned the annual meeting on behalf of the National Alliance of Nonprofits for Insurance (NANI).