

NIAC Annual Meeting
August 24, 2012
1:30 p.m. PDT/ 4:30 p.m. EDT

Held via Conference Call on August 24, 2012 at 1:30 p.m. PDT / 4:30 p.m. EDT.

Larry Bacon, NIAC Chairman, announced that this is the annual members' meeting of the Nonprofits' Insurance Alliance of California (NIAC) and convened the meeting.

Pamela Davis announced the following:

- The notice of the Annual Meeting was sent to all members of NIAC and NANI the week of July 02, 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 will provide the financial and operational review of NIAC for 2012.

Highlights of the Financial and Operational Overviews for 2012 follows:

NIAC is a charitable risk pool for California nonprofits. It is a public benefit nonprofit organization tax-exempt under Section 501(c)(3). It was incorporated in 1989 in California. There have been no changes to that structure during 2011.

Members:	7,466
Gross Written Premium:	\$ 46,188,674
Net Income:	\$ 4,826,034 (after dividend)
Dividend Declared:	\$ 4,844,560
Total Equity:	\$ 115,302,081

Types of coverage written	% of premium
General Liability	33%
Auto Liability	19%
Directors and Officers	13%
Umbrella	12%
Improper Sexual Conduct	9%
Social Services Professional	6%

In September 2006, the NIAC Board of Directors adopted a dividend plan which is published on the NIAC website. In March 2012, NIAC's Board of Directors declared its sixth dividend under the plan. The dividend amount to be paid to members during 2012 and 2013, for better than expected claims

experience in 2005, 2006 and 2007, is \$4.0 million. 4,485 members qualified to receive a dividend at renewal.

Highlights of Services offered:

- 2,010 free labor and employment consultations
- Free driver training for 1,810 employees and volunteers
- 90 free loss control consultations
- 2,079 vehicles monitored free through Safetrak
- Twenty four webinars training more than 518 nonprofit employees and volunteers

NIAC is affiliated with AMS, ANI and NANI

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

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

As there were no questions, Larry Bacon adjourned the annual meeting on behalf of Nonprofits' Insurance Alliance of California (NIAC).