

NIAC Annual Meeting
August 18, 2017 / 1:30pm Pacific Time/ 4:30pm Eastern Time

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

Held via conference call August 18, 2017 at 1:30pm Pacific Time / 4:30pm Eastern Time\

Tom Wander, NIAC's 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 31, 2017, giving our members 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 the financial and operational review of NIAC for 2016.

Highlights of the Financial and Operational Overviews for 2016 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 2016.

Members:	9,282
Gross Written Premium:	\$ 72.3 Million
Net Income:	\$ 7.3 Million (after dividend)
Dividend Expensed:	\$ 2.0 Million
Total Equity:	\$139.4 Million

Types of coverage written	% of premium
General Liability	26%
Directors and Officers	20%
Auto Liability	16%
Umbrella	12%
Improper Sexual Conduct	8%
Auto Physical Damage	6%
Social Services Professional	6%
Property	6%

In September 2006, the NIAC Board of Directors adopted a dividend plan which is published on the NIAC website. In March 2017, NIAC's Board of Directors declared its 11th dividend under the plan. The dividend amount to be paid to members during 2017 and 2018, for better than expected claims experience in 2010, 2011 and 2012, is \$2.0 million. 6,009 members qualify to receive a dividend at renewal.

Highlights of Services offered:

- 2,790 free labor and employment consultations
- Free driver training for 880 employees and volunteers
- 1,253 free loss control consultations
- 2,048 vehicles monitored free through a third party
- 21 webinars training more than 1,590 members (*does not reflect multiple participants at one location; use of on-demand sessions*)

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 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.

Tom Wander asked whether there were questions or other items to be addressed on behalf of NIAC.

As there were no questions, Tom Wander adjourned the annual meeting on behalf of NIAC.