

NIAC Annual Meeting

Held via conference call August 20, 2020 at 1:30pm Pacific Time

Pamela Davis announced that the board meeting for the Nonprofits Insurance Alliance of California (NIAC) would follow this annual meeting.

Tammy Wilson, NIAC's Chair, convened the annual meeting.

Pamela Davis introduced herself as President/CEO and announced the following:

- The notice of the Annual Meeting was sent to all members of NIAC and NANI the week of July 27th, 2020, giving them the opportunity to participate in the Annual Meetings 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.
- I will provide a financial and operational review of NIAC for 2019.

Highlights of the Financial and Operational Reviews for 2019 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 1988 in California. There have been no changes to that structure during 2019.

Members: 10,404
Gross Written Premium: \$91.0 Million
Net Income: \$12.4 Million (after dividend)
Dividend Expensed: \$3.0 Million
Total Equity: \$175.9 Million

Types of coverage written	% of premium
General Liability	23%
Directors and Officers	17%
Property	16%
Auto Liability	13%
Umbrella	12%
Improper Sexual Conduct	8%
Auto Physical Damage	6%
Social Services Professional	5%

In September 2006, the NIAC Board of Directors adopted a dividend plan which is published on the NIAC website. In May 2020, NIAC's Board of Directors declared its 14th dividend under

the plan. The dividend amount to be paid to members during 2020 and 2021, for better than expected claims experience in 2013, 2014 and 2015, is \$3.0 million. 7,072 members qualify to receive a dividend at renewal. Total to date: \$47 million.

Highlights of Services offered:

- 3,010 free labor and employment consultations
- Free driver training for 1,207 employees and volunteers
- 366 free loss control consultations
- 2,078 vehicles monitored free through a third party
- 24 webinars training more than 1,244 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 has supported NIAC and ANI in their reinsurance programs in various ways in prior years. In 2019, 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.

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

After any questions were answered, Tammy Wilson adjourned the annual meeting on behalf of NIAC.