

# 2022 Annual Report

The nation's leading insurer serving 25,000+  
501(c)(3) nonprofits



A (Excellent) by AM Best  
(IX Financial Size Category)

# All NIA Organizations are Proudly 501(c)(3) Nonprofits

2,864

New members welcomed in 2022

24,719

Members as of 12.31.2022

NIA's mission is to provide 501(c)(3) nonprofit organizations with access to quality liability and property insurance at a fair and equitable price.

NIA tailors coverage to meet the specialized needs of the nonprofit sector and assists members in developing and implementing successful risk management programs.

## Four distinct 501(c)(3) nonprofits comprise Nonprofits Insurance Alliance:



**NIAC**, founded in 1989, provides liability and property coverage to 501(c)(3) nonprofits in California.



**NANI**, founded in 2000, provides property reinsurance.



**ANI**, founded in 2000, provides liability insurance to 501(c)(3) nonprofits with locations outside California.



**AMS**, founded in 2000, provides staff, services, and support to NIAC, ANI, and NANI.

“Our nonprofit arts organization has had this insurance for a year and could not be happier.”

Costs are far better than we had with our prior carrier and service is terrific.”

### Allison Midgley

President  
Ossining Arts Council  
Ossining, NY

## Photos on the Cover:

Left:  
**Bold Hope**  
Doylestown, PA  
[boldhope.org](http://boldhope.org)

Right:  
**Camp Wonder Children's Skin Disease Foundation**  
Walnut Creek, CA  
[csdf.org/camp-wonder](http://csdf.org/camp-wonder)

# Message from the President and the Chairs



**Pamela E. Davis**

Founder, President & CEO  
ANI, NIAC, NANI & AMS

In the 34-year history of Nonprofits Insurance Alliance (NIA), we cannot recall a time when nonprofits have been so spectacularly challenged to obtain adequate coverage from the commercial insurance industry.

There seems to be no limit to the insurance industry's willingness to do business with all manner of polluting and destructive for-profit companies. But confront them with a nonprofit serving a vulnerable population — especially children? They run the other way.

NIA was formed so that this essential financial service was not left to the whims of the commercial, for-profit insurers, and we've become keenly aware of the relevance of our mission these past few years.

Like so many things that we rely on as a society, we are learning in real time that ubiquitous, status-quo business models do not uniformly serve the needs of all.

When the COVID-19 pandemic struck, when communities needed nonprofits the most, we began to see commercial insurers nonrenewing and/or starkly increasing prices for coverage, especially for sexual abuse liability.

NIA has grown by more than 75 percent over the past three years, providing a safety net for many types of nonprofits that found themselves without commercial insurance options.

## 2022 brought a series of additional challenges to NIA.

With supply chain shortages and courts just beginning to reopen in many jurisdictions, the predictable patterns of claims reporting and settlement became disrupted.

The most obvious example of this was in California and related to our experience with employment practices claims. With the COVID-19 disruptions in 2020, there were many reductions in employment across the nonprofit sector.

But Department of Fair Employment and Housing (DFEH) actions lagged and courts closed, causing the resolution of these cases to stall, meaning the full impact of these employment practices claims did not become obvious until this year.

Consequently in 2022, NIAC, our California company, found it necessary to increase reserves, primarily for employment practices claims, by \$10 million. As a result, this marks NIAC's first operational loss since the initial year of operations.

Furthermore, with the sudden and stark increase in interest rates, our bond portfolio experienced unrealized losses of \$42.1 million, and our equity portfolio reduced in value by \$5.9 million.

All of these demonstrate why NIA maintains a conservative balance sheet for rainy days!

## Nevertheless, 2022 also came with its share of successes.

We have nearly completed the active development phase on a three-year upgrade to our legacy policy administration system and customer relationship module, and we have completed the initial design of a new website.

We look forward to final testing and successful simultaneous launch of these new applications in 2023.

Since our founding in 1989, we have used investment screens to limit our investment in industries and activities that do not reflect our equity and sustainability commitment. And in 2016, we fully divested of fossil fuel investments.



**Tammy Wilson**

Chair of NIAC & AMS



**Stephen C. Sumner**

Chair of ANI & NANI

# Message from the President and the Chairs (continued)

“Every day, we take our inspiration from the nonprofits we serve.

We are grateful for the opportunity to serve these organizations, as they improve communities for everyone.”

In 2022, we adopted a new Statement of Investment Beliefs that reflects our view that integrating Environmental, Social and Governance (ESG) considerations into investment decisions will benefit long-term performance in support of our mission. We have also engaged an investment manager to reflect this view.

We also were successful in helping to craft law in Pennsylvania, which will prohibit government agencies from foisting undue liability onto nonprofits via contract. We are actively assisting nonprofits in other states to pass similar laws in 2023.

During 2022, NIA welcomed 2,864 new members. We extend gratitude to the 95 percent of our members that renewed with us.

Gross written premium for Nonprofits Insurance Alliance totaled \$270.7 million. Of that total:

- Nonprofits Insurance Alliance of California (NIAC) wrote \$130.3 million
- Alliance of Nonprofits for Insurance, RRG (ANI) wrote \$131.6 million
- National Alliance of Nonprofits for Insurance (NANI), our property reinsurance captive, retained \$8.8 million on a net basis

We also managed an additional \$29.5 million in premium for our companion property and volunteer accident programs, bringing the total business administered by NIA in 2022 to \$300.2 million.

At year’s end, the combined balance sheet showed total equity of \$219.9 million and total assets of \$736.9 million.

The \$2.8 million of combined net income before unrealized losses on the equity portfolio was comprised of \$3.9 million net loss from NIAC, \$6.5 million net income from ANI, and \$0.1 million net income from NANI. After unrealized losses, \$3.1 million of combined net loss was comprised of \$9.7 million in net loss from NIAC, \$6.4 million net income from ANI, and \$0.1 million net income from NANI.


AM Best affirmed our rating of A (Excellent) and continued to assign a rating of “Significant” for its assessment of NIA’s Level of Innovation.

We take seriously our responsibility and privilege to protect hardworking nonprofits providing essential services to our communities and we appreciate the trust they and their insurance brokers extend in return.

The nonprofit sector’s secret sauce is that it is powered by hope for a more just and fair world. Every day, we take our inspiration from the nonprofits we serve. We are grateful for the opportunity to serve these organizations, as they improve communities for everyone.



Pamela E. Davis  
Founder, President and CEO  
ANI, NIAC, NANI & AMS



Tammy Wilson  
Chair of NIAC, NANI & AMS



Stephen C. Sumner  
Chair of ANI & NANI

# NIA 2022 Results

## Combined Results for All Companies

**Nonprofits Insurance Alliance (NIA)** welcomed 2,864 new members, renewed 95 percent of its existing members, and ended the year with 24,719 members. Gross written premium for NIA totaled \$270.7 million.

At year's end, NIA's balance sheet showed a total surplus of \$219.9 million, total assets of \$736.9 million, and \$2.9 million in net income. No dividend was declared in 2022.

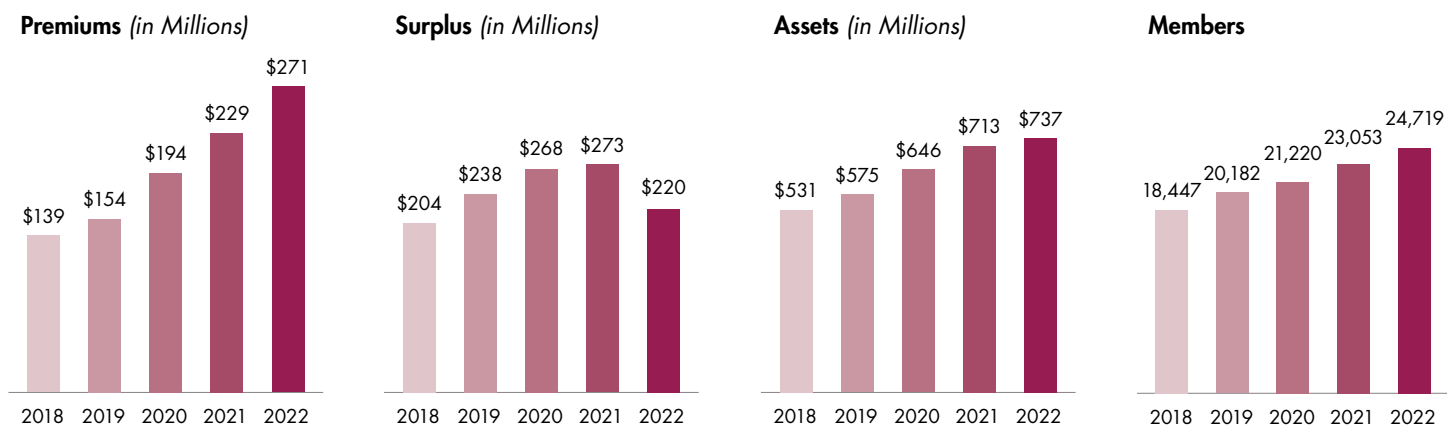
(\$ in Millions)	2022	2021	2020
Gross written premium	\$270.7	\$228.8	\$193.8
Dividends to policyholders	\$0.0	\$2.9	\$2.9
Net income after dividends	\$2.8	\$17.4	\$20.2
Total assets	\$736.9	\$713.3	\$645.9
Cash and invested assets	\$444.1	\$474.7	\$444.5
Loss reserves (including LAE)	\$365.0	\$301.7	\$259.5
Total equity (surplus)	\$219.9	\$272.7	\$268.4
Policies in force	82,386	76,694	68,738

### Reported Claims

Business Auto	2,973	2,386	1,754
Commercial General Liability	1,245	1,115	871
Directors & Officers Liability (with & without EPLI)	743	692	511
Improper Sexual Conduct and Physical Abuse Liability	332	256	164
Property*	811	771	829
Social Service Professional Liability	247	190	135
Umbrella Liability	14	8	10
<b>Total Claims Reported to NIA</b>	<b>6,365</b>	<b>5,418</b>	<b>4,274</b>

\*Includes property claims handled for NIA's companion program.

A copy of NIA's complete audited financials, as well as separate financials for ANI and NIAC, can be found at [insurancefor nonprofits.org](https://insurancefor nonprofits.org)



# Board Members

NIA is guided by boards of directors, whose members are selected from the very nonprofits it insures. They are elected by a majority vote of the members and represent the broad diversity of NIA's member organizations. All are united by their commitment to serving the needs of the nonprofit sector. This list shows the board composition as of March 17, 2023.

● ANI ● NIAC ● AMS ● NANI



● ● ● ● ●  
**Kristin Bradbury**  
 Senior Vice President  
 Callan LLC  
 San Francisco, CA



● ● ● ● ●  
**Jack Brown**  
 President & CEO  
 CORE Services Group, Inc.  
 Brooklyn, NY



● ● ● ● ●  
**Norris W. Clark**  
 Financial and  
 Regulatory Specialist  
 Locke Lord LLP  
 Los Angeles, CA



● ● ● ● ●  
**Pamela E. Davis**  
 President & CEO  
 ANI, NIAC, AMS & NANI  
 Santa Cruz, CA



● ● ● ● ●  
**Carolyn Day**  
 Executive Director  
 Black United Fund of Illinois, Inc.  
 (BUFI)  
 Chicago, IL



● ● ● ● ●  
**Danilo Garcia**  
 Vice Chair of NIAC  
 Chief Financial Officer  
 Alliance for Children's Rights  
 Los Angeles, CA



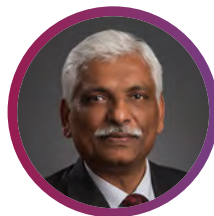
● ● ● ● ●  
**Debra Gore**  
 President & CEO  
 Greenlining Institute  
 Oakland, CA



● ● ● ● ●  
**Ann Marie Gothard**  
 Chair of ANI  
 Vice Chair of NANI & AMS  
 Vice President of Global  
 Corporate Media Relations  
 Henry Schein, Inc.  
 New York, NY



● ● ● ● ●  
**S. Orlene Grant**  
 President and CEO  
 Juanita C. Grant  
 Foundation, Inc. (JCGF)  
 Prince George's County, MD



● ● ● ● ●  
**Avnish Gupta**  
 Secretary of AMS & NANI  
 Chief Operations Officer  
 EZ Ride  
 Wood-Ridge, NJ



● ● ● ● ●  
**Edward G. Haik**  
 Board member of  
 Surfrider Spirit Sessions  
 Kailua, HI



● ● ● ● ●  
**Joseph Harrington**  
 Board member of  
 New Leaf Ethiopia  
 Foundation (NLEF)  
 Clements, CA

# Board Members

● ANI ● NIAC ● AMS ● NANI



**Rachel Katz**  
Secretary of NIAC  
Finance and  
Administration Director  
California Pan-Ethnic Health  
Network (CEPHN)  
Oakland, CA



**Jeff Kenneson**  
Assistant Secretary  
of ANI & NANI  
President  
Davies Captive Management  
Williston, VT



**Martha Marcon**  
Partner, *Retired*  
KPMG LLP  
Glendale, CA



**Daniel S. Maydeck**  
President & CEO  
Haynes Family of Programs, Inc.  
La Verne, CA



**Meghan McGowan**  
Chief Operating Officer  
Save Lake Tahoe aka:  
Keep Tahoe Blue  
South Lake Tahoe, CA



**Sarah Newkirk**  
Executive Director  
Land Trust of Santa  
Cruz County  
Santa Cruz, CA



**Shaun Powers**  
Secretary of ANI  
Chief Financial Officer  
Center for Developmentally  
Disabled (CDD)  
Kansas City, MO



**Sam Schultz**  
Chief Financial Officer, *Retired*  
Georgetown Health Foundation  
Georgetown, TX



**Gregory C. Scott**  
President & CEO  
Community Action Partnership  
of Orange County  
Garden Grove, CA



**Michael Shaver**  
Vice Chair of ANI  
President & CEO  
Children's Home & Aid  
Chicago, IL



**Stephen C. Sumner**  
Board Member  
Bootstraps, Inc.  
Evergreen, CO



**Tammy Wilson**  
Chair of NIAC, AMS & NANI  
Chief Executive Officer  
Oak Grove Center  
Murrieta, CA

# Senior Leadership Team

NIA's committed Senior Leadership team manages a workforce distributed across 32 states to swiftly and efficiently meet the needs of members and brokers.

At NIA, the C-suite is 63 percent female. Next-tier leadership — management levels and leads — is 70 percent female.



**Pamela E. Davis**  
Founder, President & CEO



**Kimberly Aday**  
CFO & Treasurer



**Tom Bakewell**  
Chief Information Officer



**Melissa Dalske**  
Chief Experience Officer



**Dave Gibson**  
Chief Claims Officer



**Dusti McKeown**  
Chief Underwriting Officer



**Chris Reed**  
Chief Risk Officer and  
General Counsel



**Starr Thompson**  
Chief People and  
Administrative Officer

"I've been in this business for 30 years; I firmly believe it's the best program out there for nonprofits."

There's a passion behind it... that's evident all the way through the entire company."

**Kevin Cothron**  
President/CEO  
TCG Insurance Programs  
Lake Mary, FL



# NONPROFITS OWN® Insurance

NIA's innovative insurance products are marketed under the NONPROFITS OWN® brand. These specialized coverages are tailored to the unique needs of the nonprofit sector.

NIA offers members the following coverages:

- Commercial General Liability
  - ▶ Damage to Property of Others
  - ▶ Employee Benefits Liability
  - ▶ Liquor Liability
  - ▶ Communicable Disease
- Improper Sexual Conduct and Physical Abuse Liability
- Social Service Professional Liability
- Directors and Officers Liability with Employment Practices Liability
- Directors and Officers Liability without Employment Practices Liability
- Business Auto Liability
- Non-owned Auto Physical Damage
  - ▶ Reimbursement for employee vehicles (CA members)
- Non-owned/Hired Auto Liability
- NIAC Property Coverage
  - ▶ Inland Marine
  - ▶ Employee/Volunteer Dishonesty
- ANI Property Coverage written through SRCS Elite
  - ▶ Inland Marine
  - ▶ Employee/Volunteer Dishonesty
- Workplace Violence/Crisis Incident/Outside Aggressor
- Participant/Volunteer Accident Coverage written through QBE
- Umbrella Liability

95%

Members Renewed



**NextStep Orlando, Inc.**  
Altamonte Springs, FL  
[nextstepfitness.org/about-nextstep-ori](https://nextstepfitness.org/about-nextstep-ori)

# Family Builders by Adoption

Oakland, CA

[familybuilders.org](http://familybuilders.org)

Based in Oakland, CA, Family Builders is a nonprofit foster family and adoption agency, dedicated to building permanent, loving, and committed families for children and youth in foster care.

Family Builders is welcoming and affirming of gay, lesbian, bisexual, and transgender families who wish to adopt children from the foster care system — welcoming all individuals and couples as prospective parents.

Here, the Sandoval family looks forward to a bright future on little Elian's adoption day.





Featured Member

1

2

3

4

# Redfish Music Festival

Port Orford, OR

[redfishmusicfestival.com](http://redfishmusicfestival.com)

The Redfish Music Festival hosts a weeklong music event the first week of August on the beautiful southern Oregon coast in the town of Port Orford.

The festival includes public concerts and an intensive week of classical music training for students studying violin, viola, and cello by a faculty of internationally renowned artists.

In this photo, students are shown in front of the ocean at last year's summer festival.



Featured Member

1

2

3

4

# Plastic Ocean Project

Wilmington, NC

[plasticoceanproject.org](http://plasticoceanproject.org)

Plastic Ocean Project is a nonprofit organization dedicated to ending plastic pollution and creating a more sustainable future through education, research, collaboration, and outreach.

In addition to conducting scientific research, they work with storytellers, artists, writers, and filmmakers to communicate the dangers of plastic pollution to as broad an audience as possible.

Here, we see a powerful art exhibit, titled “Running Out of Time,” showing a running figure on the beach — made entirely from plastic found along the North Carolina shore.

# HomeFront

Lawrenceville, NJ

[homefrontnj.org](http://homefrontnj.org)

HomeFront's mission is to end the cycle of homelessness in central New Jersey by harnessing the resources and expertise of their community.

They work to lessen the immediate pain of homelessness and help families become self-sufficient, giving their clients the skills and opportunities to ensure adequate incomes, and strive to increase the availability of adequate, affordable housing.

Here, we see volunteers stocking needed food supplies at "Fran's Pantry," one of the food banks operated by HomeFront.



# Member Resources

All NIA members receive access to a variety of free and deeply discounted risk management tools, services, and resources — all designed to help them save money, operate more efficiently, avoid disruptive claims, protect their assets, and reduce the potential for harm that may impact their operations.

Check out all the [free and discounted resources](#) members enjoy.

4,491

Free employment and risk management consultations

4,917

Employees and volunteers trained

\$4.0M

Saved by members on risk management services

**Wildlife Rescue Center of Napa County**  
Napa, CA  
[napawildliferescue.org](http://napawildliferescue.org)



## Risk Management Resources

A collection of tools and services that can help NIA members with the day-to-day business of running a nonprofit, whether they're long-established or just getting started.

Members can access resources for cybersecurity, abuse prevention, volunteer management, employee handbooks, and much more.

## Risk Management Consulting

Personalized assistance to help members identify and address key risks across their organization. Consulting services are customized to meet a nonprofit's specific needs and include tools, templates, and resources for them to integrate into their risk management protocols.

## Education/Training

A collection of online training programs and webinars. These can help nonprofits develop inclusion, ethics, and respect as professional competencies, be compliant with mandated training, prevent harassment, ensure their drivers are operating vehicles safely, and more.

## Risk Management Reference Library

A free library of online risk management reference materials across a variety of topics, which includes booklets, sample forms, policies, checklists, templates, guidelines, and more.

## PurchasingPoint®

A group purchasing program, which leverages nonprofits' collective buying power to negotiate discounts on the products and services they use most.

Hundreds of participating vendors offer significant discounts on goods and services from a wide range of categories such as office supplies and furniture, business services, shipping, facility maintenance supplies, technology, food, rental cars, and much more.

"This industry is difficult. It helps having a partner that understands the risks and can help with solutions.

It's not just a contractual relationship. Being preventive ultimately helps our kids."

### Andry Sweet

President & CEO

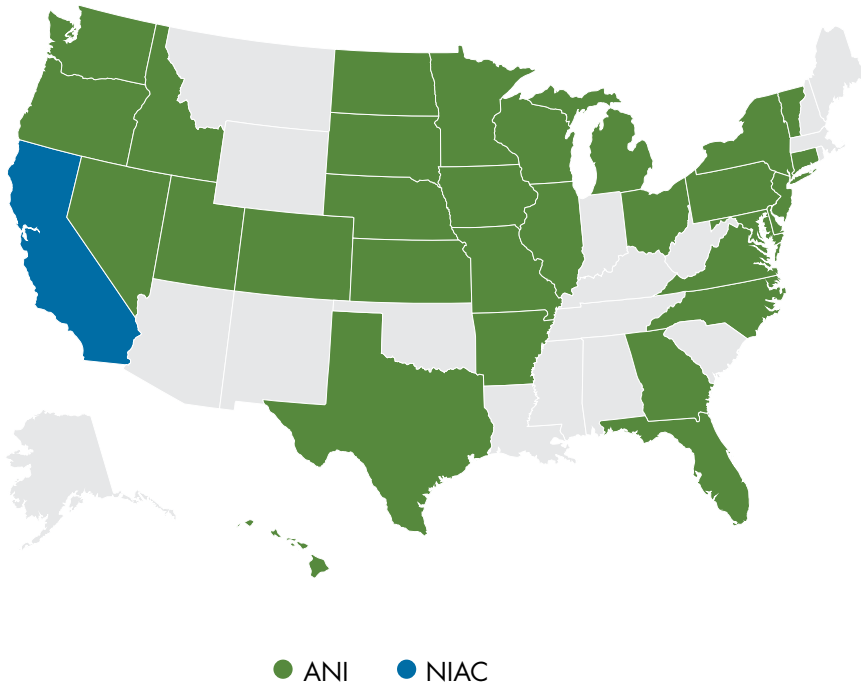
Children's Home Society of Florida

Orlando, FL

# Nonprofits Insurance Alliance

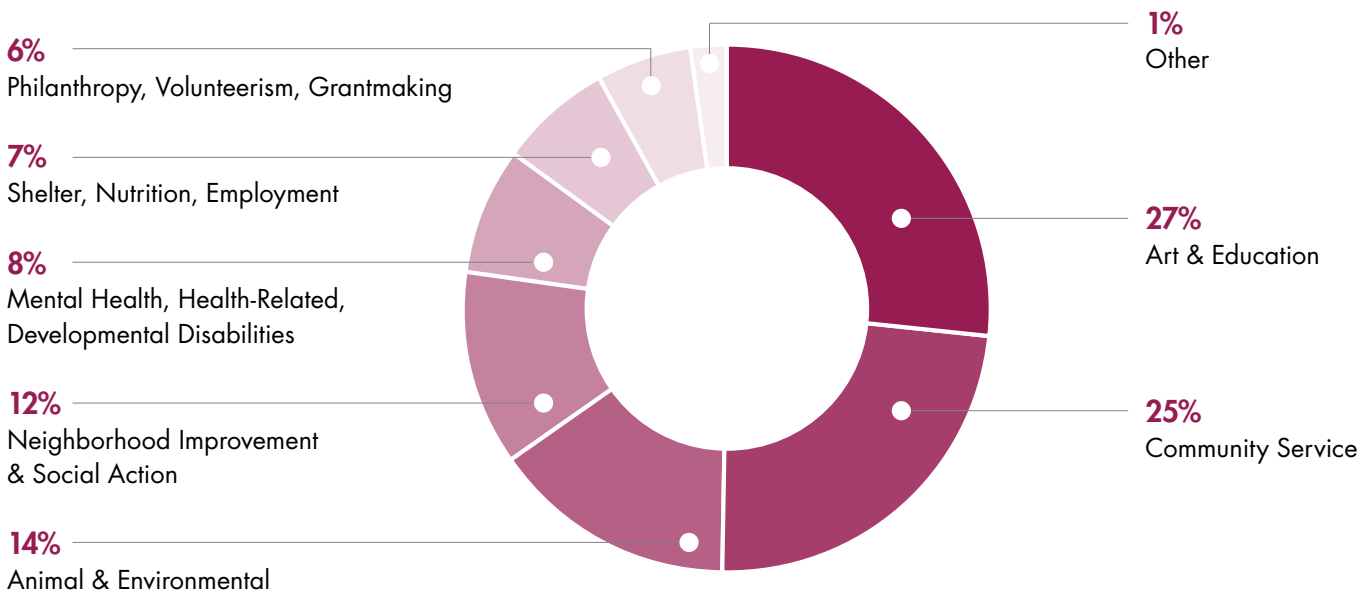


NIA provides coverages in 32 states and the District of Columbia



- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- District of Columbia
- Florida
- Georgia
- Hawaii
- Idaho
- Illinois
- Iowa
- Kansas
- Maryland
- Michigan
- Minnesota
- Missouri
- Nebraska
- Nevada
- New Jersey
- New York
- North Carolina
- North Dakota
- Ohio
- Oregon
- Pennsylvania
- South Dakota
- Texas
- Utah
- Vermont
- Virginia
- Washington
- Wisconsin

## Members in 2022



Nearly

25,000

Nonprofits trust NIA  
for their insurance

30+

Years insuring nonprofits  
with fair & equitable pricing

95%

Come back to NIA  
year after year

\$4.0M

Saved by nonprofits in  
2022 by using valuable  
NIA member resources

"Our nonprofit has been covered by NIA for over 20 years. I hold a lot of respect for NIA, especially for their consistent organizational excellence.

From the leadership values and ethics to the team that serves our staff, to their commitment to serving the nonprofit community, to their efficient and gracious operations — NIA stands out as exceptional."

**Darrie Ganzhorn**

Executive Director, The Homeless Garden Project, Santa Cruz, CA



The insurance policy, not this annual report, forms the contract between the insured and the insurance carrier. The policy may contain limits, exclusions, and limitations that are not disclosed in this annual report. Coverages may differ by state.

Nonprofits Insurance Alliance® is the tradename for a group of insurers — NIAC, ANI, and NANI — all of whom are public-benefit 501(c)(3) nonprofits and rated A (Excellent) by AM Best. All NIA organizations are administrated by Alliance Member Services® (AMS), also a 501(c)(3) nonprofit. © AMS. All rights reserved.

**Bethany Arts Community**

Ossining, NY

[bethanyarts.org](https://bethanyarts.org)