

Nonprofits Insurance Alliance Group

2009

*Celebrating 20 years of service
to nonprofits and growing!*

*Comprised of 501(c)(3)
nonprofit insurers governed
by their nonprofit members*



**Nonprofits' Insurance
Alliance of California**

A HEAD FOR INSURANCE . . . A HEART FOR NONPROFITS

**A HEAD FOR INSURANCE...
A HEART FOR NONPROFITS**



**Alliance of
Nonprofits
for Insurance**
Risk Retention Group

On the Cover:

Clockwise from top left:

YWCA of Kauai

Lihue, HI ANI Member Since 2009

Since 1921, the YWCA has provided advocacy and empowerment for Kauai's women and girls, with a strong commitment to eliminating racism and promoting peace, justice and dignity for all, especially those who have been traumatized.

Find out more at www.ywcakauai.org

Santa Cruz Museum Association

Santa Cruz, CA NIAC Member Since 2000

In serving its mission of connecting people with nature and inspiring stewardship of the natural world, the Museum offers programs and exhibits that focus on the diverse natural habitats found in Santa Cruz County and on the animals that make their homes there. Photo by Sebastian Kennerknecht.

Find out more at www.santacruz museums.org

Healthy Smiles for Orange County

Garden Grove, CA NIAC Member Since 2005

Healthy Smiles for Kids of Orange County is dedicated to pediatric dental treatment, oral health education and advocacy. They operate a dental clinic called the Smile Center, for children in need, and provide resources and education to the surrounding community.

Find out more at www.healthysmilesoc.org

Bessie's Hope

Denver, CO ANI Member Since 2001

Inspired by the founder's grandmother, Bessie's Hope offers several programs designed to promote mutually beneficial relationships for nursing home elders and volunteers of all ages. These include an at-risk youth program, literacy program and a living history program.

Find out more at www.bessieshope.org

A Greater Washington - Fields of Dreams (FoD)

Washington, DC ANI Member Since 2002

Based on the values that guided Jackie Robinson's life on and off the baseball field, FoD develops the athletic, academic, and life skills of youth in economically underserved areas of Washington, DC while building self-confidence, character, physical fitness, and nutrition awareness.

Find out more at www.greaterwash.org

Message from the President and the Chairmen

2009

In 2009, we witnessed the tremendous resiliency of community-based nonprofits in the face of serious financial strain and increasing demand for services. At the outset of the year, we heard dire predictions that one out of ten organizations in the sector would shut down as a result of cuts in government funding and private donations. To be sure, it was an extremely difficult year for many, if not most, nonprofits. Many drew down reserves, reduced staffs, froze or reduced pay and benefits, redoubled fundraising efforts, stretched for more earned revenue, or made very tough decisions about programs. But, persevere they did.

Despite these times, we are pleased to report that at the end of the year, 94 percent of our members who were with us at the beginning of the year were still insured with us. And, another 1,426 new members came aboard in 2009, growing the combined membership in the Nonprofits Insurance Alliance Group (the Group) to 9,525 nonprofit organizations.

Our Employment Risk Managers daily saw the struggles nonprofit managers faced as they tried to reduce their salary and benefits costs with the least onerous impact on their staff members. By providing 2,000 free-of-charge consultations, we helped our members assess their options as creatively as possible, comply with complex employment law and still treat their hard-working employees with fairness and dignity. Despite all of the layoffs, terminations, and reduced hours, we experienced no increase in lawsuits alleging wrongful employment actions. When employment actions are done properly, within the law, and with concern for the employees, litigation simply does not have to be the outcome.

The following is one member's comments about this service:

"This year we used the expert advice of your employment risk managers to help us problem-solve issues related to personnel cost reductions due to budget cutbacks. We explored a number of options including furloughs, lay-offs, reduction in hours, and adjustments to salaries and benefits. We are a large agency with 400 employees and you were adept at helping us think through these issues from an organizational viewpoint, as well as get specific advice in dealing with individual situations. This was just another example of the excellent professional service we receive from you, which saves us thousands of dollars annually in consultation fees. We can't imagine a better insurance partner!"

—Carolyn Coleman, Executive Director
Santa Cruz Community Counseling Center, Inc.



Pamela E. Davis

*President and CEO
NIAC, ANI, NANI & AMS*



R. Lawrence Bacon

Chairman of NIAC, NANI & AMS

We invite you to view a full listing of our many other free and subsidized services as well as the many insurance products we offer on pages 12-17 of this report and on our websites at www.insurancefor-nonprofits.org

For 2009, gross written premium for the Group totaled \$58 million. Of that total, the Nonprofits' Insurance Alliance of California (NIAC) wrote \$39.7 million, the Alliance of Nonprofits for Insurance, Risk Retention Group (ANI) wrote \$16.1 million and NANI, the Group's property reinsurance captive, retained \$2.2 million on a net basis. Also, we managed an additional \$13.4 million in premium for our companion property program, bringing the total business administered by the Group in 2009 to \$71.4 million. At year's end, the Group's balance sheet showed total equity of \$127.1 million and total assets of \$256.3 million. Of the \$15.5 million in combined net income after dividends for the Group, \$10.6 million was contributed by NIAC, \$4.5 million by ANI, and \$.4 million by NANI. Once again, the exceptional net income for NIAC and the strong net income for ANI resulted from reserves released due to favorable claim development. Stabilization of the capital markets during the year further strengthened the Group's balance sheet, with the investment portfolios moving from unrealized losses to gains of \$2.7 million at year-end. In November, NIAC's A (Excellent) and ANI's A-(Excellent) ratings were affirmed by A.M. Best.

Given 2009's results, the NIAC Board of Directors has declared a \$5 million dividend to be distributed to 3,886 qualifying members during 2010 and 2011. NIAC's strong financial performance again was aided by the better-than-expected results during the dividend period being considered, accident years 2003 through 2005. Based on individual member premiums paid during the dividend period, this plan rewards members for length of continuous coverage with NIAC as well as favorable claims experience. ANI turned in its strongest performance to date, but is not yet large enough to be in a position to pay dividends. However, its members are accruing points toward the dividend plan now in place.

In 2009, we celebrated 20 years of service to nonprofit organizations. In 1987, the California Community Foundation and the Conrad N. Hilton Foundation published 5,000 copies of a paper entitled, "Non-profit Organizations and Liability Insurance: Problems, Options and Prospects." We're proud to say that the author of that paper is our founder and CEO who wrote the paper as her graduate thesis.

Following is a part of the preface written by the foundations to describe their reasons for commissioning this paper more than 20 years ago.

"It doesn't seem possible to imagine anyone connected with the nonprofit sector who has not recently heard about some organization and its [liability] insurance tribulations. Anecdotes abound and, as this document will attest, nonprofits are confronting serious issues about how to manage their insurance needs. Many organizations are faced with extraordinarily high insurance costs for which they made no plans. Other organizations have actually had their policies canceled. Small wonder, then, that this Occasional Paper makes reference to the insurance crisis....With greater awareness of the nature of the present dilemma and, most importantly, with increased options to improve what the nonprofit community can do to help itself, perhaps the day will come when what is now seen as a crisis will be referred to as an opportunity realized."

Now with a growing national membership in 25 states and the District of Columbia, NIAC and ANI are realizing that opportunity. As member-owned insurers, and 501(c)(3) nonprofits ourselves, we take seriously our responsibility to model the highest standards of how insurance organizations ought to treat those they are chartered to protect.

It remains a privilege to serve the best clients in the world.



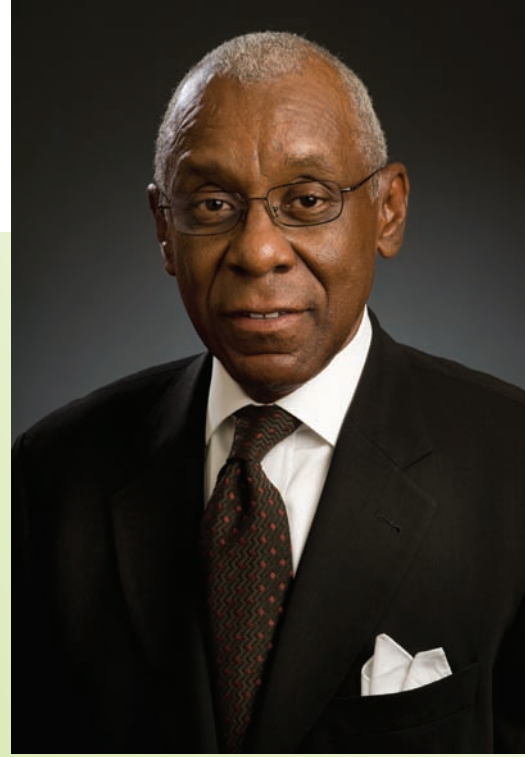
Pamela E. Davis
President and CEO
NIAC, ANI, NANI & AMS



R. Lawrence Bacon
Chairman of NIAC, NANI & AMS



Wilson M. Jones
Chairman of ANI

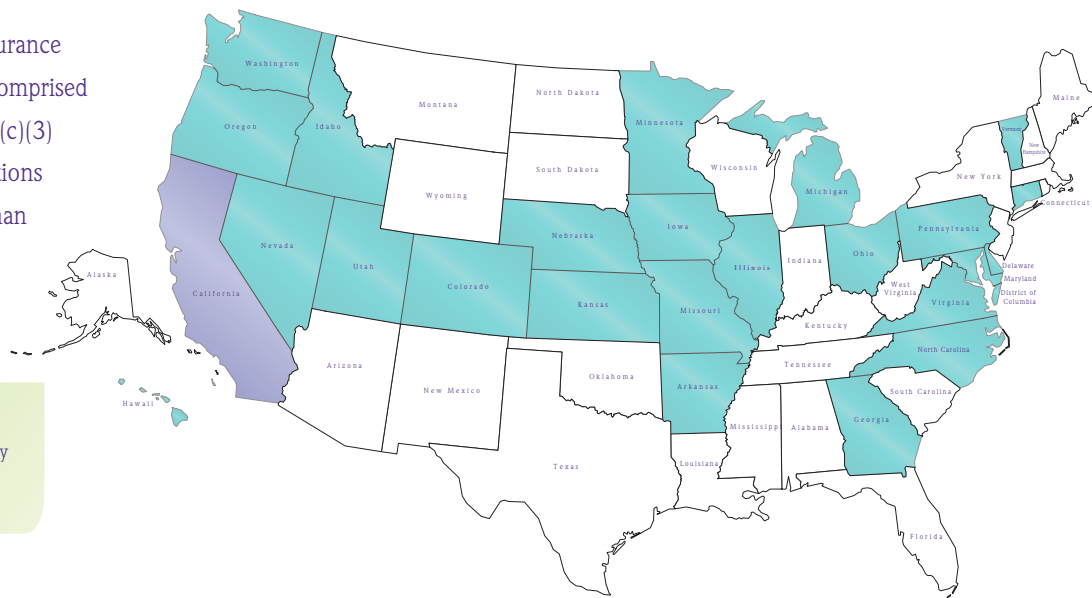


Wilson M. Jones
Chairman of ANI

Nonprofits Insurance Alliance Group

A HEAD FOR INSURANCE...A HEART FOR NONPROFITS

The Nonprofits Insurance Alliance Group is comprised of four distinct 501(c)(3) nonprofit organizations that insure more than 9,500 nonprofits in 25 states and DC.



Map Legend

- NIAC Territory
- ANI Territory

- **Nonprofits' Insurance Alliance of California (NIAC)** provides liability insurance to 501(c)(3) nonprofits in California—Founded in 1988 A.M. Best Rated A VII (Excellent)
- **Alliance of Nonprofits for Insurance, Risk Retention Group (ANI)** provides liability insurance to nonprofits with locations outside California—Founded in 2000 A.M. Best Rated A- VIg (Excellent)

- **National Alliance of Nonprofits for Insurance (NANI)** provides property reinsurance—Founded in 2000 A.M. Best Rated A- VIg (Excellent)

- **Alliance Member Services (AMS)** provides staff, services and support to the other three companies—Founded in 2000

The complete history of the Nonprofits Insurance Alliance Group can be found on our website at www.insurancefornonprofits.org

Member companies in the Nonprofits Insurance Alliance Group actively write business in:

- Arkansas
- California
- Colorado
- Connecticut
- Delaware
- District of Columbia
- Georgia
- Hawaii
- Idaho
- Illinois
- Iowa
- Kansas
- Maryland
- Michigan
- Minnesota
- Missouri
- Nebraska
- Nevada
- North Carolina
- Ohio
- Oregon
- Pennsylvania
- Utah
- Vermont
- Virginia
- Washington

\$1.3 million in loans provided by Foundations

NIAC writes first policy

Free audiovisual lending library established

Thesis Published

7.1 Earthquake hits Santa Cruz, CA

NIAC writes first \$1 million in premium. We're off to a good start!

4

Sept.

Oct.

Nov.

Dec.

1987

1989

1990

1991

Celebrating 20 Years of Service to Nonprofits

In 20 years, we have grown from an idea posed by Pamela Davis in her Master's thesis at UC Berkeley to a thriving group of companies. In her thesis, Pamela proposed that instead of relying on insurance companies that were inconsistent in their willingness to provide affordable insurance to nonprofits, the nonprofit sector could gain substantial control over this important financial service. Her dream was to engage nonprofits in risk management by providing a variety of free or highly subsidized management services as part of the insurance purchase. And, then, if the claims experience was better than anticipated, the insurance pools would share that good fortune with the members that made it happen. And that dream has come true.

NIAC celebrated 20 years of service in 2009 and insures more than 6,600 nonprofits in California. It has declared dividends to its nonprofit members totaling \$17.1 million dollars over the past four years. And, in 2010, ANI will celebrate 10 years of service to nonprofits. Now operating in 25 states, ANI serves almost 3,000 nonprofits.

Most importantly, NIAC and ANI have kept premiums steady, even declining, over all these years and provide members with benefits even when they don't have claims. Nonprofits now control the companies that have become the standard bearers for how nonprofits ought to be treated by those who are chartered to protect them. For the complete history of the Nonprofits Insurance Alliance Group, visit our website at www.insurancefornonprofits.org

Group 2009 Financial Highlights

	2009	2008	Change
Gross written premium	\$57,986,018	\$58,210,335	\$(224,317)
Dividends to policyholders	4,044,217	4,044,015	202
Net income after dividends	15,489,428	12,850,316	2,639,112
Total assets	256,345,575	237,289,666	19,055,909
Cash and invested assets	190,080,411	169,588,304	20,492,107
Loss reserves (including loss adjusting expenses)	89,316,161	93,472,189	(4,156,028)
Total equity	127,142,124	103,222,244	23,919,880
Policies in force	32,682	29,861	2,821
Reported claims			
General liability	699	606	93
Auto liability	1,114	1,081	33
Other	1,155	1,034	121

A copy of the Group's complete audited financials can be found on our website at www.insurancefornonprofits.org

In Appreciation

We want to extend a special 20 year thank you to the many brokers who started with us when we were only an idea with energy and continue to work with us in service to the nonprofit community. Their support in our early years was absolutely essential to our success—and we count on their continued support today. To grow this Group to nearly 10,000 members we have relied on brokers who are more willing to serve this important sector than to get the highest possible commission for themselves. Thank you.

Introduced auto physical damage, directors and officers and umbrella coverages

First bill introduced in Congress to enable federal tax exemption

Established reinsurance arrangement with SwissRe

NIAC featured in PBS series The Visionaries

NIAC qualifies for federal and state tax exemption under new laws

NIAC Board of Directors



R. Lawrence Bacon, *Chairman*
President
Bacon & Company
Carmel



Roger W. Gilbert
President, Retired
Great American West
Orange



Pamela E. Davis, *President*
Chief Executive Officer
NIAC
Santa Cruz



Martha Marcon
Audit Partner, Retired
KPMG LLP
Glendale



John M. Christensen, *Secretary*
Senior Vice President
Hope Services
San Jose



Cheryl Paddock¹
Executive Director
Novato Youth Center
Novato



Jeanne Bell
Chief Executive Officer
CompassPoint Nonprofit Services
San Francisco



Johnette Pagan¹
Executive Director
Youth Treatment & Education Center
San Francisco



Norris Clark
Financial and Regulatory Specialist
Locke, Lord, Bissell & Liddell LLP
Los Angeles



Mary K. Stroube
President and Chief Executive Officer
Terra Nova Counseling
Sacramento



Suzanne Cross
Board Member
Coro Center for Civic Leadership
San Francisco



Bill Walters
Chief Financial Officer
Crossroads Diversified Services, Inc.
Sacramento



Lisa Dobey
Chief Executive Officer
Truckee Tahoe Community Foundation
Truckee

¹ Elected February 2010

Preventive
free employment
advice for D&O
policyholders
introduced

Nonprofits' OWN
enhanced policy
form introduced

Introduced free
driver training
program for auto
policyholders

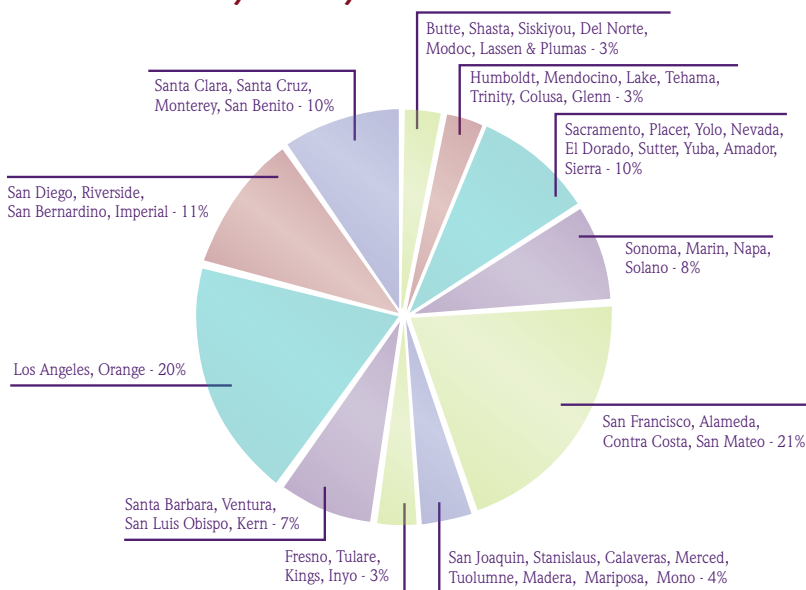
\$5 million grant
from the Bill &
Melinda Gates
Foundation for ANI

\$5 million grant
from the David
and Lucile Packard
Foundation
for ANI

NIAC Results 2009

NIAC celebrated its 20th year by welcoming 870 new nonprofits, renewing 95% of its existing members, ending the year with 6,646 nonprofit member-insureds. Gross written premium for NIAC totaled \$39.7 million. At year's end, the NIAC balance sheet showed total equity of \$98.2 million, total assets of \$184 million, and \$10.6 million in net income after dividends of \$4 million.

Members by County

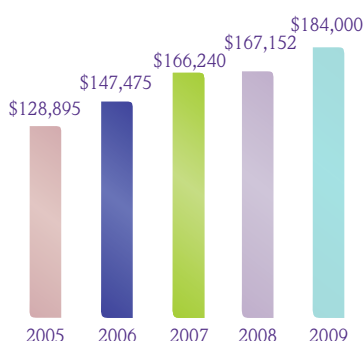


NIAC 2009 Financial Highlights

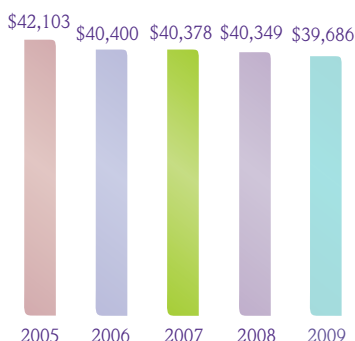
	2009	2008	Change
Gross written premium	\$39,685,664	\$40,348,562	\$(662,898)
Dividends to policyholders	4,044,217	4,044,015	202
Net income after dividends	10,603,638	10,324,617	279,021
Total assets	184,000,396	167,152,348	16,848,048
Cash and invested assets	140,164,345	122,966,388	17,197,957
Loss reserves (including loss adjusting expenses)	61,189,479	61,051,189	138,290
Total equity	98,243,029	80,250,094	17,992,935
Policies in force	18,895	17,285	1,610
Reported claims			
General liability	412	366	46
Auto liability	690	701	(11)
Other	405	360	45

A copy of NIAC's complete audited financials can be found on our website at www.niac.org

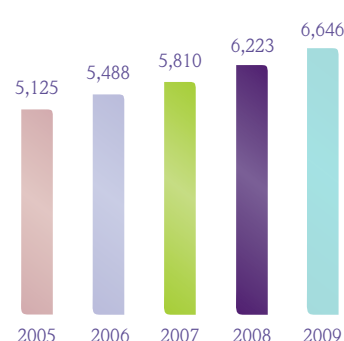
Assets (in Thousands)



Premiums (in Thousands)



Members



New headquarters building in Santa Cruz

NIAC is joined by ANI, NANI and AMS to form Nonprofits Insurance Alliance Group

NIAC receives A- (Excellent) A.M. Best rating

ANI receives B++ (Very Good) A.M. Best rating before writing any policies!

ANI expands territory to 17 states and DC

ANI Board of Directors



Wilson M. Jones, *Chairman*
Chief Operating Officer, Retired
BoardSource
District of Columbia



Pamela E. Davis, *President*
Chief Executive Officer
ANI
California



Steven Richard, *Secretary*
President and Chief Executive Officer
SUN Home Health Services
Pennsylvania



Andrew Sargeant, *Assistant Secretary*
President
USA Risk Group of Vermont
Vermont



David Altman
Chief Financial Officer
Central City Concern
Oregon



R. Lawrence Bacon
President
Bacon & Company
California



Robert Blumenfeld¹
Senior Vice President of Finance
and Development
Orchards Children's Services
Michigan



Robert Emrich
Founder and Board Member
Road of Life
Ohio



Roger W. Gilbert
President, Retired
Great American West
California



Martha Marcon
Audit Partner, Retired
KPMG LLP,
California



Ted Van Name
President and Chief Executive Officer
Goodwill of Delaware and
Delaware County
Delaware

¹ Appointed May 2009

NIAC
upgraded to A
(Excellent) by
A.M. Best

ANI upgraded to
A- (Excellent) by
A.M. Best

NIAC Board
approves Dividend
Plan & declares \$3.7
million dividend

Secure
websites
launched
for online
quoting and
policy
issuance

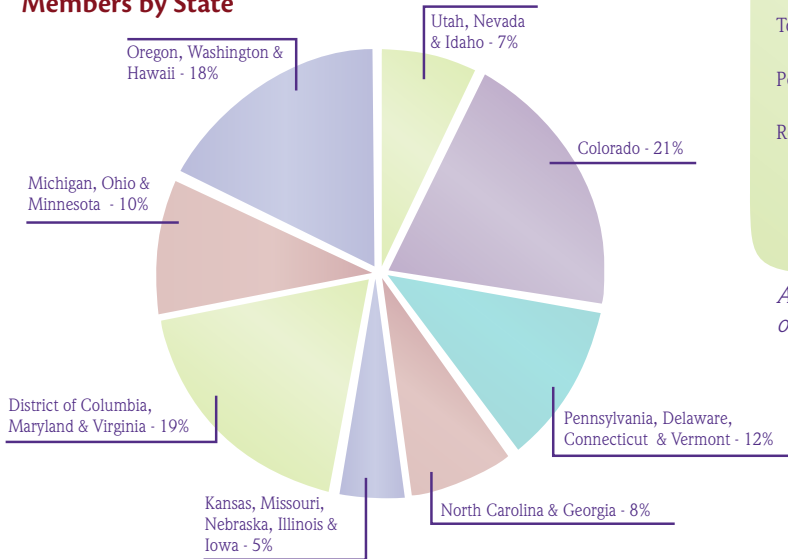
Pamela Davis,
CEO, named one
of FORTUNE Small
Business and
Winning Workplaces
Best Bosses

ANI Board approves
Dividend Plan

ANI Results 2009

In 2009, ANI welcomed 556 new nonprofits, renewing 93% of its existing members, ending the year with 2,879 nonprofit member-insureds. Gross written premium for ANI totaled \$16.1 million. At year's end, ANI's balance sheet showed total equity of \$21.7 million, total assets of \$57.7 million and \$4.5 million in net income.

Members by State

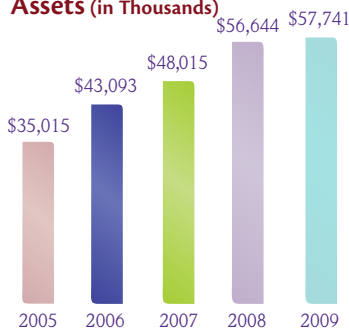


ANI 2009 Financial Highlights

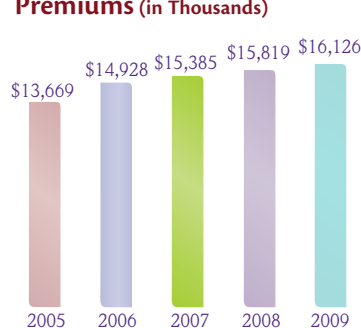
	2009	2008	Change
Gross written premium	\$16,125,656	\$15,819,025	\$306,631
Net income	4,455,986	1,536,419	2,919,567
Total assets	57,741,277	56,644,244	1,097,033
Cash and invested assets	35,914,921	33,568,942	2,345,979
Loss reserves (including loss adjusting expenses)	26,797,620	31,333,727	(4,536,107)
Total equity	21,659,980	16,463,842	5,196,138
Policies in force	7,809	6,956	853
Reported claims			
General liability	287	240	47
Auto liability	424	380	44
Other	72	59	13

A copy of ANI's complete audited financials can be found on our website at www.ani-rrg.org

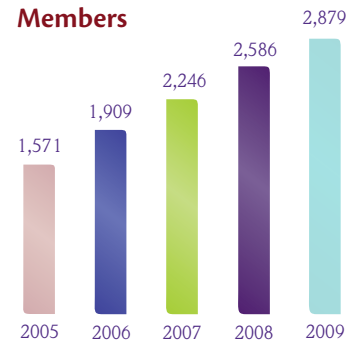
Assets (in Thousands)



Premiums (in Thousands)



Members



NIAC Board declares dividend of \$4.2 million for members

Blue Avocado, new online magazine is launched with our support

ANI expands to 24 states and DC

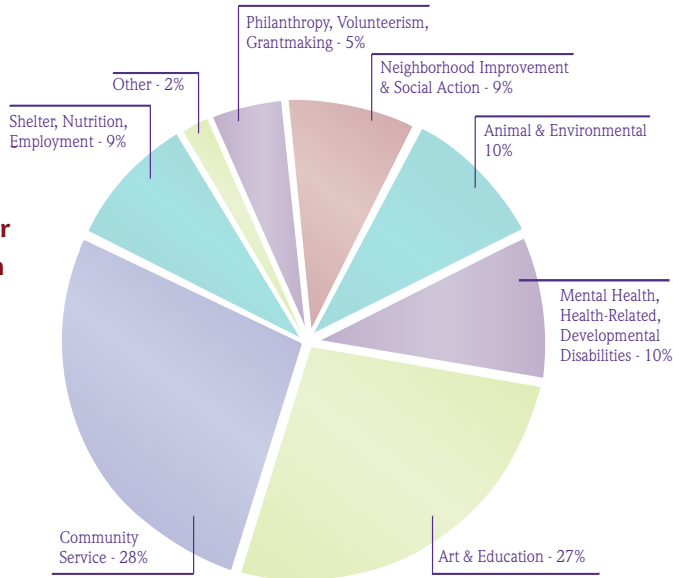
NIAC Board declares another \$4.2 million dividend for members

ANI and NIAC launch new enhanced websites

Members

The Nonprofits Insurance Alliance Group is governed by the nonprofits it insures. Our members provide an astounding array of important services to our communities. We highlight just a few here.

2009 Member Composition



NIAC Member since 1992

ElderHelp San Diego, CA

ElderHelp provides personalized services and information that help seniors remain independent and live with dignity in their own homes. ElderHelp provides a wide range of services to ensure a safe and clean home, nutritious food, companionship, transportation, socialization and more.

Find out more at
www.elderhelpofsandiego.org





Special Needs Schools of Gwinnett Lawrenceville, GA

With classes ranging from early childhood to high school programs, Special Needs Schools of Gwinnett (SNSG) seeks to nurture and challenge each student on his or her own level. SNSG's mission is to instill in each student the positive self-image and love for learning which will lead to life-long learning and personal development.

Find out more at
www.specialneedsschools.org

NIAC Member since 1990

Project Sanctuary Ukiah, CA

Project Sanctuary assists victims of domestic violence in Mendocino County by providing a safe shelter, counseling, support groups, legal services and transitional housing. They also operate a 24-hour crisis line and facilitate community education programs with a goal of preventing domestic violence.

Find out more at
www.projectsanctuary.org



Coverages

All companies in the Nonprofits Insurance Alliance Group are 501(c)(3) tax-exempt organizations governed by their nonprofit member-insureds with boards of directors elected by their member nonprofit organizations. As nonprofits ourselves, we understand the unique needs of this sector and provide coverages and services to help nonprofits better manage their risks and accomplish their missions.

Our Nonprofits' OWN policy form has enhancements to meet the specific needs of the nonprofit sector. As the nonprofit sector is constantly evolving and innovating, we continually review our coverage forms to ensure that we are responsive to new social enterprises.

Insurance Operations

Department

Michael Pramuk

Senior Underwriter

17 Years of Service



"Let me add my thanks to you and your staff as well...I have been in this business 30 years and I have never worked with a carrier like ANI ever. You are all amazing!"

—Sue Koster, Nonprofit Resources, Inc.

"I really appreciate your outstanding responses to my inquiries. You have done an over-the-top job."

—Rebecca Wilkinson,
George Petersen Insurance Agency

"...we also appreciate your dedication and... all your hard work in keeping our coverages up to speed and our premiums low. We really appreciate it!"

—Barbara Blair, Next Door, Inc.

"You truly are incredible; thank you so much for your extra effort in assisting our client."

—Kathy Hope, Malloy Imrie & Vasconi

Coverages available through the Nonprofits Insurance Alliance Group include:

- General Liability
- Auto Liability
- Social Service Professional
- Improper Sexual Conduct
- Directors and Officers Liability
- Umbrella Liability
- Liquor Liability
- Employee Benefits Liability

Through companion programs, the following coverages are available:

- Property
- Auto Physical Damage
- Fidelity
- Participant/Volunteer Accident
- Foster Parent Liability
- Workers Compensation (introduced in early 2010)



Risk Department
Steven Moody
Compliance Manager
17 Years of Service

“We truly appreciate that you are always so responsive. And I am so grateful that renewals/endorsements are so easy; especially now with some of the automatic renewals—it is such a timesaver AND relieves some of my stress!”

—Debbie Tachibana, Mother Lode Insurance

“Thanks for all your prompt service—it is great!”

—Christine Gooch, Ogilvy-Hill Insurance

“You guys are great to work with...
I’m glad I found you!”

—Renee Pethel, Pethel Insurance Group, Inc.

Service

Our Strategic Principle:

Inspired service and sensible products at the right prices, effectively and dependably delivered.

Insurance is a contract—a promise—to deliver service when something bad happens. An insurance company's only product is service. Our mission doesn't include being just another insurance company. It requires us to be a company that is there to provide valuable service year-round—when things go bad and, more importantly, before they do.

Finance Department

Stephanie Larsen

Accounts Receivable Accountant

10 Years of Service



“We are so grateful that your company exists to insure nonprofits and that you do such a superb job that you are able to issue dividends again...Thank you for all you do for nonprofits!”

—Marilyn Price, Trips for Kids

“I absolutely love NIAC. You are the best carrier with the best pricing and are the easiest to do business with...BEST all around!”

—Insurance Broker comment on 2009 Broker Survey

“I wish I could do more to support your wonderful service, but please know there are many of us out here who thank you for all the work you do to save us so many dollars that in turn keeps us in business so we can serve the community.”

—David Shaw, Artbeat, Inc.

Our aim is to be the organization that sets the standard for how insurance clients ought to be treated. Whether it is how our accounts receivable department responds when there is a payment issue, or how prompt and accurate we are with endorsement requests, how we meet member training and information needs, and ultimately how we help members through the delicate and, often difficult, litigation process... we mean to have our members and brokers leave every encounter with us with the feeling that they have just interacted with a very special company. We know there is always room for improvement, but the comments like those below that we received during 2009 about our terrific staff, tell us we are on the right track.

"I am HIGHLY satisfied with ANI and I look forward to reading my Blue Avocado newsletter. Thank you for sponsoring this great service to nonprofits! It is really making a difference in our efficiency, capacity, and sustainability!"

—ANI Member comment on 2009 Member Survey

"Just want you to know that going with ANI has been the best decision I have ever made."

—ANI Member comment on 2009 Member Survey

"I receive a concerned and caring response from friendly people that care about me and my customers. Very rare in the corporate insurance world."

—Insurance Broker comment on 2009 Broker Survey

"You are my #1 market as you make it easy for us to service our clients by providing exactly the coverages and services they need."

—Insurance Broker comment on 2009 Broker Survey

"We are extremely pleased with our insurance and services and are proud to be associated with you. It stands as a shining example of what insurance can and should be!"

—NIAC Member comment on 2009 Member Survey



Claims Department
Sandra Cornell
Claims Examiner
11 Years of Service

Resources

“No other outlet has so much information and educational opportunities available to members and brokers.”

—Insurance broker comment on 2009 Broker Survey

IT Department
Kevin Huth
Web Developer
3 Years of Service



It's not just about insurance. Our strategic goal is to be an essential partner with our member-insureds, not just by providing great insurance coverage, but also by assisting them to successfully and safely accomplish their missions by providing management assistance.

Managing any enterprise is not easy, but in these challenging economic times it is particularly difficult. We offer practical tools to positively and directly impact our members' operations. Whether it's employment advice, training drivers, or discounted background checks—to meet our standards, these resources must be practical and cost-effective.

Member-Only Secure Website

Member-insureds have access to their policies, claims information, and risk management tools, including easy to use checklists and common form templates on the member-only website. To become web-enabled members, simply email webmaster@insurancefornonprofits.org to request a login and password.

Blue Avocado

An online magazine by and for people who work and volunteer in community nonprofits. We are proud to be supporters of this provocative publication which has received outstanding reviews. Obtaining this free publication simply requires an email to editor@blueavocado.org or signing up at www.blueavocado.org

Employment Issues Assistance

Members that purchase D&O insurance with us are automatically eligible for free unlimited labor and employment consultations with our Labor and Employment Risk Managers. In 2009, we handled more than 2,000 consultations.

Personnel Handbook Review

Members that purchase D&O insurance with us are eligible to have their personnel handbooks reviewed for free to ensure they are current. We reviewed more than 100 handbooks in 2009.

“I have really appreciated the quality of the webinars that I have participated in. Even though we are a small operation, I've learned applicable, valuable information.”

—ANI Member comment on 2009 Member Survey

Driver Training

Members with auto insurance with us are eligible for free driver training. Training is available on-site, online or as a self study. In 2009, we trained 800 drivers.

"The level of service Pamela and Ellen have given to our organization has helped us handle human resource issues, employment law questions...They are one of the many reasons we could not operate without your assistance."

—Susan McDonnell, Descanso Gardens

Vehicle Monitoring Program

Members with insured fleets are eligible for this free 800 "How am I driving?" tool to help identify problem drivers before they cause an accident. More than 1,300 vehicles were monitored through this program in 2009.

Educational Booklets

Risk management educational booklets (download or order from the web) on various topics important to nonprofits. Free to members.

Audiovisual Lending Library

Free resource. Dozens of titles for nonprofit staff meetings and training sessions.

Free Sexual Harassment Training for Supervisors

(For NIAC Members AB1825 requirement in CA) Free online resource for meeting state requirements. More than 1,600 individuals have met this requirement by using this resource during 2009.

BOARDnetWORK

A web-based tool to help boards of directors stay informed and organized for less than a dollar a day.

Discounts on Background Checks

Significant discounts available for background checks through Intellicorp. Member Platinum Package is only \$9.95—a savings of more than \$40 per background check. This year, our members completed more than 12,000 discounted background searches.

Webinars

We delivered 28 Risk Management Webinars in 2009 with more than 1,500 participants. Download a 2010 schedule at www.insurancefornonprofits.org



Member Services Department

Pamela Fyfe

and Ellen Aldridge

Labor and Employment

Risk Managers

4 and 2 Years of Service

"Your employment advice service has been so timely, top-notch and practical. Very much appreciated."

—NIAC Member comment on 2009
Member Survey

20 Years of Serving Nonprofits...

1989

NIAC—Capital of \$1.3 million in loans provided by the Ford Foundation, the David and Lucile Packard Foundation, Wallace Alexander Gerbode Foundation, San Francisco Foundation, Marin Community Foundation, Walter S. Johnson Foundation

October 17th Loma Prieta earthquake hits Santa Cruz CA

November 1—NIAC writes first policy

1990

NIAC ends year with 270 members, \$1.3 million in premium

NIAC hires first staff underwriter to replace third party administrator

1991

Free audiovisual lending library established

Introduced auto physical damage, directors and officers and umbrella coverages

1992

Introduced Participant/Volunteer Accident coverage

Introduced premium installment payment plan

1993

First bill introduced in Congress to enable tax exemption for charitable risk pools

1994

NIAC celebrates 5 year anniversary

NIAC welcomes its 1000th member

Established reinsurance arrangement with SwissRe

1995

NIAC featured in PBS series “The Visionaries”

Companion property program developed for members

1996

Congress adds Section 501(n) to the tax code enabling 501(c)(3) tax-exempt status for charitable risk pools

State of California adds Section 23701z to the Tax Code enabling state tax-exemption for NIAC

Introduced preventive free legal advice for all D&O policyholders

Launched website—www.niac.org

1997

NIAC receives 501(c)(3) status

Implemented direct bill system

Introduced free driver training program—500 drivers trained

1998

\$150,000 grant received from Packard Foundation to develop business plan to expand NIAC model outside California

Claims handling moved in-house—substantial savings!

1999

NIAC celebrates 10 year Anniversary

NIAC welcomes 2,000th member

Introduced Nonprofits' OWN enhanced policy form

Receive \$5 million grant from the Bill & Melinda Gates Foundation for capital for ANI

2000

NIAC purchases and renovates a new headquarters building in downtown Santa Cruz

Launched new computer application for underwriting operations

Receive \$5 million grant from the David and Lucile Packard Foundation for capital for ANI

The hillsides represent the growth of membership of each company. NIAC is represented by blue, ANI by green and the Group by turquoise. Years are indicated across the bottom, and membership levels are indicated at right.

2001

The Nonprofits Insurance Alliance Group starts operation: Alliance Member Services (AMS), National Alliance of Nonprofits for Insurance (NANI), and Alliance of Nonprofits for Insurance, Risk Retention Group (ANI) join Nonprofits' Insurance Alliance of California (NIAC) to form the Group. All companies are 501(c)(3) nonprofits

ANI starts providing coverage for nonprofits in Colorado

North American Elite (NAE) property program introduced

A.M. Best Weighs in! NIAC receives A- (Excellent) A.M. Best rating

ANI receives B++ (Very Good) A.M. Best rating before writing any policies!

2002

NIAC Board approves \$1 million in returned premium to NIAC members with a favorable loss experience—728 members qualify

ANI operates in nine states and the District of Columbia and completes first full year with 369 members

Nonprofits Insurance Alliance Group now insures 4,001 nonprofits, with gross written premium totaling \$35.4 million and total assets of \$94.6 million

2003

Nonprofits Insurance Alliance Group expands coverage to 17 states plus the District of Columbia

2004

NIA Group begins transacting new and renewal business online through new secure broker area on websites

Launch of new member-only area of website makes available an extensive list of loss control resources

NIAC upgraded to A (Excellent) by A.M. Best

CIO Magazine recognizes the NIA Group as one of its 100 award winning organizations around the world that excel in using information technology management and practices

2005

ANI upgraded to A-(Excellent) by A.M. Best

Pamela Davis, CEO, named one of FORTUNE Small Business and Winning Workplaces Best Bosses

New D&O form introduced for small organizations without employees

2006

NIAC Board approves Dividend Plan and declares first dividend of \$3.7 million for members

2007

ANI Board approves Dividend Plan 10,000

Introduced BOARDnetWORK—online board management tool 9,500
9,000

2008

NIAC Board declares dividend of \$4.2 million for members 8,500
8,000

Blue Avocado, new online magazine is launched with the financial support of the Group 7,500
7,000

2009

NIAC Board declares another \$4.2 million dividend to members 6,500
6,000
5,500

ANI and NIAC launch new revised websites 5,000

ANI operates in 23 states and the District of Columbia 4,500
4,000

2010

ANI begins writing coverage in Arkansas The Group now writes in 25 states and the District of Columbia 3,500
3,000
2,500

Nonprofits Insurance Alliance Group forecasts it will have 10,000 members by year-end! 2,000
1,500
1,000
500

and Growing!

Management Team

A HEAD FOR INSURANCE...A HEART FOR NONPROFITS

You don't hear much about Alliance Member Services (AMS), one of the companies of the Nonprofits Insurance Alliance Group but that is where all the work gets done. AMS is the organization that employs the staff that supports NIAC, ANI and NANI. AMS is also a 501(c)(3) nonprofit. As the management team, we take great pride in our staff and their consistent efforts to provide inspired service to our members and their insurance brokers.



Pamela E. Davis
President and CEO



Charles C. Hewitt
Vice President of Claims



Kimberly Aday
Vice President of Finance



Betty Johnson
*Vice President of
Information Technology*



Gary Bencomo
Vice President of Administration



Laura C. Marcus
Vice President of Risk



Susan Bradshaw
*Vice President of Marketing
and Member/Broker Services*



Melissa E. Yarnell
*Vice President of
Insurance Operations*

"Thank you for all your effort and input and support on this case. I can't imagine what it might have been like without you. We are forever grateful for all of you, and particularly for ANI. This case has been such a tremendous distraction for us... thank you for your staunch advocacy, for your assistance and for providing us with such outstanding legal counsel."
—An ANI Member

"...just to let you know that I am very happy with the insurance group... Service is 'remarkably great'."
—Madonna Breton,
St. Anselm's Cross-Cultural Community Center



www.insurancefornonprofits.org