

2020

Annual Report



Rated A VIII (Excellent) by AM Best



All NIA organizations are 501(c)(3) nonprofits.

NIA's mission is to serve 501(c)(3) organizations by providing a stable source of reasonably priced liability and property insurance tailored to the specialized needs of the nonprofit sector and to assist these organizations in developing and implementing successful loss control and risk management programs.

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



Part of Nonprofits Insurance Alliance (NIA)

Nonprofits Insurance Alliance of California (NIAC), founded 1989, provides liability and property insurance to 501(c)(3) nonprofits in California.



Part of Nonprofits Insurance Alliance (NIA)

Alliance of Nonprofits for Insurance, Risk Retention Group (ANI), founded 2000, provides liability insurance to 501(c)(3) nonprofits with locations outside California.



Part of Nonprofits Insurance Alliance (NIA)

National Alliance of Nonprofits for Insurance (NANI), founded in 2000, provides property reinsurance.



Part of Nonprofits Insurance Alliance (NIA)

Alliance Member Services (AMS), founded in 2000, provides staff, services and support to NIAC, ANI, and NANI.

Photos on the cover

Left:
Kidworks Community Development Corporation
Santa Ana, CA
kidworksoc.org

Right:
Inspire Equine Therapy Program
Clearwater, FL
inspireequinetherapyprogram.org

Message from the President and the Chairs

2020 was a year when nonprofits' critical value as a safety net and community bulwark became clearer than ever before. It was an honor this year to care for nonprofits leading their communities through the challenges of the COVID-19 pandemic. We are resolute in our responsibility as an insurer of, by, and for nonprofits, and, like our members, we are no strangers to adversity. Insurance experts gave us little chance of succeeding when we began more than 30 years ago. In our determination to serve nonprofits as the pandemic and subsequent health emergency shut down major parts of the economy starting in March, we took several steps to help our nonprofit members. Their example of resiliency has been rewarding and motivational to us.

Even before the pandemic, nonprofits were facing a multi-year hard insurance market defined as a steep rise in premiums and constriction in the availability of coverage from commercial insurance companies. Any crisis poses significant management challenges, but with two to contend with, nonprofits continue to face the most difficult operating environment in our lifetime.

A July editorial in *Insurance Business America* made this observation: "Many carriers have shown their willingness to continue taking part in charitable work and directing donations to various organizations amid the pandemic, but without being able to access affordable coverage that adequately protects them from risks, non-profits are going to see more barriers to operating spring up, at a time of crisis when they're needed most."¹



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

¹ "Why it's time for the insurance industry to live up to its promise,"
Insurance Business America, July 29, 2020.



Tammy Wilson
Chair of NIAC & AMS

In *The 2020 State of the Market for Nonprofits Insurance* survey conducted by NIA, nearly 56 percent of brokers reported carriers are non-renewing certain classes of business—without regard to loss history. Nearly 62 percent of brokers are seeing increases of 25 percent or more for their nonprofit clients and nearly 77 percent of brokers report commercial carriers are restricting coverage and limits for improper sexual conduct insurance for nonprofits that serve children.

Instead of running away from nonprofits like so many commercial carriers, NIA welcomed nonprofits of all types using the same philosophy we started with from the beginning: to provide stable pricing to the nonprofit sector. Our significant growth this year came from welcoming new members, rather than across the board rate increases.

During 2020, NIA welcomed 2,528 new members. We extend gratitude to the 92 percent of our members that renewed with us. Gross written premium for Nonprofits Insurance Alliance increased an unprecedent-

ed 25 percent, totaling \$193.8 million at year-end. Of that total, Nonprofits Insurance Alliance of California (NIAC) wrote \$99.8 million; Alliance of Nonprofits for Insurance, RRG (ANI) wrote \$87.6 million; and National Alliance of Nonprofits for Insurance (NANI), our property reinsurance captive, retained \$6.3 million on a net basis. We also managed an additional \$19.7 million in premium for our companion property and volunteer accident programs, bringing the total business administered by NIA in 2020 to \$213.4 million. At year's end, the combined balance sheet showed total equity of \$268.4 million and total assets of \$645.9 million. Before dividends, the \$23.1 million of combined net income was comprised of \$14.8 million from NIAC, \$6.3 million from ANI, and \$2 million from NANI. Additionally, our AM Best rating of A VIII (Excellent) was affirmed January 5, 2021. The NIAC Board of Directors determined that we can reasonably share our earnings with our members and has declared a \$3 million dividend in 2021. NIAC has declared \$50.1 million in total dividends since 2007.

Our boards and staff continue our long tradition of inspired service, innovation, and commitment to protecting a broad range of nonprofits. We are the first insurer to offer new coverage for liability arising from communicable disease to nonprofits. In the midst of churning social change, NIA is proud to insure Black Lives Matter, and thousands of other nonprofits disfavored by commercial insurance companies because of a stand for social justice or their service to the most vulnerable in our communities. We were created for times like this: Every day our members inspire meaningful change in our communities, and we stand with them to protect them so they can focus on their missions.



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



Tammy Wilson
Chair of NIAC & AMS



Stephen C. Sumner
Chair of ANI & NANI



Stephen C. Sumner
Chair of ANI & NANI

NIA Supports Nonprofits Through COVID-19

2,528

New members
welcomed



Coastal Connections

Vero Beach, FL

coastal-connections.org

During the COVID-19 pandemic, NIA led the insurance industry in finding ways to help nonprofits:

- ANI and NIAC approved \$500,000 in additional funding to the NIA Gilbert Fund to help nonprofits with COVID-19 related expenses.
- We suspended billing and collection of liability deductibles from March through May for nonprofits with Commercial General Liability, Social Service Professional Liability, and Directors and Officers Liability.
- We waived deductibles for losses to insured property from March through May for nonprofits with Businessowners Property insurance.
- We waived deductibles for Comprehensive Physical Damage and Collision claims from March through May for nonprofits with Auto Physical Damage insurance.
- We extended car rental reimbursement for as long as is necessary to complete repairs on insured vehicles.
- We suspended cancellations on policies for nonpayment from March through May and provided nonprofits a period of twelve months to pay.
- We issued a 20 percent return of Auto Liability premiums to members with auto policies in force for the months of March, April, and May.
- In a continuation of providing COVID-19 relief to our members in the coming year, our boards approved a suspension of the 3% annualized finance charges on payment plans through 2021.

NIA 2020 Results

Combined results for all companies

Nonprofits Insurance Alliance (NIA)

welcomed 2,528 new members, renewed 92.4 percent of its existing members, and ended the year with 21,220 members.

Gross written premium for NIA totaled \$193.8 million. At year's end, NIA's balance sheet showed total surplus of \$268.4 million, total assets of \$645.9 million, and \$23.1 million in net income before dividends of \$2.9 million.

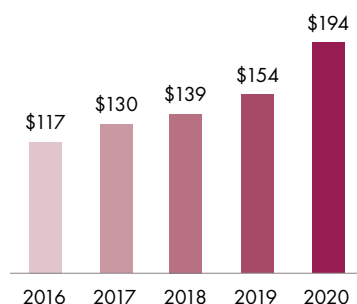
(\$ in millions)	2020	2019	2018
Gross written premium	\$193.8	\$154.3	\$139.2
Dividends to policyholders	\$2.9	\$2.9	\$2.9
Net income after dividends	\$20.2	\$18.7	\$12.1
Total assets	\$645.9	\$574.9	\$530.5
Cash and invested assets	\$444.5	\$403.5	\$373.4
Loss reserves	\$259.5	\$242.3	\$238.7
Total surplus	\$268.4	\$237.9	\$204.4
Policies in force	68,738	65,926	63,128
Reported claims			
General liability	871	1,125	1,042
Auto liability	1,163	1,463	1,215
Property*	504	429	415
Other*	**2,794	2,637	2,245

*Includes property claims handled for our companion program.

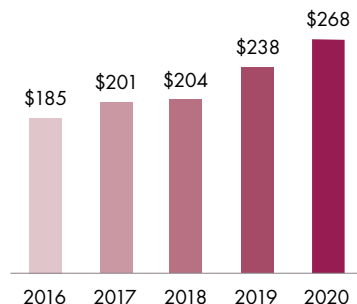
**Correction 2023-02-13: This number was previously incorrectly listed as 2,283.

A copy of NIA's complete audited financials can be found at insurancefor nonprofits.org

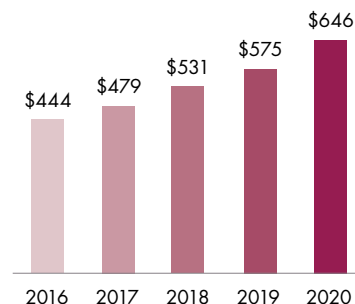
Premiums (in Millions)



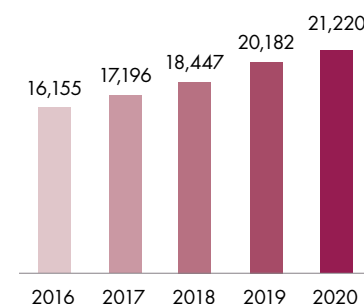
Surplus (in Millions)



Assets (in Millions)



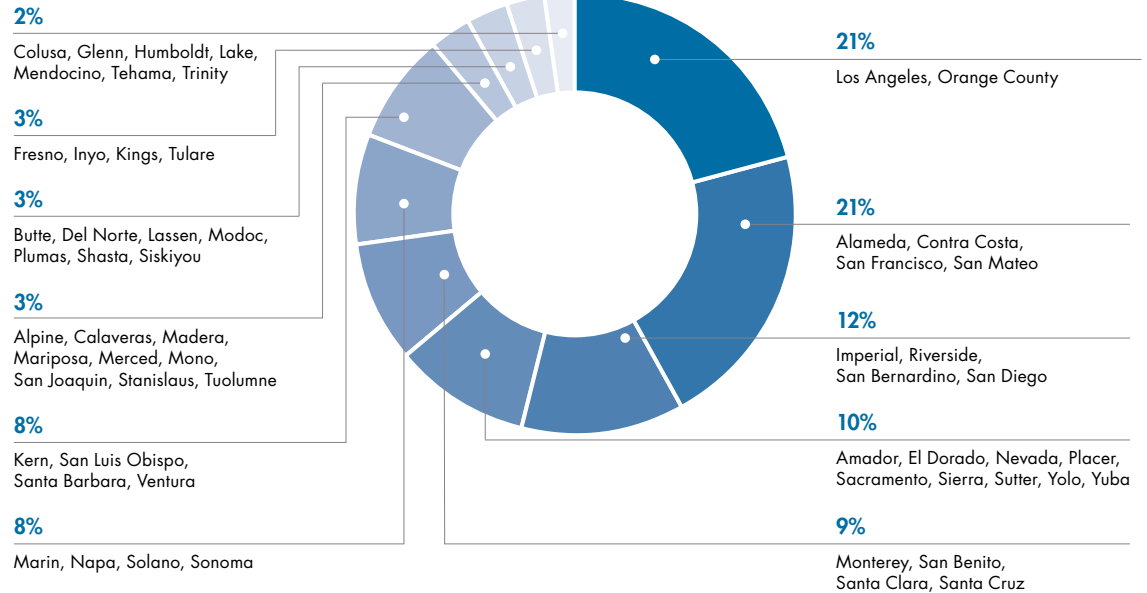
Members



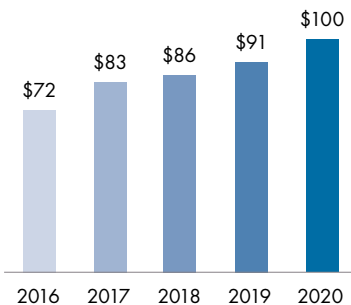
NIAC 2020 Results

Results for California company

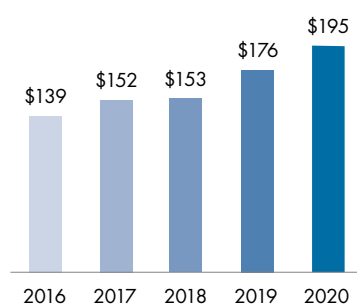
Nonprofits Insurance Alliance of California (NIAC) welcomed 843 new members, renewed 93.1 percent of its existing members, and ended the year with 10,543 members. Gross written premium for NIAC totaled \$99.8 million. At year's end, NIAC's balance sheet showed total surplus of \$195.1 million, total assets of \$399 million, and \$11.9 million in net income after dividends of \$2.9 million.



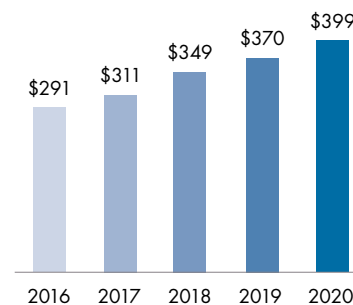
Premiums (in Millions)



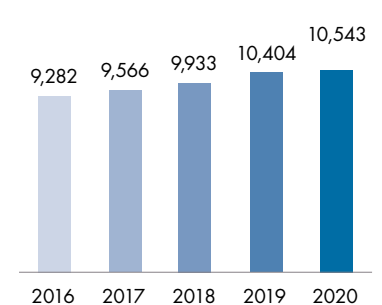
Surplus (in Millions)



Assets (in Millions)



Members

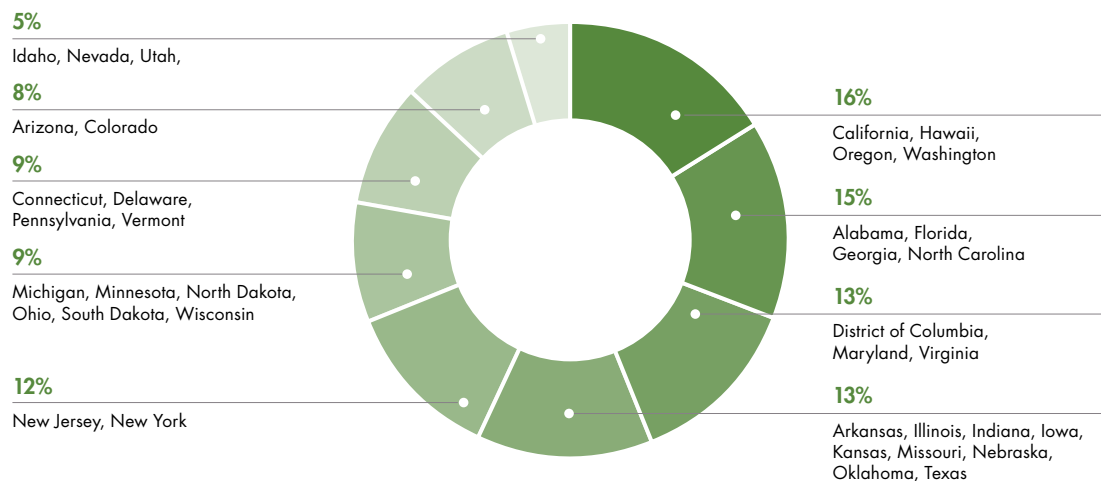


ANI 2020 Results

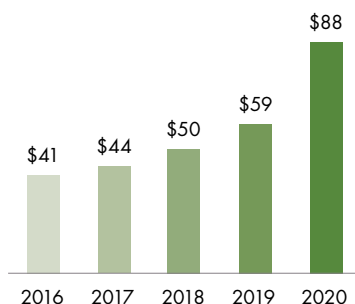
Results for RRG in 32 states and DC

Alliance of Nonprofits for Insurance, RRG

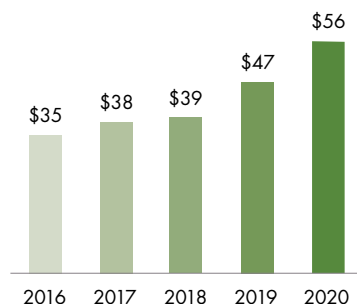
(ANI) welcomed 1,685 new members, renewed 91.6 percent of its existing members, and ended the year with 10,677 members. Gross written premium for ANI totaled \$87.6 million, an astounding 48.7 percent increase for a 20-year-old company. At year's end, ANI's balance sheet showed total surplus of \$55.8 million, total assets of \$220.3 million, and \$6.3 million in net income.



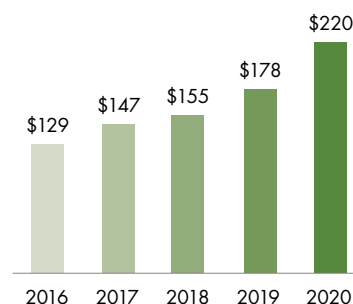
Premiums (in Millions)



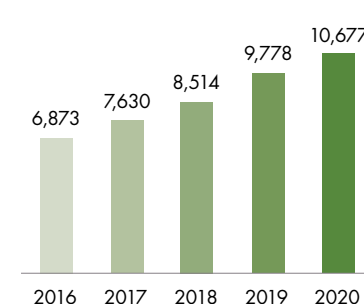
Surplus (in Millions)



Assets (in Millions)



Members



NONPROFITS OWN® Insurance

Our innovative insurance products are marketed under the NONPROFITS OWN® brand. These stably-priced, specialized coverages are tailored to the unique needs of nonprofits. In 2020, we introduced many new coverages to respond to the changing needs of the nonprofit sector:

- Coverage for damage to property rented or occupied by the nonprofit for which the nonprofit is legally liable
- Blanket Additional Insured endorsement for Improper Sexual Conduct and Physical Abuse (ISCPA)
- Businessowners Enhancement Endorsement amendment for NIAC members to reimburse our members for the loss of business income, extra expense, relocation costs, and evacuation costs for up to \$30,000 for any one policy year for incidences of Workplace Violence, Crisis Incident, or an Outside Aggressor
- Auto coverage reimbursement to NIAC members for payments made to their employees for auto physical damage caused on personal vehicles during work-related activities
- Coverage to protect nonprofit organizations from liability claims arising from communicable disease



San Diego Women's Chorus

San Diego, CA

sdwc.org

We Offer Our Members Specialized Coverages

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

“Turning Point of Central California serves the community in eight different counties. Our services require an insurer who understands who we are, what we do, and how important it is that we continue to operate successfully for our communities. NIA provides specialized insurance and second-to-none member resources that help us with our operations. During a time when commercial insurers are canceling policies on nonprofits, NIA remains steadfast in its service to nonprofits.”

Erin Gregg

HR Director

Turning Point of Central California, Inc.





Member-Elected, Member-Governed, All-Volunteer Boards

Our boards of directors are elected by members and represent the diversity of our nonprofit members. Despite facing extremely challenging conditions at the nonprofits they lead, our board members committed time and effort to make sure that NIA did all we could to support our members.

On the next 3 pages, view our board members.

Education Foundation of Osceola County
Kissimmee, FL
foundationosceola.org

Our Board Members

● ANI ● NIAC
● AMS ● NANI



Pam Alvarez

● ● Secretary of AMS
Associate Director & Instructor
USF School of Social Work
Tampa, FL



● **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



● **Danilo Garcia**

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



● ● **Rhonda Gillenwaters**

Senior Vice President
(retired)
Willis Re, Inc.
Oakland, CA



● **Ann Marie Gothard**

Vice President of Global
Corporate Media Relations
Henry Schein, Inc.
New York, NY



● ● **Avnish Gupta**

Secretary of NANI
Chief Operations Officer
EZ Ride
Wood Ridge, NJ



● **Edward G. Haik**

Board Member
Surfrider Spirit Sessions
Kailua, HI

Our Board Members (continued)

● ANI ● NIAC
● AMS ● NANI



● **Rachel Katz**
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



● **Charmian Hauck**
Director of Finance and Operations
Immaculate Heart Community
Los Angeles, 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



● **Dalena McGrew**
Director of Finance and Operations
Military Family Advisory Network
Alexandria, VA



● **Nikki Pope**
Secretary of ANI
President and Director
The Pruno Fund
Chicago, IL

Our Board Members (continued)

● ANI ● NIAC
● AMS ● NANI



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



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



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



● **Michael Shaver**
President & CEO
Children's Home & Aid
Chicago, IL



● **Dane Spurill**
Director of Global
Banking & Cash
Nike
Portland, OR



● ● **Stephen C. Sumner**
Chair of ANI & NANI
Vice Chair of AMS
Board Member
Bootstraps, Inc.
Evergreen, CO



● **Cecil Wilson**
Executive Director
Transitional Residential
Treatment Facilities, Inc.
Eureka, CA



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

Our Senior Leadership Team



Pamela E. Davis
Founder, President & CEO



Kimberly Aday
CFO & Treasurer



A. Ren Agarwal
Chief Marketing Officer



Michelle Alvis
Chief People Officer



Tom Bakewell
Chief Information Officer



Dave Gibson
Chief Claims Officer



Brian Johnson
Chief Underwriting Officer



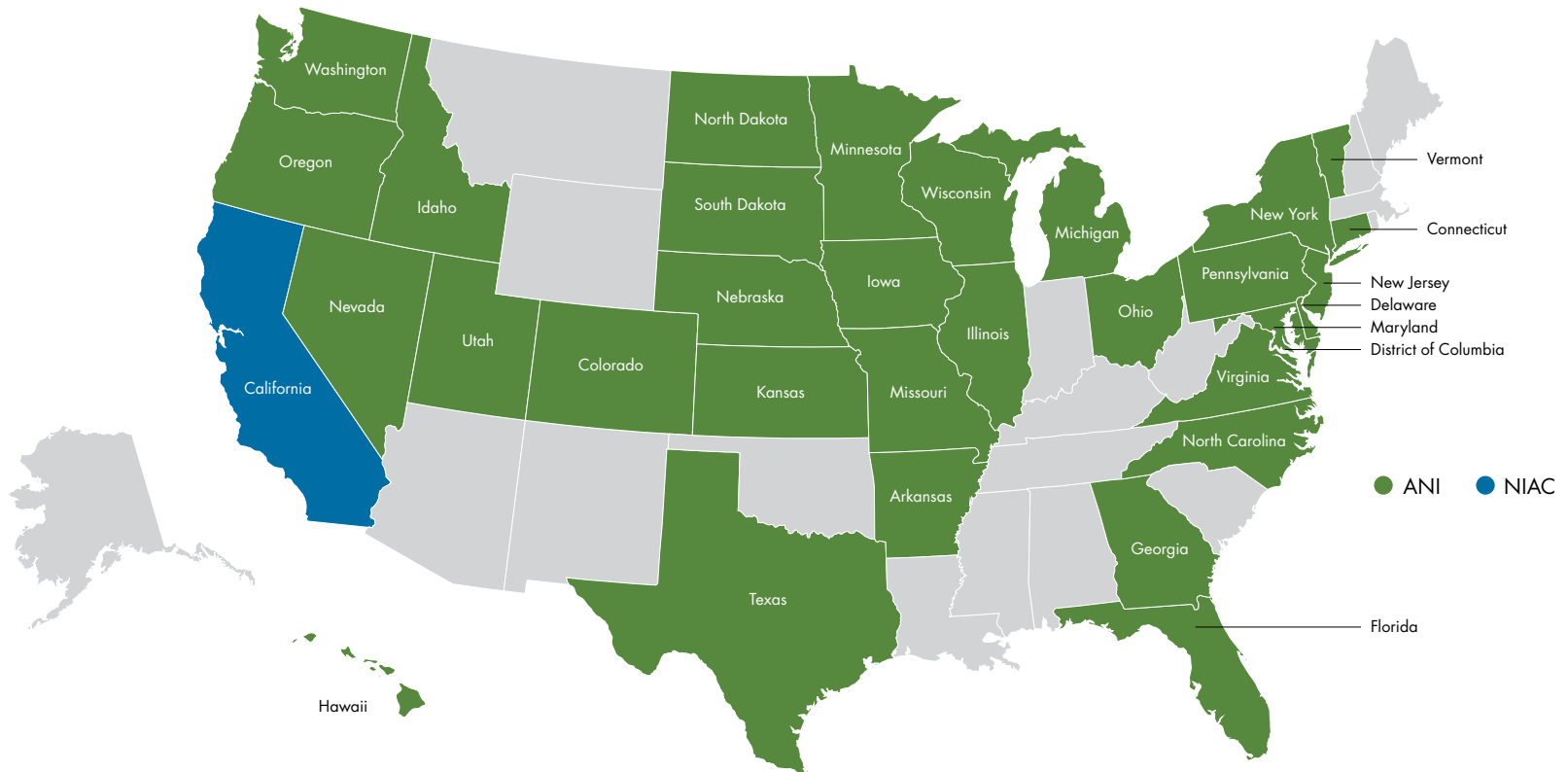
Steven Salar
Chief Risk Officer

Nonprofits Insurance Alliance



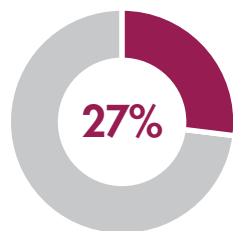
Find us in 32 states and the District of Columbia.

NIA provides coverages in 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, and Wisconsin.

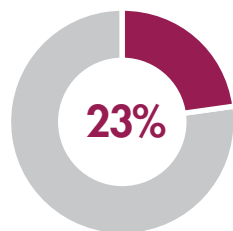


Why isn't NIA in all 50 states? We need Congress to pass the Nonprofit Property Protection Act to allow that to happen. Contact Pamela Davis at pdavis@insurancefornonprofits.org to learn how you can help.

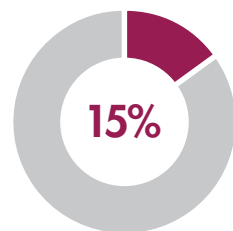
Our Members in 2020



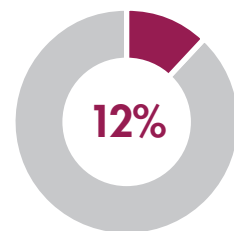
Art & Education



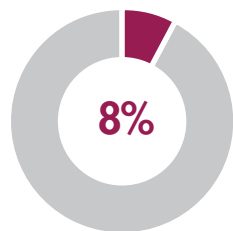
Community Service



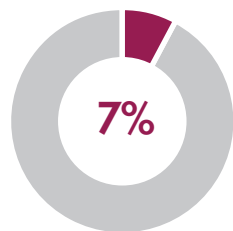
Animal & Environmental



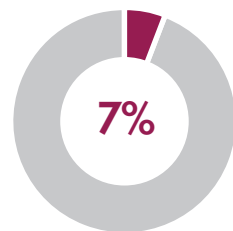
Neighborhood
Improvement
& Social Action



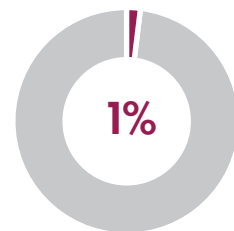
Mental Health,
Health-Related, &
Developmental Disabilities



Shelter, Nutrition,
& Employment



Philanthropy, Volunteerism,
& Grantmaking



Other

Member Resources

To help prevent disruption to operations, we provide a variety of free and deeply discounted risk management and loss control resources for our members.

Services

- **AlertMedia**

Communicate reliably with your employees during critical events such as emergencies and crises. We've partnered with AlertMedia to offer a 20% discount to our members on emergency communication software.

- **BOARDnetWORK**

Our free customized web-based tool streamlines governance activities and helps boards of directors stay informed and organized.

- **Employee Handbook Builder**

We provide a highly subsidized subscription to an online handbook-building tool, with a \$99 annual subscription cost for members who purchase Directors & Officers (D&O) insurance with Employment Practices Liability (\$250 in savings).

- **My Risk Management Plan**

Build a web-based customized risk management plan reflecting your organization's needs, priorities, and culture with this free interactive web application.

- **Screening Services**

Through a national provider, members can enjoy significant discounts on screening services:

- ▶ **Background Checks**

Comprehensive screening package is available to members for \$16.45 (a 42% discount).

- ▶ **Drug Screening**

Take advantage of a discounted rate of \$33.90 on 10-panel drug screening tests.

- ▶ **Motor Vehicle Record (MVR) Checks**

Members can access a discounted rate of \$2.95 + the appropriate state fee on MVRs.

- **Vehicle/Driver Monitoring Program**

This free 800 "How Am I Driving" decal program assists members who purchase owned auto insurance in managing fleets.

New in 2021

- **NIA Telematics powered by Azuga**

Effective January 2021, we are offering our members free vehicle telematics (GPS) services. The program is intended to give organizations real-time insights on driver behavior, allowing for safe corrections that lower the risk of driver-related collisions. The resource is available to members with an owned-auto policy with 10+ insured vehicles.

Member Resources

Consulting

- **Employment Issues Assistance**
Unlimited free employment-related consultations with our Employment Risk Managers are available to members who purchase D&O insurance with Employment Practices Liability.
- **Loss Control Assistance**
Our free, unlimited loss control consulting helps members understand and address risks.

Progressive Employment Concepts

Citrus Heights, CA
progressiveemployment.org



Training

- **Driver Training**
Our free online and self-study courses feature curriculums covering passenger cars, vans, and straight / box trucks for members who purchase Owned Auto insurance.
- **Sexual Harassment Prevention Training for Supervisors**
In states that mandate sexual harassment prevention education for supervisors, we provide free online sexual harassment prevention training to members with an active D&O policy.
- **Webinars**
Our 30-90-minute virtual educational sessions on a variety of risk management topics, both live and on-demand, are free to members (general public can attend live webinars for \$45).
- **Workplace and Business Compliance Training**
Members are eligible for a 35% discount off list prices for Emtrain online training. Each learner license includes the full catalog of 26 courses including ADA & Disability Discrimination, Diversity in the Workplace, Preventing Workplace Harassment, and more.

4,579

Free Employment and Risk Management Consultations

5,151

Employees and Volunteers Trained

\$2.3

Million Saved by Members on Loss Control/Risk Management Services



Member Resources

Other

- **Blue Avocado**

Blue Avocado is an online magazine fueled by nonprofits, designed to provide practical tips and tools to nonprofit leaders.

- **Educational Booklets**

Our educational booklets on various topics important to nonprofits are digitally downloadable and orderable as hard copies through the Member Portal.

- **Member Portal**

Use the Member Portal for access to risk management tools, including easy-to-use checklists, sample forms, reference documents, and more. The Member Portal also includes policy information and enables members to pay online.

- **PurchasingPoint®**

This free resource through National Human Services Assembly extends access to discounts on office supplies, furniture, printing, equipment / computers, overnight delivery, car rentals, and much more.

“The ability to receive individualized guidance through complex personnel issues, attend regular webinars on current employment law updates, and the insight for strategic planning has proven to be an invaluable asset to our organization. It gives our department peace of mind to know that with NIA, such assistance is simply a phone call or email away.”

Jenna Ceballos

Vice President of Operations
Boys & Girls Clubs of Garden Grove





Featured Member

Wonderspring Early Education

Narbeth, PA
wonderspring.org

What started as a small program to help meet needs of local children in Ambler, PA, has grown to 10 sites serving children throughout Montgomery and Philadelphia counties. Wonderspring provides high-quality and engaging educational opportunities that encourage children to tap into their natural curiosity and wonder and become life-long learners. Its programs offer a safe and nurturing environment, qualified staff, and age-appropriate curriculum to encourage learning, development, and growth for children ages six weeks to 12 years. To help ensure that all children have access to high-quality early education and care, Wonderspring offers a variety of tuition-free and subsidized programs. Summer camp and school-age care for virtual learners are also offered.

Featured Member

Fostering Hope Foundation

Colorado Springs, CO
fosteringhopefoundation.org

The foster care system is designed to be temporary, but foster children deserve long-term, dependable support, which Fostering Hope provides through volunteers who serve as “aunts and uncles” to foster families. By providing stability, enrichment, and connections via this extended family, Fostering Hope aims to provide the kind of practical and emotional support that the child welfare system is not designed for and that helps kids to heal after abuse and neglect. Fostering Hope’s programs include a Core Program in which volunteers support the family and a Fostering Adulthood segment focused on helping teens/young adults emancipating from foster care to become productive, healthy citizens.





Featured Member

Music Shapes

Oakland, MI
musicshapes.org

Music Shapes' all-volunteer staff seeks to inspire children and communities to explore music as an art and science. Its programs provide introductory music lessons at reduced rates and matches donors of musical instruments to children who find joy in them. It also provides up to \$500 to each eligible child who qualifies for the Daniel Robert Goldstein Music Shapes Me Fund. The fund covers music-related expenses such as lessons, instruments/repairs, and camps and workshops.



Featured Member

St. Francis Humane Association

Richmond, VA
stfrancisha.org

St. Francis Humane Association is committed to finding permanent homes for cats. In addition to adoption efforts to match cats with responsible and loving homes, St. Francis Humane Association provides food assistance, spay/neuter assistance, and medical assistance for pets as well as humane education on animal welfare issues to benefit the public.



92%
Members
Renewed

21,220
Members
at Year-End



A Thank You to Brokers & Agents

This was the year for nonprofits to see that not all brokers are the same. Through the crisis, nonprofits relied on NIA and the knowledge and industry expertise of their independent brokers. Brokers appointed with NIA, who have worked with us for years, experience the benefits of our model: Stability for nonprofit clients in the face of an insurance availability crisis. NIA's model has served brokers well and we hope to show brokers new to us this year the value of our model in years to come.

NIA is expanding our Broker Services Team to help brokers work with us. The team will provide training, tools, and account planning to help brokers put their best foot forward in the nonprofit sector. As the insurance crisis and pandemic continue to challenge nonprofits' efforts in service to their communities, brokers appointed with NIA will continue to find an approachable, knowledgeable team committed to the success of brokers and their nonprofit clients.

Kona Kids Outreach

Kailua Kona, HI
konakidsoutreach.com

Socials

Follow us on our social channels to keep in touch.

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insurancefornonprofits.org

Blog

insurancefornonprofits.org/blog

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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.

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