

2023 Annual Report

The nation's leading insurer serving 26,000+
501(c)(3) nonprofits



CELEBRATING

35 YEARS

OF SERVICE
TO NONPROFITS



A (Excellent) by AM Best

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

2,680

New Members
Welcomed in 2023

26,117

Members as of
12.31.2023

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:



Part of Nonprofits Insurance Alliance (NIA)

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



Part of Nonprofits Insurance Alliance (NIA)

NANI, founded in 2000, provides property reinsurance.



Part of Nonprofits Insurance Alliance (NIA)

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



Part of Nonprofits Insurance Alliance (NIA)

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

“Since 1989, Food First has relied on and trusted in our partnership with NIA to provide the coverage we needed and the clarity necessary to address our insurance requirements.

As a fellow nonprofit organization, NIA truly understands what nonprofits need and value.”

Michael Green
Food First, Inc.
Oakland, CA

*November 1, 1989: NIAC writes its first policy.

Photos on the Cover:

Left:
The Rise School of Denver
Denver, CO
risedenver.org

Top Right:
New Day Equine Therapy
Ashland, VA
newdayequinetherapy.com

Bottom Right:
Sacramento Splash
Mather, CA
sacsplash.org

Message from the President and Chairs



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



Tammy Wilson
Chair of NIAC, NANI, & AMS



Ann Marie Gothard
Chair of ANI

When Nonprofits Insurance Alliance (NIA) started 35 years ago, the World Wide Web had not yet been created, the Berlin Wall had not yet fallen, and smoking had not yet been banned on cross-country flights. George H.W. Bush was president.

In short, the world has changed. Over that time, the work of nonprofits has gotten more difficult and complex as society's challenges and expectations have changed.

New World, New Challenges

As a whole, the nonprofit sector consistently provides incredible care to children and other vulnerable populations. But when an individual is harmed during the span of normal operations and a case goes to trial, juries can be led to misplace their anger to make *someone* pay for it.

Plaintiff attorneys know this. They can actively fan juror anger over high-profile cases and cover-ups, encouraging them to make decisions with raw emotion instead of facts and the law. This is especially egregious in those cases where the nonprofit did nothing wrong.

In our history, we have never had difficulties compensating victims of mistakes or negligence of our nonprofit members. What has changed is the inclination of juries to award nuclear verdicts — without regard to fault or actual damages.

This has changed the risk profile of this important people-serving sector and epitomizes the saying "No good deed goes unpunished."

Smaller Increases for Sustainable Coverage

Commercial carriers have reacted to these changes by nonrenewing large numbers of nonprofit organizations. NIA has reacted to this shift as well, but we have tried to do so in a manner that is consistent with our commitment to providing coverage at prices that we can support over the long term.

Instead of fleeing from certain types of nonprofits, such as those serving children and animal rescues, we've used data from our extensive experience to apply targeted premium increases over several years and modified coverage in ways to provide coverage where it matters — but in a form that is still affordable.

Similarly, when inflationary increases were required, we did our best to introduce smaller increases over a longer time period to minimize impacts on members' annual budgets.

Stabilizing Claims, New Challenges for NIAC

We are pleased to report that the excessive claims activity we reported last year related to employment practices for Nonprofits Insurance Alliance of California (NIAC), our California insurer, has leveled off as we expected it would.

Though California nonprofits face additional complexities, they are also subject to the stricter expectations mentioned earlier, which impact coverage options beyond specific lines. Consequently, NIAC again found it necessary to increase reserves in 2023 by \$21 million.

We anticipate that the steps we have taken over the past couple of years related to underwriting choices, pricing, and coverage terms will stabilize these results soon. However, we also intend to work with association partners to make it clear to the California legislature and the governor that judicial reform is essential if nonprofits are going to be able to continue to help our state provide important mandated services to those most in need.

ANI Shows Strength in 2023

The story relating to Alliance of Nonprofits for Insurance, RRG (ANI), which insures nonprofit members primarily outside of California, is very different.

Continued on next page

Message from the President and Chairs (continued)

"Over the past several years, NIA has experienced dramatic growth as it became the harbor in the storm for many nonprofits turned away by commercial insurers."

ANI has had a very good year, with no required reserve increases. While there are challenges to insuring nonprofits across the country, it is very clear that California presents special challenges.

Building for Resiliency

Over the past several years, NIA has experienced dramatic growth as it became the harbor in the storm for many nonprofits turned away by commercial insurers.

This has required us to make significant infrastructure investments to provide the tools necessary to serve our growing membership and broker partners. This includes developing systems and data-management capabilities to achieve a more sophisticated insight into our operations.

We are pleased that the results of many years of hard work will be completed in 2024 and will provide us the infrastructure we need to be resilient in support of our members.

During 2023, NIA welcomed 2,680 new members. We extend gratitude to the 95 percent of our members that renewed with us.

Gross written premium for Nonprofits Insurance Alliance totaled \$314.7 million.



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



Tammy Wilson
Chair of NIAC, NANI, & AMS



Ann Marie Gothard
Chair of ANI

Of that total:

- Nonprofits Insurance Alliance of California (NIAC) wrote \$153.6 million.
- Alliance of Nonprofits for Insurance, RRG (ANI) wrote \$151.9 million.
- National Alliance of Nonprofits for Insurance (NANI), our property reinsurance captive, retained \$9.2 million on a net basis.

We also managed an additional \$32.5 million in premium for our companion property and volunteer accident programs, bringing the total business administered by NIA in 2023 to \$347.3 million.

At year's end, the combined balance sheet showed total equity of \$225.2 million and total assets of \$874.3 million.

The \$10.8 million of combined net loss before unrealized gains on the equity portfolio was comprised of \$18.5 million in net loss from NIAC, \$9 million in net income from ANI, and \$1.3 million in net loss from NANI.

After unrealized gains, \$6.9 million of combined net loss was comprised of \$14.6 million in net loss from NIAC, \$9 million in net income from ANI, and \$1.3 million in net loss from NANI.

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

We move forward in solidarity with our members who continue to do the difficult work of mending the tears in the fabric of our society.

NIA is strongly committed to supporting the great value that nonprofits create in communities everywhere. There will certainly be challenges to come, but whatever they are, we are in this together.

NIA 2023 Results

Combined Results for All Companies

Nonprofits Insurance Alliance (NIA) welcomed 2,680 new members, renewed 95 percent of its existing members, and ended the year with 26,117 members. Gross written premium for NIA totaled \$314.7 million.

At year's end, NIA's balance sheet showed a total surplus of \$225.2 million, total assets of \$874.3 million, and \$10.8 million in net loss. No dividend was declared in 2023.

(\$ in Millions)	2023	2022	2021
Gross written premium	\$314.7	\$270.7	\$228.8
Dividends to policyholders	\$0.0	\$0.0	\$2.9
Net income after dividends	\$-10.8	\$2.8	\$17.4
Total assets	\$874.3	\$736.9	\$713.3
Cash and invested assets	\$505.0	\$444.1	\$474.7
Loss reserves (including LAE)	\$452.6	\$365.0	\$301.7
Total equity (surplus)	\$225.2	\$219.9	\$272.7
Policies in force	87,410	82,386	76,694

Reported Claims

Business Auto	3,035	2,973	2,386
Commercial General Liability	1,342	1,245	1,115
Directors & Officers Liability (with & without EPLI)	809	743	692
Improper Sexual Conduct and Physical Abuse Liability	361	332	256
Property*	949	811	771
Social Service Professional Liability	209	247	190
Umbrella Liability	22	14	8
Total Claims Reported to NIA	6,727	6,365	5,418

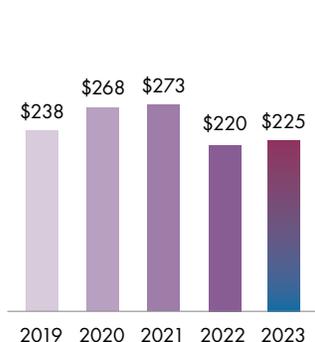
*Includes property claims handled for NIA's companion program.

A copy of NIA's complete audited financials, as well as separate financials for ANI and NIAC, can be found at insurancefor nonprofits.org

Premiums (in Millions)



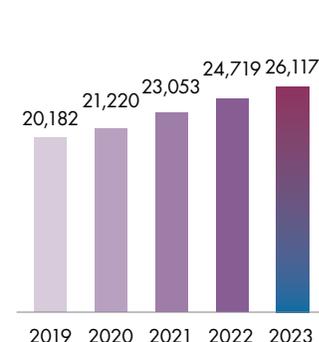
Surplus (in Millions)



Assets (in Millions)



Members



Board Members

NIA is guided by boards of directors, whose members are selected by majority vote of the nonprofits it insures. They represent the broad diversity of NIA's member organizations and industry professionals. All are united by their commitment to serving the needs of the nonprofit sector. This list shows the board composition as of April 5, 2024.

● ANI ● NIAC ● AMS ● NANI



● ● ● ● ●
Ahndrea Blue
 President & CEO
 Making A Difference Foundation
 Tacoma, WA



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



● ● ● ● ●
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



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



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



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

Board Members

Continued from page 6

● ANI ● NIAC ● AMS ● NANI



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



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



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



● ● ● ● ●
Shaun Powers
Secretary of ANI, NANI
& AMS
Chief Financial Officer
Center for Developmentally
Disabled (CDD)
Kansas City, MO



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



● ● ● ● ●
Michael Shaver
Vice Chair of ANI
President & CEO
Brightpoint
Chicago, IL



● ● ● ● ●
Trudy Soucoup
Chief Executive Officer
Homes First
Lacey, WA



● ● ● ● ●
Dave Tatlock
Assistant Secretary of ANI
& NANI
Managing Director
SRS East
Kansas City, MO



● ● ● ● ●
Christine Westbrook
Chief Financial Officer
Goodwill Central Coast
Salinas, CA



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

Senior Leadership Team

NIA's committed Senior Leadership team manages a workforce distributed across 33 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.

Overall staff composition is 27 percent male and 73 percent female.



Pamela E. Davis
Founder, President & CEO



Kimberly Aday
CFO & Treasurer



Melissa Dalske
Chief Experience Officer



Dave Gibson
Chief Claims Officer



Dusti McKeown
Chief Underwriting Officer



Chris Reed
Chief Risk Officer and
General Counsel



Jean-Francois Roy
Chief Information Officer
Chief Information Security Officer



Starr Thompson
Chief People and
Administrative Officer

“NIA is the gold standard for insuring 501(c)(3) nonprofits... the best insurance and risk management programs for the best value, with claims service and customer support that are also second to none.”

Egan J. Gost
Kerber Gost Insurance Agency
Vista, CA

Coverages

Nonprofits have insurance needs that are very specific to their operations. NIA takes the time to understand each nonprofit's specific operations and provide insurance coverage that's tailored to match — at a price that is fair and equitable.

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%

of Members Renew
Year Over Year

“When working against injustice, it is important that our organization and our board of directors are protected so that we can continue helping those at risk, while knowing our own risks are minimized.”

Scott Langley

Death Penalty Action
Ghent, NY

**Acres for Life
Therapy & Wellness Center**
Forest Lake, MN
acresforlife.org





Featured Member

1

2

3

4

Now I Lay Me Down to Sleep

Littleton, CO

nowilaymedowntosleep.org

Now I Lay Me Down to Sleep is a nonprofit organization whose mission is to offer the gift of healing, hope, and honor to parents experiencing the death of a baby through the power of remembrance portraits.

Professional-level photographers volunteer their time to conduct an intimate portrait session, as shown here, capturing the only moments parents spend with their babies.

Since 2005, they have gifted more than 70,000 complimentary portrait sessions in every U.S. state, as well as 40 countries worldwide.

West Point School of Music

Chicago, IL

westpointsom.org

The West Point School of Music is a nonprofit organization dedicated to helping prevent juvenile violence and promote academic and personal success among urban youth in the Chicago area.

Their mission is to provide quality in-school, after-school, and out-of-school music instruction and performance programs to students from elementary through high school.



Amazon Conservation Association

Washington, DC

amazonconservation.org

The Amazon Conservation Association is on a mission to protect the rainforests of the Amazon Basin by stopping deforestation.

They accomplish this by partnering with Amazonian people to find a more sustainable path to their own vision of development, building greater climate resilience, and supporting good governance to conserve the region's ecosystems and biodiversity.





Featured Member

- 1
- 2
- 3
- 4

Smart Fit Girls

Lakewood, CA
smartfitgirls.org

Smart Fit Girls is a nonprofit with a mission to build a world where girls love all of who they are (inside and out) and understand that all girls are inherently strong, worthy, and capable of greatness. They accomplish this by offering programs and lessons designed to foster self-love and activities that show the girls what they can do when their bodies are strong.

Member Resources

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.

4,696

Free Employment and Risk Management Consultations

6,838

Employees and Volunteers Trained

\$4.6M

Saved by Members on Risk Management Services

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 risk management consulting, abuse prevention, screening services, compliance training, 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.

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.



Kids N Culture

New York, NY

kidsnculture.org

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.

PurchasingPoint®

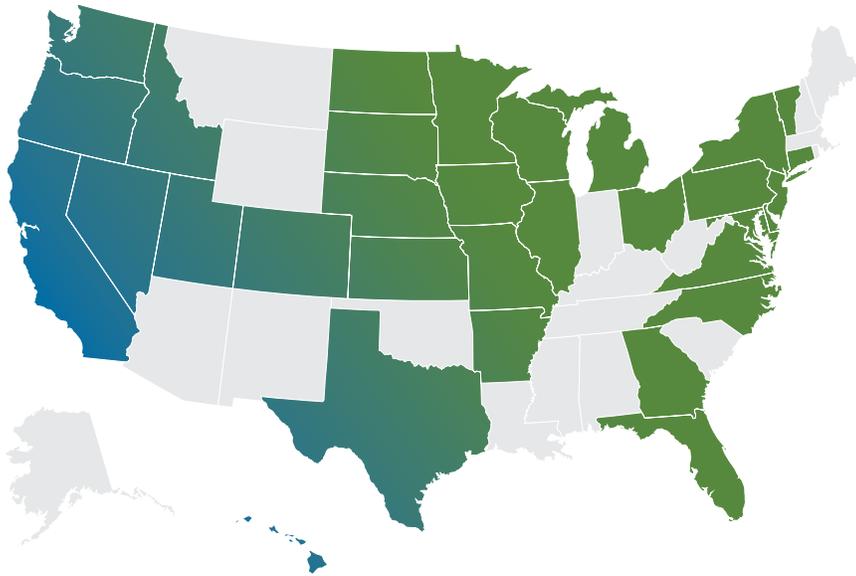
A group purchasing program, which leverages nonprofits' collective buying power to negotiate discounts on the products and services they use most. Hundreds of participating vendors offer significant discounts on goods and services from a wide range of categories such as office supplies and furniture, business services, shipping, facility maintenance supplies, technology, food, rental cars, and much more.

"We love the employee handbook services, group purchasing portal rates and the BOARDnetWORK site which allows our board members to login and keep updated."

Christin Rowland
Nextstep Orlando, Inc.
Altamonte Springs, FL

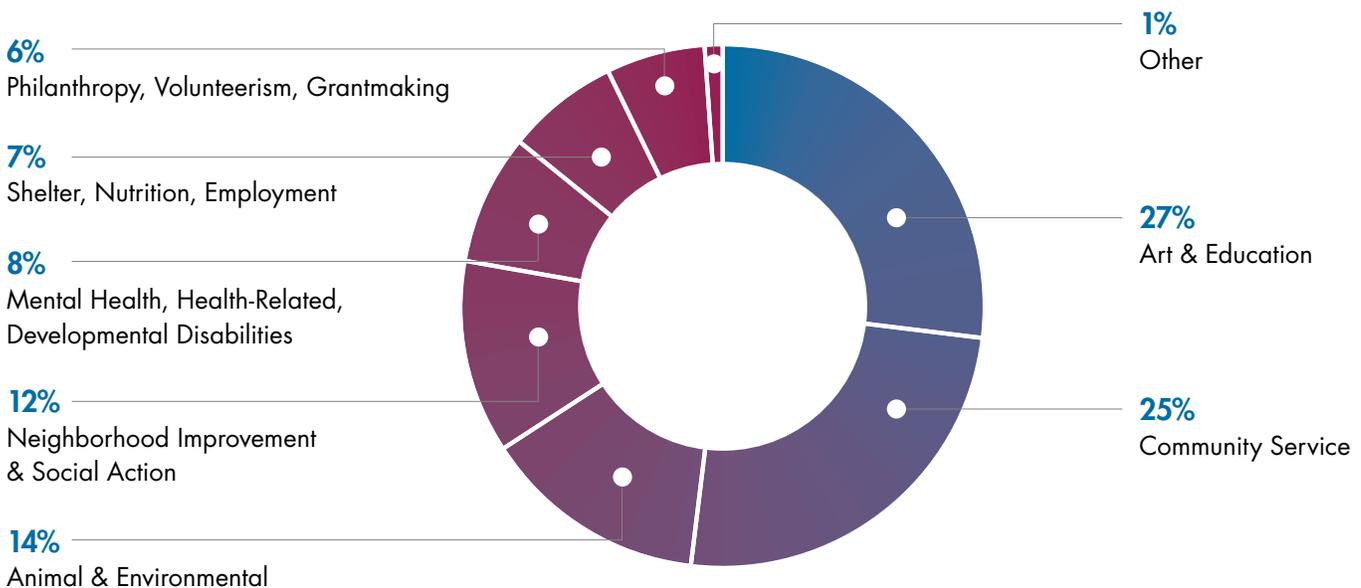
Nonprofits Insurance Alliance

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 2023



26,000+

Nonprofits Trust NIA
for Their Insurance

35

Years Insuring Nonprofits
with Fair and Equitable Pricing

95%

Renew with NIA
Year After Year

\$4.6M

Saved by Nonprofits in
2023 by Using Valuable
NIA Member Resources



“NIA has been a great partner in providing coverage for the St. Louis Area Diaper Bank. Anytime we have a question or need any information, we can count on timely responses.”

Muriel Smith
St. Louis Area Diaper Bank
St. Louis, MO
stldiaperbank.org



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.