Our Appetite

Dynamic Dimensions
Burlington, CO

Nonprofits make a diverse sector, but across the board, they share common features. Did you know that over 70% of nonprofits end the year at break-even or in the black? NIA's own renewal rates (95% in the most recent year) speak to the reliability of doing business with the sector.

Our Member-Insureds

Our members receive many benefits. When nonprofits purchase their insurance with NIA, a wide range of free and dis- counted resources become available to them from nonprofits' own insurance carrier. NIA formed on the idea that nonprofits are good risk, and now, we provide in-house loss control and risk management tools to help nonprofits become even better risks.

Nonprofits are an excellent source for diversifying your book of business, and NIA's unprecedented success continues to demonstrate that nonprofits are better- than-average liability risks. Through our insurance risk pool, nonprofits can gain control of insurance, save money, stabilize product and pricing, and develop and implement valuable risk management tools to the benefit of the entire nonprofit sector. And as this fast-growing sector strengthens, brokers have the opportunity to expand their businesses.

Testimonials from our Member-Insureds

"Thank you very much. It's lovely to know that I am joining a support group as well as purchasing insurance."
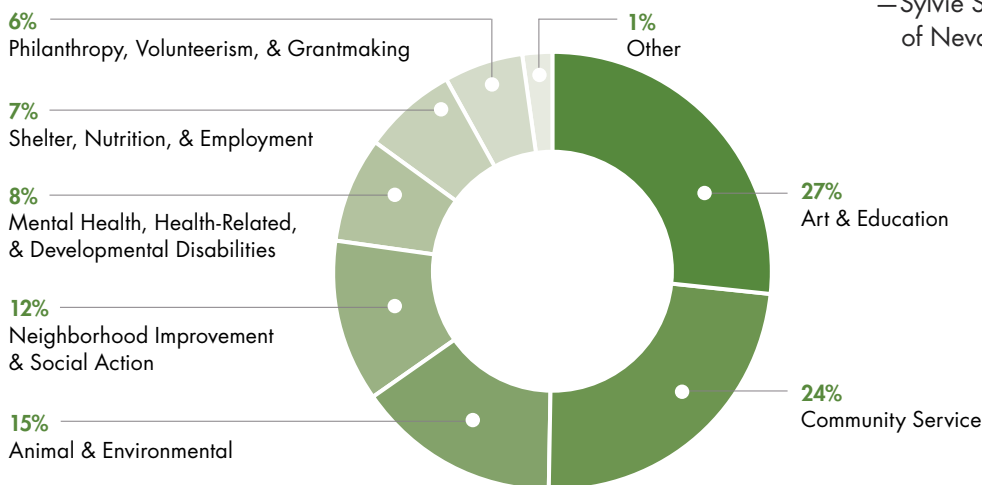
—Esther Schiller, Smokefree Air for Everyone

"We very much appreciate your innovative and thoughtful approach to insurance services for us, your fellow nonprofits."

—Margaret Travers, Ventura County Arts Council

"I have to tell you that I am so happy to be a member and have promoted your organization to all of the nonprofit organizations that I know."

—Sylvie Smith, Care Services of Nevada, Inc.

6%
Philanthropy, Volunteerism, & Grantmaking

7%
Shelter, Nutrition, & Employment

8%
Mental Health, Health-Related, & Developmental Disabilities

12%
Neighborhood Improvement & Social Action

15%
Animal & Environmental

1%
Other

27%
Art & Education

24%
Community Service

NONPROFITS®
INSURANCE ALLIANCE
A head for insurance. A heart for nonprofits.

insurancefornonprofits.org/our-appetite

Q: What are 501(c)(3) nonprofits?

A: There are around 35 different types of organizations that are tax-exempt nonprofits, but NIA's insurance pools and our member-insureds are 501(c)(3) organizations. Section 501(c)(3) of the tax code refers to organizations that are charitable, religious, educational, scientific, literary, etc. Although 501(c)(3) organizations can charge for their services, these organizations must exist for exclusively "charitable" purposes and not for the benefit of any private interests. In order for an organization to apply for 501(c)(3) status, it must submit Form 1023 or Form 1023-EZ to the IRS.

Q: What 501(c)(3) nonprofits does NIA write?

A: We only write 501(c)(3) organizations and accept all sizes—large, small, or in-between. On the previous page is a partial list that we hope conveys our broad appetite for nonprofit classes. These are classes of business that we know brokers find difficult to place. We're a market for them.

Q: Do you write new ventures?

A: Yes! In fact, we write many organizations that are just getting started. We just require that they confirm they've applied for their 501(c)(3) status by sending us a copy of their completed application and payment to the IRS within one year.

Q: Are there nonprofit classes of business you don't cover?

A: We don't cover the following risks:
- 501(c) designations other than 501(c)(3)s – for example (c)(4) (c)(6) etc., such as chambers of commerce, trade associations, or homeowners associations

We usually don't cover the following risks:
- Athletic leagues
- Churches or organizations whose main goal is to promote the specific teachings or beliefs of a specific religion or person
- Detox facilities
- Hospitals, blood banks, or birth centers
- Lockdown facilities, or facilities that hold people against their will
- Mountain bike / motocross groups
- Organizations that build to sell
- Universities
- Zoos

Q: My client is a 501(c)(6)! Would you still insure them?

A: NIA only insures 501(c)(3) nonprofits. We receive calls all the time from nonprofits who are not 501(c)(3)s but would like to purchase insurance from us and want to know if we'd make an exception. We're really flattered, but we can't insure them.

Some of the Nonprofits We Write:

- Adoption
- Affordable housing
- Animals (therapeutic, shelter, rescue)
- Arts and cultural groups
- Big Brothers, Big Sisters
- Booster Clubs
- Boys & Girls Clubs
- CASAs (Court Appointed Special Advocates)
- Charter schools
- Community Action Programs (CAPs)
- Counseling and crisis support education
- Daycare (child and adult programs)
- Developmentally disabled senior and youth services and programs
- Drug and alcohol recovery programs
- Environmental organizations
- Fiscal sponsors
- Foodbanks
- Foster family agencies
- Foundations
- Goodwills
- Group homes
- Home health agencies
- Hospices
- Information and referral services
- Mentoring programs
- PTAs
- Residential programs
- Senior Services
- Shelters (housing)
- Theater groups
- Transportation (senior & accessibility programs)
- Vocational training
- YMCAs
- Youth programs (after school, tutoring, etc.)

Don't see a nonprofit class of business listed here?

We probably write it! Ask your Broker Services Team about whether the client you're representing is a nonprofit we should write. Reach out to us at 800-359-6422 ext. 6021 or brokerservices@insurancefornonprofits.org.

Childrens Museum
of the East End
Bridgehampton, NY

NIA's objective is to provide insurance coverages to nonprofits to help them continue to operate, so we are always looking for ways to cover 501(c)(3) organizations. If you're unsure about whether we would insure a 501(c)(3) client, we always welcome you to ask.

NONPROFITS ®
INSURANCE ALLIANCE

insurancefornonprofits.org