



Northwest Indian Housing Association

AMERIND Update

April 8, 2022



Executive Summary

Objective

Provide an update on operational performance of AMERIND's Tribally Focused Programs.

Mission Update

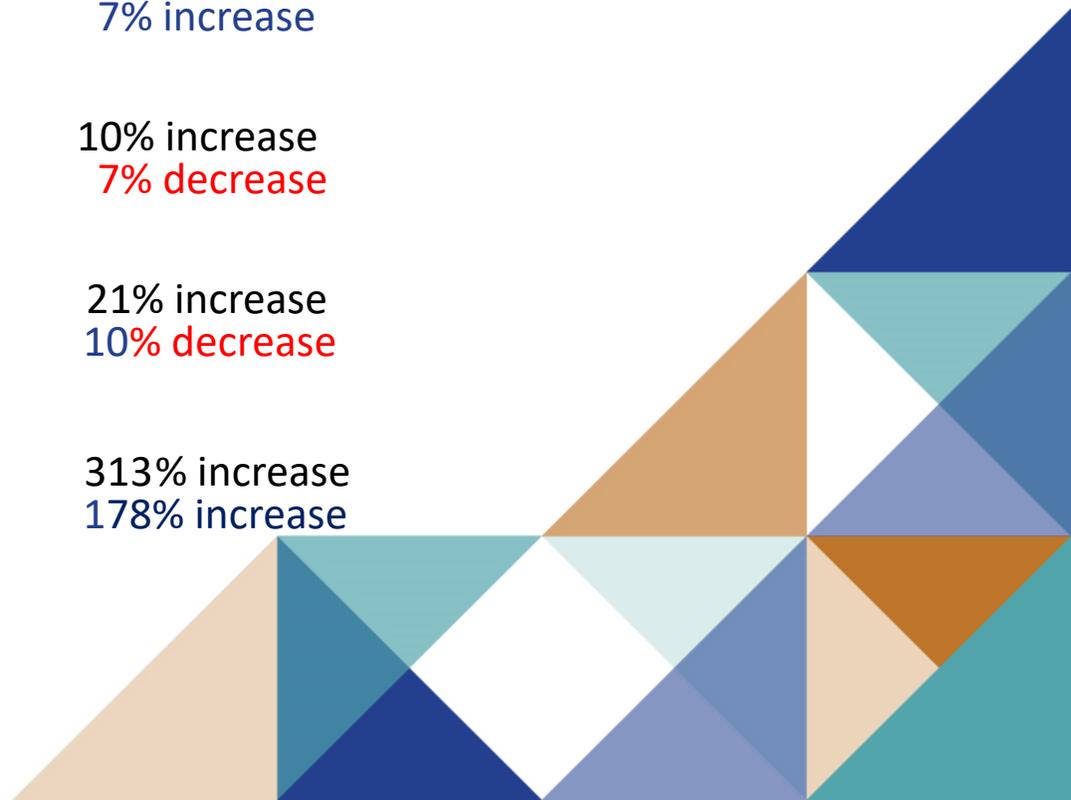
- 1) Be here for as long as Tribes need us
- 2) Keep Indian money in Indian Country

Target	Sustainability Ratios			Operating Revenue	Percentage Change
	Loss	Expense	Operating		
	65%	30%	95%		
Performance					
NAHASDA	104%	18%	90%	\$16.11M	0.9% increase
2020 Dec	87%	18%	62%	\$15.97M	11% increase
NAHR	88%	16%	95%	\$7.96M	14% increase
2020 Dec	109%	21%	120%	\$6.99M	3 % increase



Executive Summary (Continued)

Target	Loss	Sustainability Expense	Ratios Operating	Operating Revenue	Percentage Change
	65%	30%	95%		
Performance					
TGB	72%	19%	78%	\$16.08M	42% increase
2020 DEC	81%	22%	80%	\$11.33M	17% increase
TWC	25%	15%	32%	\$14.98M	63% increase
2020 Dec	49%	24%	56%	\$ 9.19M	7% increase
AMERIND Re Performance		Target	Actual		
2020 Dec		100%	78%	\$ 5.83M	10% increase
			76%	\$ 5.27M	7% decrease
AMERIND Benefits Performance				\$ 0.776M	21% increase
2020 Dec				\$ 0.637M	10% decrease
AMERIND Critical Infrastructure Performance				\$ 0.788M	313% increase
2020 Dec				\$ 0.190M	178% increase



Executive Summary (Continued)

Operational Highlights through December 31, 2021

- Core program – IHBG (NAHASDA) performed at **122%** with **loss** from operations of **\$3.52M** before investment income of \$5.2M.
- All other programs - operating at 72% with income from operations of \$6.74M

2021 Staffing

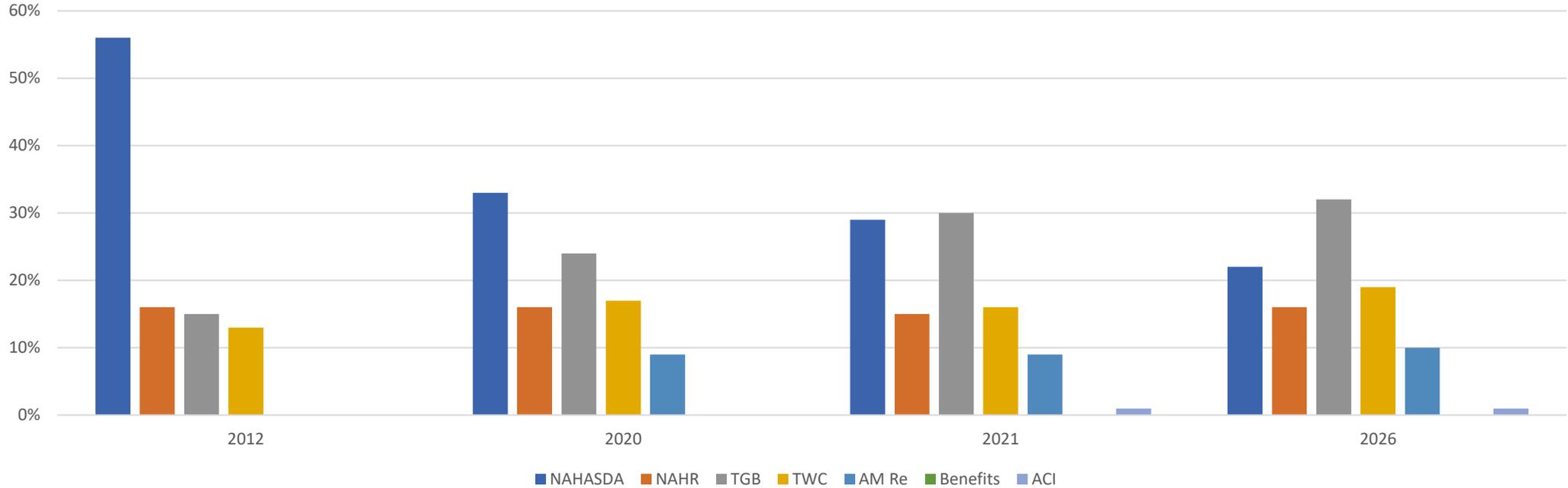
Jobs at AMERIND – **57%** Native American operated/ **88%** AINS Designated

	2019 FTE	2020 FTE	As of 12/31 2021 FTE	Budgeted 2022 FTE
Total Staffing	52	54	62	70

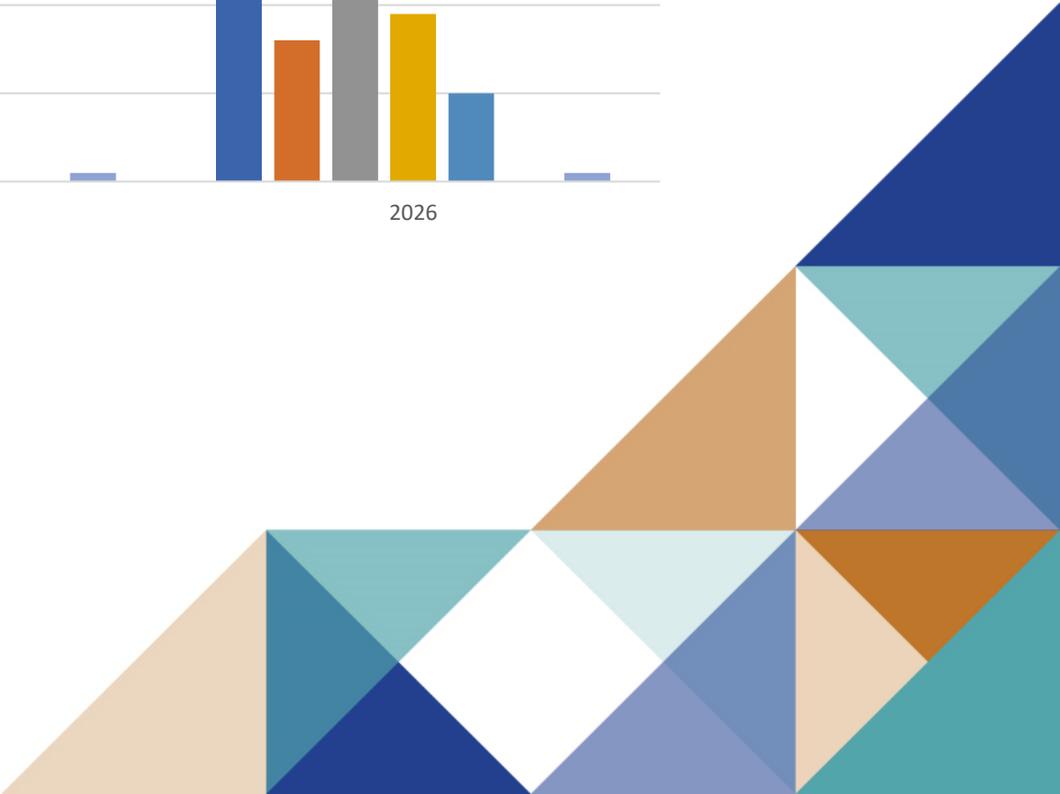


Diversification of Income Streams

Expense Allocation



	2012	2020	2021	2026
NAHASDA	56%	33%	29%	22%
NAHR	16%	16%	15%	16%
TGB	15%	24%	30%	32%
TWC	13%	17%	16%	19%
AMERIND Re	0%	9%	9%	10%
Benefits	0%	0%	0%	0%
ACI	0%	0%	0%	1%



Loss Performance

Another year of higher-than-expected losses:

- Historically run \$12M - \$15M
- Historically 1 bad year followed by 2 good years
 - 4 of the past 5 years have exceeded projections
- 40%-45% increase in construction/labor costs
- 70% of loss costs – fire related
- Severity of loss is increasing
 - Wild-fire, named & convective storms, liability, cyber

Impact on External Reinsurance:

- Impacted both Per Risk & CAT Treaties
- Drove costs up and coverage offerings down
- Additional exclusions: Wildfire exposures, AK liability limit, MFA/EPD

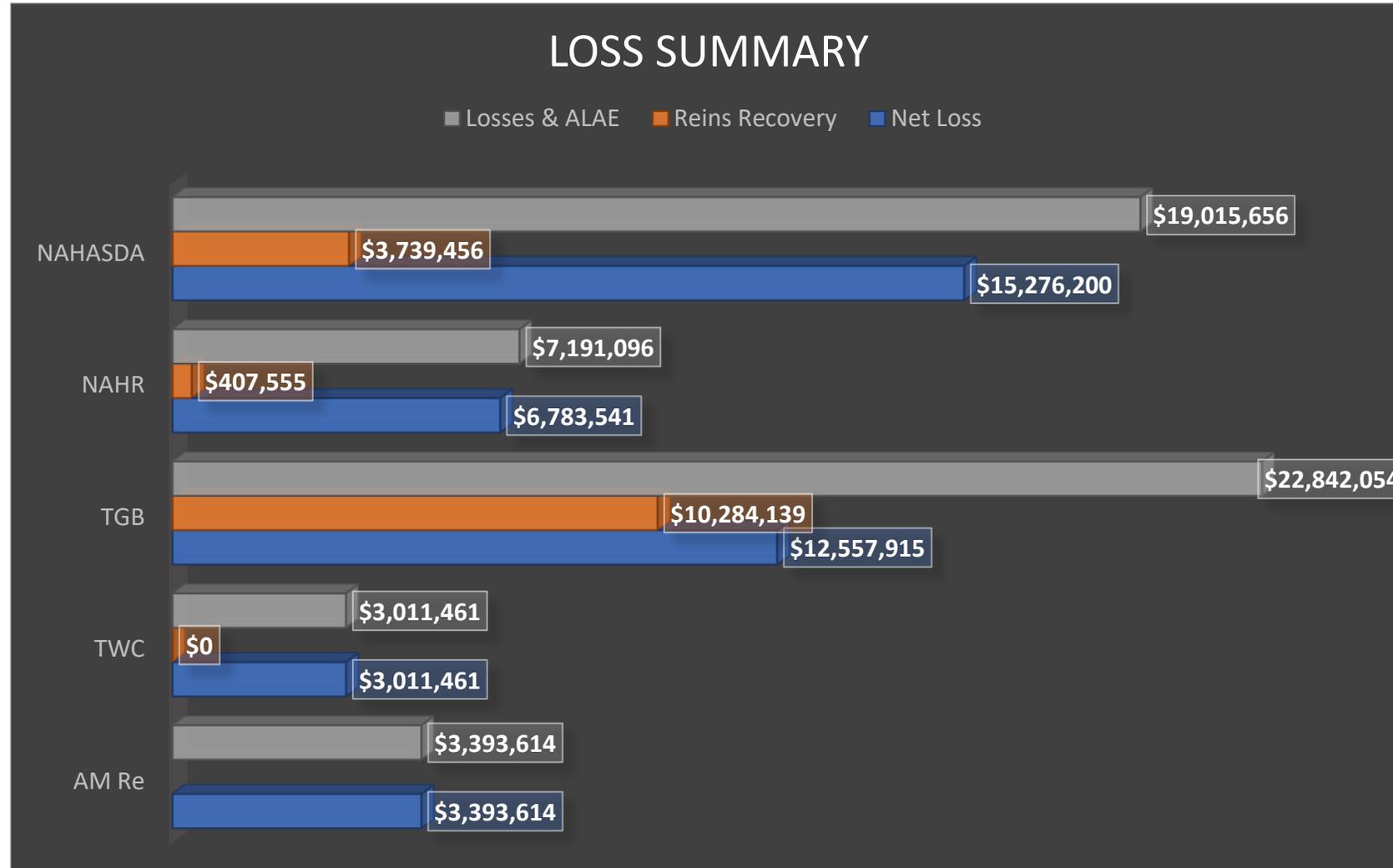
Impact on Internal Reinsurance (AMERIND Re):

- Stop loss paid out \$3 Million for NAHASDA (IHBG)
- Intended to bring IHBG in compliance with HUD requirements



2021 Summary

2021 – Single largest claim year in AMERIND history - \$52M+



2022 Reinsurance Update

2022 Reinsurance Renewal

- 12.5% overall increase
- First time since 2012 that we were less than 100% authorized
 - Required increased dependence on AMERIND Re
 - Necessitated higher retentions
- Additional exclusions & Limits
 - Wildfire exclusions
 - Authorized reduced limit to include Wildfire but now require special acceptance in CA
 - Cyber liability aggregate limit of \$5M
 - Require **M**ulti-**F**actor **A**uthentication (MFA) & **E**nd-**P**oint **D**etection (EPD)
- Saw reinsurers exit the market space
 - BRIT – former lead underwriter (22%)



THANK YOU





EXECUTIVE SUMMARY

Objective

Provide an update on operational performance of AMERIND's Tribally Focused Programs. Actuals are based on unaudited financials as of 12/31/2021.

Mission Update

- 1) Be here for as long as Tribes need us
- 2) Keep Indian money in Indian Country

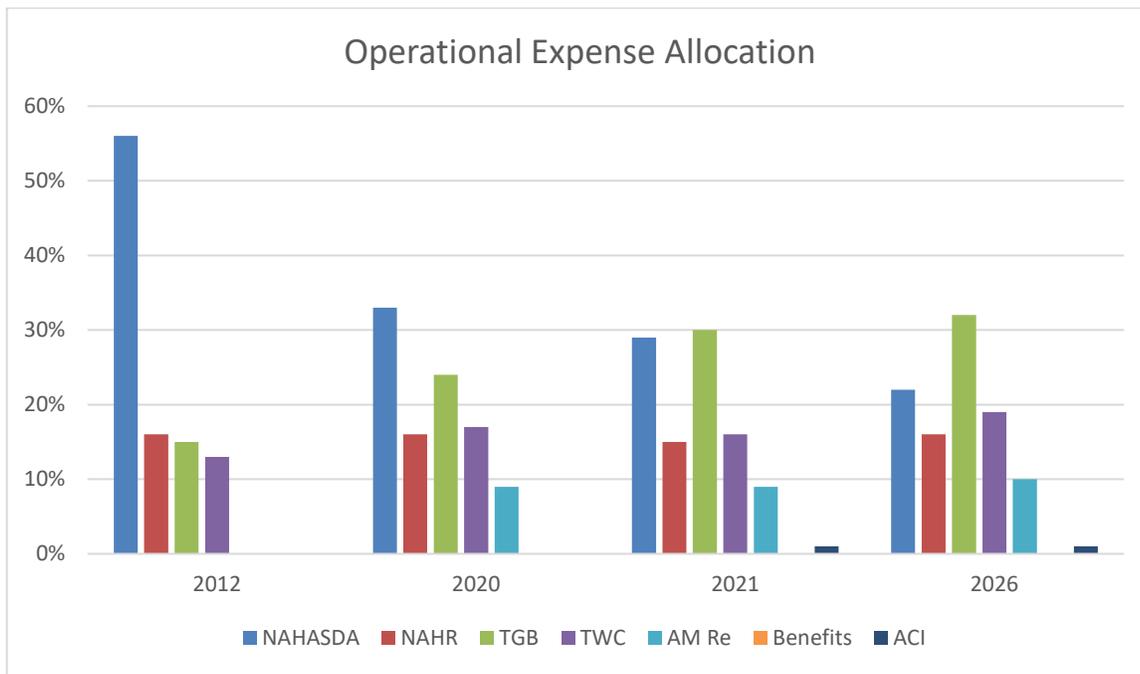
Target	Sustainability Ratios			Operating Revenue	% Change
	Loss	Expense	Operating		
	65%	30%	95%		
Performance					
NAHASDA	105%	17%	90%	\$16.04M	0.4% increase
2020 Dec	87%	18%	62%	\$15.97M	11% increase
NAHR	88%	16%	95%	\$7.93M	13% increase
2020 Dec	110%	21%	120%	\$6.99M	3% increase
TGB	75%	19%	80%	\$15.50M	37% increase
2020 DEC	81%	22%	80%	\$11.33M	17% increase
TWC	26%	15%	33%	\$14.10M	53% increase
2020 Dec	49%	24%	56%	\$9.19M	7% increase
AMERIND Re		Target	Actual		
Performance		100%	78%	\$5.83M	10% increase
2020 Dec			76%	\$5.27M	7% decrease
AMERIND Benefits					
Performance				\$0.776M	21% increase
2020 Dec				\$0.637M	10% decrease
AMERIND Critical Infrastructure					
Performance				\$0.788M	313% increase
2020 Dec				\$0.190M	178% increase

Operational Highlights through December 31, 2021

- Core program – IHBG (NAHASDA) performed at 122% with an operating loss of **\$3.54M** before investment income of \$5.2M, resulting in a change in net position of \$1.5M.
- Including all other programs - performing at 90% with income from operations of \$5.55M
- Net investment income and other expense: \$8.79M
- Net position increased \$15.4M

Diversification of Income Streams

	2012	2020	2021	2026
NAHASDA	56%	33%	29%	22%
NAHR	16%	16%	15%	16%
TGB	15%	24%	30%	32%
TWC	13%	17%	6%	19%
AMERIND Re	0%	9%	9%	10%
Benefits	0%	0%	0%	0%
ACI	0%	0%	0%	1%



2021 Staffing

Jobs at AMERIND – **57%** Native American operated/ **90%** earned AINS Designation

	2019 FTE	2020 FTE	As of 12/31 2021 FTE	Budgeted 2022 FTE
Total Staffing	52	54	62	70

Management Discussion

1) Highest claim loss year in AMERIND history.

NAHASDA:	\$19.0M
NAHR:	\$7.2M
TGB:	\$22.8M (Greenville Rancheria & Blackfoot Tribe)
TWC:	\$3.0M
AM Re:	\$3.4M (IHBG Stop Loss)
Total:	\$55.4M

2) 2022 Reinsurance renewal.

- a. Overall increase in deposit premiums of 10-15%
- b. First time being less than 100% authorized
 - i. Higher retentions
 - ii. Increased dependence on AMERIND Re in multiple treaties
 - iii. Wildfire limitations in CAT treaty
 - iv. Cyber aggregate limit of \$5M

3) Sapiens implementation milestones.

- a. TWC went live 9/1/2021
- b. IHBG went live 1/1/2022
- c. TGB went live 2/1/2022
- d. NAHR go-live pushed back to Oct. '22

4) 2022 NAHASDA renewal.

Table 1: Total premiums quoted for all member with Option 1 / Option 2

Total quote premiums (191 members)	Option 1 Quoted Premium	Option 2 Quoted Premium
	\$ 24,709,919	\$ 21,502,529

Table 2: Deductibles selected and premium for each

(#) Deductible Selected:	113	55
Quoted Premium:	\$ 15,916,989	\$ 6,639,320

Table 3: Total payments received / coverage bound

Total Paid / Bound:	168
Total Amount received:	\$20,973,494.48

Table 4: Payments pending & premiums

Payment pending:	23
Quoted Premium pending payment:	\$1,347,347 (Option 1) \$1,180,254 (Option 2)