



Council Services *Plus*, Inc.

*Insurance Solutions For
Today's Nonprofits*

www.councilservicesplus.com

Risk Management & Insurance Essentials for Nonprofits

Presenter:

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Council Services *Plus*

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www.councilservicesplus.com

INSURANCE SOLUTIONS FOR TODAY'S NONPROFITS



Who we are

**Who is Council Services
Plus?**

**Only 501(c)3 Owned NY
Insurance Agency
dedicated to NY Nonprofits**

**We work with insurance
companies that are
*exclusive to or specialize in
insuring nonprofits***

**Our profits go back to the
nonprofit community**

A black and white advertisement for Council Services Plus, Inc. The background is a close-up of a young girl's face, looking directly at the camera with a wide-eyed, open-mouthed expression of surprise or concern. The text is overlaid on the image. At the top left, it reads: 'Just found out that *you* are responsible for getting your nonprofit's insurance?'. In the center, it says: 'We know how you feel.'. At the bottom left, there is the Council Services Plus, Inc. logo, which consists of a white semi-circle containing 'CS' in a large serif font and 'Plus' in a smaller script font to its right, with 'Council Services Plus, Inc.' written in a small sans-serif font below it. At the bottom right, the phone number '877.501.4CSP' and the website 'www.councilservicesplus.com' are listed. At the very bottom, centered, is the tagline '- Insurance Solutions For Today's Nonprofits -' in a small, italicized, sans-serif font.

Overview

- Risk of Loss:
 - Financial
 - Human Capital
 - Reputational





Insurance Coverages

- Required / Statutory:
 - Disability, Paid Family Leave
 - Workers Compensation
 - Owned Auto

- Fundamentals:
 - General Liability
 - Directors & Officers

General Liability

- Who Is Covered (Insured)?
 - Entity
 - Employees
 - Directors & Officers
 - Volunteers

- What Is Covered?
 - Bodily Injury
 - Property Damage
 - Libel/Slander
 - Medical Payments

Professional Liability

- Performing Services of a Professional Nature
 - Counseling, Teaching, Tax Advice
- Separate Coverage Form / Separate Limit
- Additional Premium

Endorsements / Exclusions

- Focus on the Endorsements/ Exclusions
(policy language is standardized)
- Companies have their unique “Nonprofit Enhancement Endorsements”
- Companies may exclude what they don’t intend to cover – or want you to cover separately...such as Professional Liability

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

FUND RAISING EVENTS ENDORSEMENT

This endorsement modifies insurance provided under the following:

COMMERCIAL GENERAL LIABILITY COVERAGE PART

- A. This insurance applies to "bodily injury", "property damage", and "personal and advertising injury" arising out of all of your fund raising events with the following exceptions unless scheduled in paragraph C. below:
- Parades sponsored by the Insured
 - Aircraft
 - Motorcycle runs and automobile rallies
 - Fireworks – exhibitors operated by the Insured.
 - Firearms
 - Animals – other than house pets
 - Carnivals and fairs with mechanical rides sponsored by the Insured
 - Rock, Hip-Hop or Rap concerts – with admission over 500 people
 - Events including contact sports
 - Rodeos sponsored by the Insured
 - Political Rallies
 - Any event lasting more than 5 days (including otherwise acceptable events)
 - Any event with greater than 500 people at any one time (including otherwise acceptable events)
 - Any event with liquor provided by the Insured if a license is required for such activity.
 - Any activities by third party telemarketing, direct mail, or internet advertising (including spam) firms.
- B. **Section II – Who Is An Insured** is amended to include as an additional insured the person(s) or organization(s) related to your fund raising events, but only with respect to liability for "bodily injury", "property damage" or "personal and advertising injury" caused, in whole or in part, by your acts or omissions or the acts or omissions of those acting on your behalf. However, third party telemarketing, direct mail, or internet advertising (including spam) firms shall not be Insureds.
- C. Schedule of fund raising events:

Event(s)	Start Date	Finish Date	Premium
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Directors & Officers Insurance

- Who Is Covered (Insured)?
 - Entity
 - Directors & Officers (current & past)
 - Employees
 - Volunteers
- What Is covered?
 - Wrongful Acts/Governance Decisions
 - Breach of Duty
 - Employment Practices (if included)
 - Service on Other Nonprofit Boards

Endorsements / Exclusions Directors & Officers Insurance

Focus on the Endorsements/ Exclusions

- Some of the major areas of difference:
 - Employment Practices Coverage Included?
 - Aggregate Limit?
 - Defense Cost Outside the Limit?
 - Retention(s)?
 - Prior Acts / Retroactive Date?
 - Extended Reporting Period?
- Companies may exclude an important exposure, such as Sexual Misconduct or Professional Services.
- Switching D&O insurance companies at renewal requires some attention



Directors & Officers Insurance

- Why Purchase D&O Insurance?
(New Entity/Small Budget/No Employees)
 - May Be Required by Contract or Grant
 - Provides Defense Costs (Lawsuit Insurance)
 - Recruit & Retain Board Members / Executive Director
 - Best Practice



Other Important Coverages

- Non-Owned Auto
- Crime/Employee Dishonesty
- Cyber Liability
- Volunteer Accident
- Liquor Liability
- Special Events Liability
- International Events or Exposures

Enterprise Risk Management

- How to Prioritize?
 - Insurance for less predictable/larger potential losses
- Risk Management Practices
 - Organizational guidelines for working with youth/elderly
 - Reviewing volunteers' personal auto coverage and/or requiring minimum limits
 - Expert analysis of insurance policies
 - Periodic market review/bid process
- Resources:
 - www.insurancefornonprofits.org
 - www.nonprofitrisk.org



Questions??

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for getting your nonprofit's insurance?

We know how you feel.



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