



# City & County of San Francisco

## **Nonprofit Insurance:** *What Every Nonprofit Should Know*

**Informational Session**  
**June 9, 2006**

# Agenda

- 9:30am** Welcome and Overview
  - Sally Allen, Controller's Office
- 9:40am** City Insurance Requirements
  - Nancy Bellard, Risk Management
- 10am** Insurance Building Blocks
  - Dan Costello, Farallone-Pacific Insurance
- 11:15am** Questions and Wrap-Up

# **Am I covered?**

**What every nonprofit organization needs to know to make good insurance decisions.**

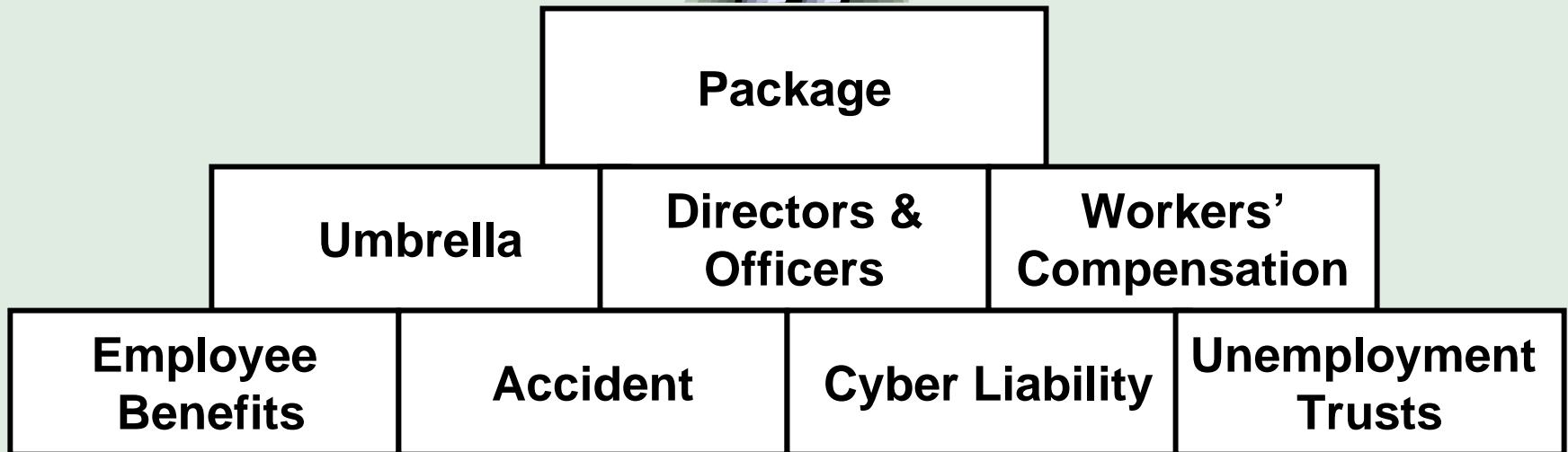
# The World of Brokerage

## Who does what?

- Property & Casualty people
- Life & Health people
- Generalists versus specialists

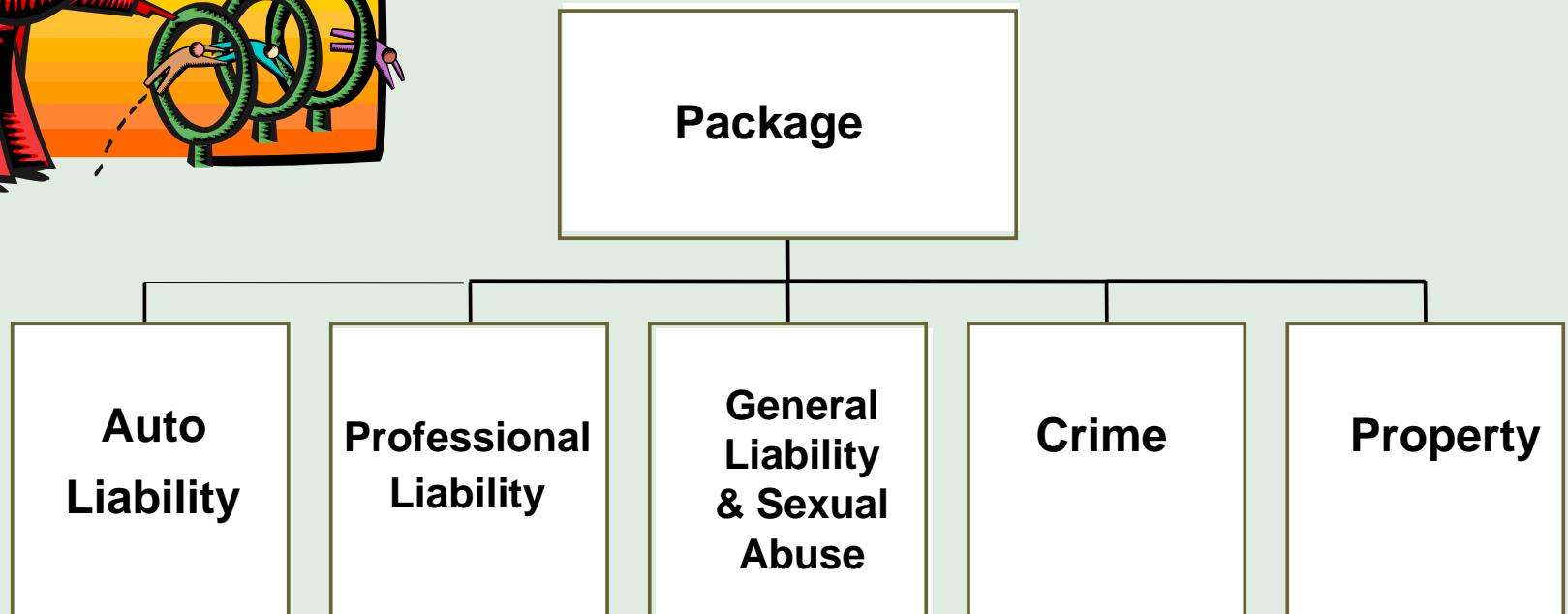
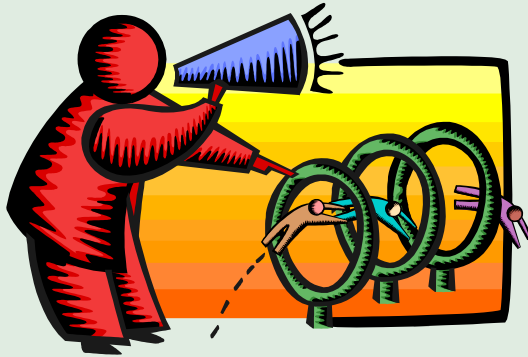


# Nonprofit Insurance Building Blocks



# The Package Policy

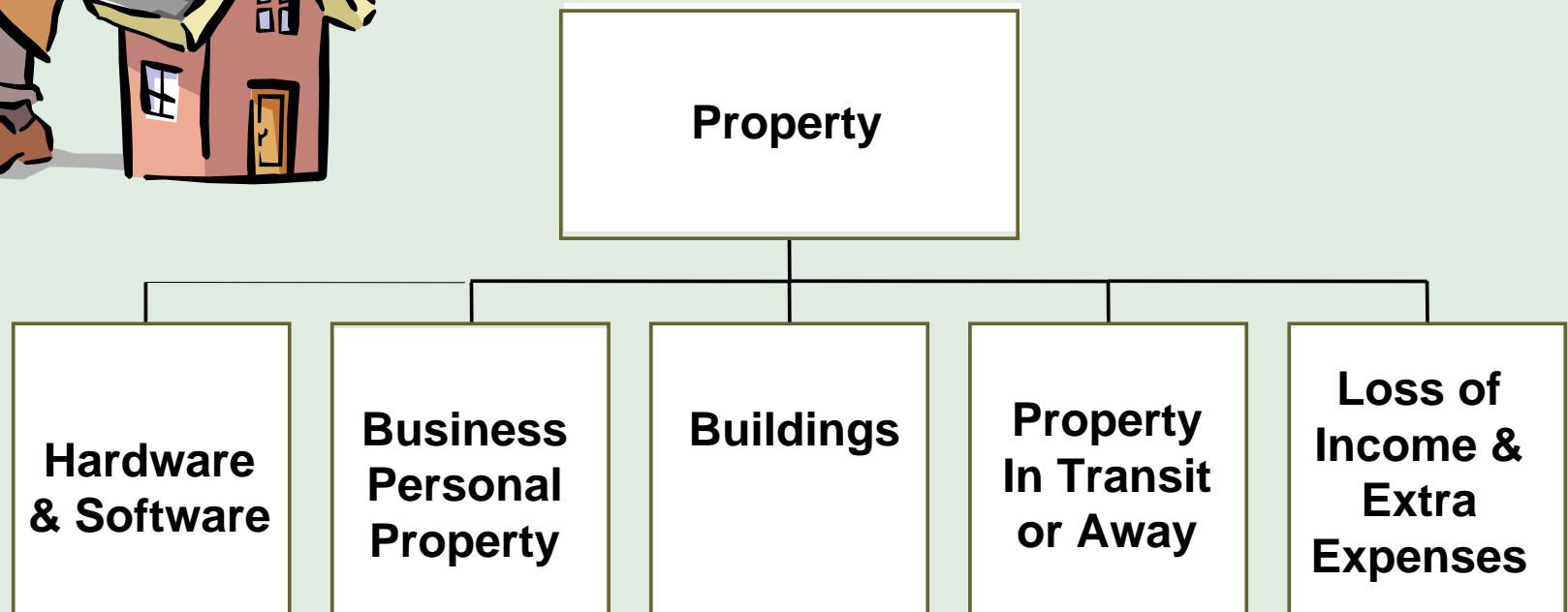
One policy can cover a variety of exposures





# Property

Can it burn or be stolen?



# General Liability



- **Covers Bodily Injury, Property Damage, and Personal Injury**
- **Lawsuits from 3<sup>rd</sup> Parties**
- **Provides Defense and Indemnity**
- **Sexual Abuse – might be covered here**



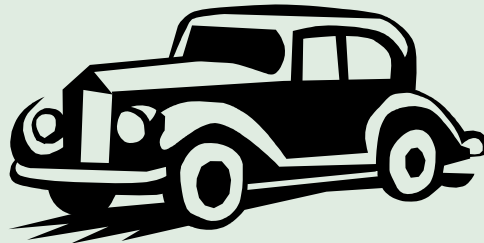
# Sexual Abuse & Molestation Coverage Options

- **Covered under the GL (silent)**
- **Covered under the GL (explicit)**
- **Covered somewhere else (stand alone policy)**
- **Not covered (not good!)**



# Auto Liability

Three different exposures



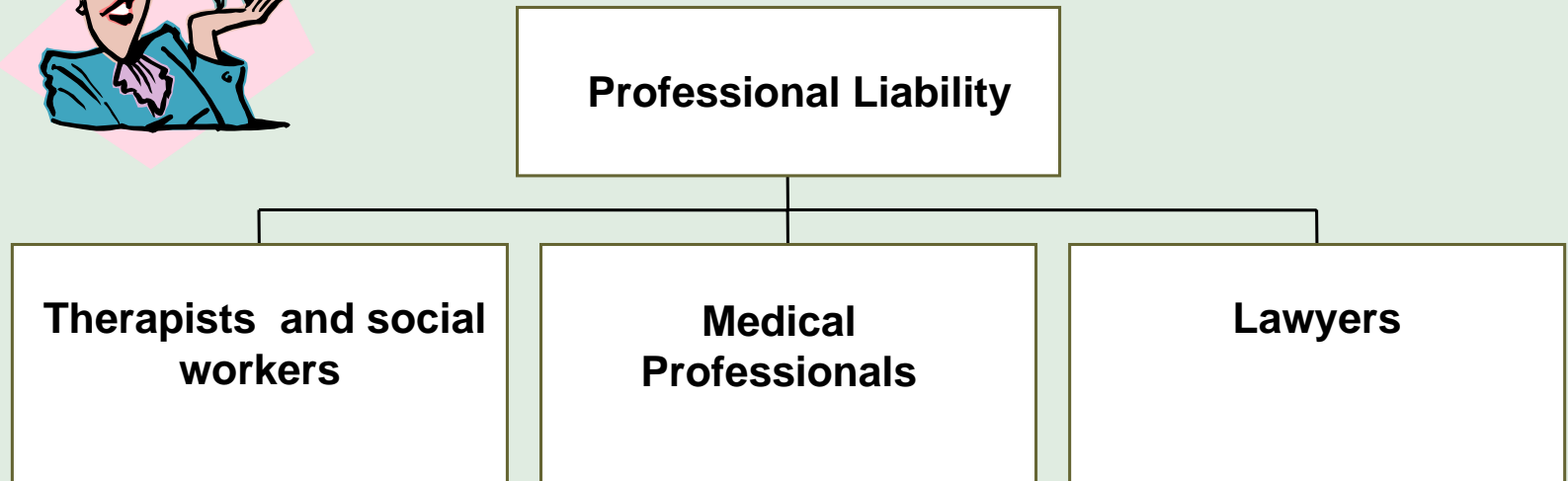
**Owned Autos**

**Rented Autos**

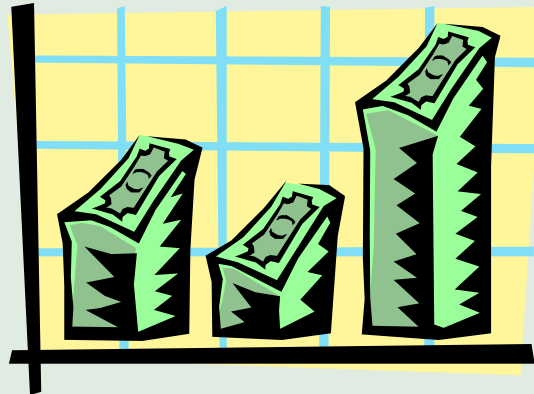
**Non owned Autos**

# Professional Liability

Professionals of any sort are held to a higher standard of accountability by the law.



# Crime



- **Employee Dishonesty (fidelity bond)**
  - **Money & Securities**
    - **ERISA**
    - **Internet**

# Umbrella Liability

Extra layers of liability protection against catastrophic loss.



**Umbrella or  
Excess Liability**

**Auto  
Liability**

**Profession-  
al liability**

**General  
Liability**

**Sexual  
Abuse**

**Employers  
Liability**

# Accident Insurance

**Avoids lawsuits. Fills in coverage gaps.**

- **Volunteers**
- **Sporting or Athletic activities**
- **Program Participants**
- **Students**



# Directors & Officers Liability

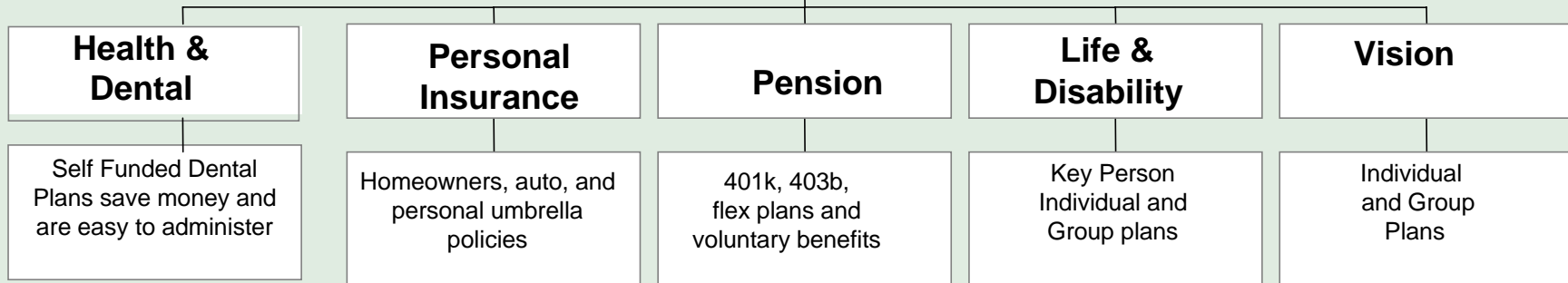


- **Makes Board feel secure!**
- **Employment Practices Liability often added**
- **Go for low deductibles**

# Employee Benefits



## Employee Benefits





# Workers' Compensation: 5 Fun Facts To Know



- 1. The Hard Market is over!**
- 2. Cover letters: Tell why you are a better risk and save money**
- 3. Claims: 3 sets of eyes**
- 4. Unit Stat Filing: a critical date for larger policyholders**
- 5. Carrier/broker resources: no ask, no get**

# Workers' Compensation Resources



- 1. Injury and Illness Prevention program – blueprint for success**
- 2. Loss Control: Prevent losses from happening**
- 3. Claims reviews: the more the merrier!**
- 4. Free Ergonomic Site Audits**
- 5. Safety Incentive Programs**

# Unemployment Trusts



- 1. Nonprofit Alternative to Unemployment Insurance**
- 2. Starts to make sense with over 50 employees and low turnover**
- 3. Savings of up to 40% over State system**

# Is your organization protected?

## 10 questions you need to think about:

- 1) Are your volunteers covered if they get hurt?
- 2) Are you running criminal checks on employees and volunteers that work with vulnerable populations?
- 3) Are you checking driving records and insurance coverage on volunteers and employees that drive their own cars on business time?
- 4) Are *all* contracts with insurance requirements reviewed by your Agent *prior* to signing?
- 5) Is employment practices liability covered under your D&O policy?

# Is your organization protected?

## 10 questions you need to think about:

- 6) Do you have your HR manual reviewed at least once every three years?
- 7) If you serve alcohol at your fundraisers or donor events, do you carry liquor liability?
- 8) Are you getting regular claim status updates on your workers' compensation claims?
- 9) Are dual signatures required on your checking accounts?
- 10) Would a DMV pull program make sense for your organization?

# Q & A



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