



Great Lakes Indian Housing Association

AMERIND Update

October 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	Losses & Operations
	Loss	Expense	Operating		
	65%	30%	95%		
Performance					
NAHASDA	59%	19%	115%	\$13.1M	\$10.3M
2021 August	96%	18%	93%	\$10.6M	\$12.1M
NAHR	79%	18%	109%	\$6.0M	\$5.9M
2021 August	116%	17%	120%	\$5.2M	\$6.9M



Executive Summary (Continued)

Target	Loss	Sustainability Ratios		Operating Revenue	Losses & Operations
		Expense	Operating		
	65%	30%	95%		
Performance					
TGB	50%	18%	85%	\$12.9M	\$8.9M
2021 August	124%	19%	124%	\$10.0M	\$14.3M
TWC	27%	22%	65%	\$7.7M	\$3.7M
2021 August	43%	20%	45%	\$6.3M	\$3.9M
AMERIND Re Performance		Target	Actual		
2021 August		100%	36%	\$4.9M	\$.66M
			108%	\$3.7M	\$5.0M

Operational Highlights (Lowlights) through August 31, 2022

- Core program – IHBG (NAHASDA) performing at 59% loss ratio yielding a net income of \$2.8M before a loss in investments of \$4.8M.
- All other programs - performing favorably and able to overcome investment losses.
- Net investment loss: \$9.8M
- Net position increase: \$2.9M



Executive Summary (Continued)

2022 Staffing

Jobs at AMERIND – 57% Native American operated/ 90% AINS Designated

	2019 FTE	2020 FTE	As of 12/31 2021 FTE	As of 8/31/22 2022 FTE
Total Staffing	52	54	62	72

Diversification of Income Streams

	2012	2021	2026
NAHASDA	56%	29%	22%
NAHR	16%	15%	16%
TGB	15%	31%	32%
TWC	13%	16%	19%
AMERIND Re	0%	9%	11%



2nd Quarter Recap

2022 losses more in line with expected:

- Inflation at a 40-year high (8.26%), leading to;
 - Increase in building material costs (23% between 1/1/21 & 1/1/22 and an additional 7.6% in first six months of 2022)
 - Increase in labor costs (5.5% between June 2021 and June 2022)
 - Lack of available materials and contractors in certain areas (especially rural areas)

Wildfires and Convective Storms:

- Wildfire season began earlier in NM, AZ & CA
 - At one point, there were 19 states with Active Wildfires
- On average, 1,000 tornadoes reported annually
 - There were 1,376 reported in 2021, compared to 1,075 in 2020.
 - There have been 1075 reported in 2022, of which 888 have been confirmed.
 - Most tornadoes in March, on record.

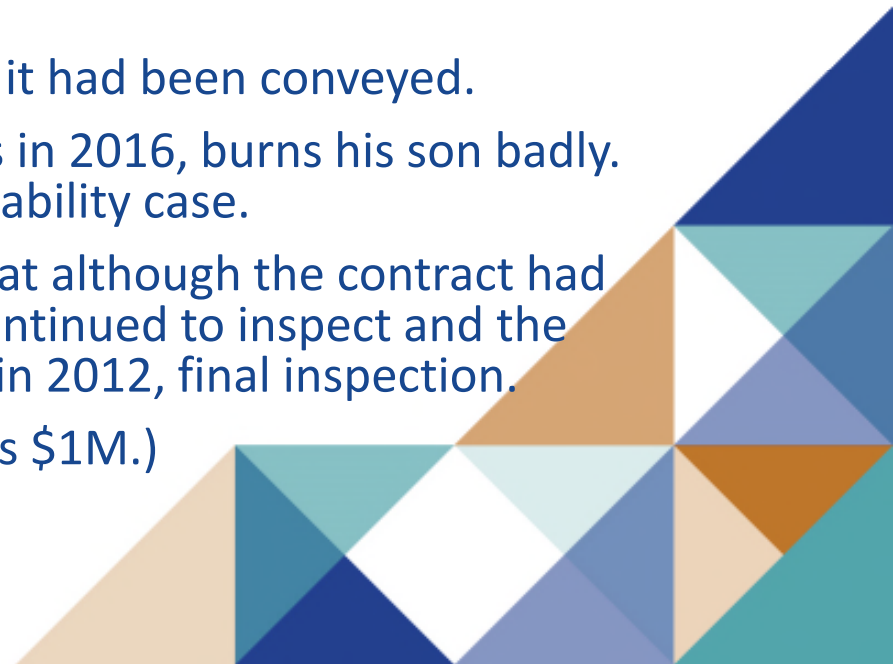
Investment Market Woes

- In contrast to 2021, we may not be able to count on our investments to overcome high claim losses.
 - S&P down 24.77%



Mael v. AVCP

- ▶ Alaska Supreme Court. Decided 2022.
- ▶ Is AVCP Housing liable for an injury that occurred in a home that was conveyed, no longer under the MHO Program, but which was still being inspected, deed not filed, and still in inventory. Conveyed in 2011.
- ▶ Last inspected 5 years before, when they thought it had been conveyed.
- ▶ Mael tinkered with his own boiler, boiler explodes in 2016, burns his son badly. Mael sued AVCP Housing, on a contract and tort liability case.
- ▶ AK District Court in Bethel, in a jury trial, found that although the contract had ended, a new tort liability was present as AVCP continued to inspect and the property was in AVCP's inventory. Last inspected in 2012, final inspection.
- ▶ \$4.3M award. (even though AK state law limit was \$1M.)



Mael v. AVCP

- ▶ Mael has circular and reverse-engineered reasoning that AVCP had an independent tort duty to inspect the boiler, in addition to the expired contract duty to inspect required by the MHO Agreement.
- ▶ The Court utilized decommissioned HUD rules and guidance to find a new tort duty too.
- ▶ Mael v. AVCP represents a departure from the normal and predictable operation of the areas of contract law and tort law, and creates an enormous potential area of liability for Tribal Nations and Tribal housing.



IHBG Update

- 194 members in IHBG

2023 Renewal Process

- August 2022: Renewal Applications and schedule of property emailed
- September 2022: Timeframe to submit updated renewal information to AMERIND
- October 2022: Currently, quoting in progress
- Quotes will be sent via email to the authorized contacts



IHBG Update

Schedule of Single-Family Dwellings													
Loc #	Project #	Occupant	Ownership Type	Address	Construction Type	Year Built	Square Footage	Builder's Risk Applies	Additional Interest Applies	Valuation	Dwelling Limit	Personal Property	Detached Structures Limit
Bldg. #	Unit #												

Review your quote:

- Coverage limits

Schedule of property

- Total insured value – Dwelling Limit: Are you carrying adequate limits?
- Verify Square footage
- Correct properties are listed
- Construction Type



IHBG Update

How can I save premium?

- Verify year built & roof year
- Review your deductible (per building as of 2020)

CHANGE

- Signed authorization form must be sent to AMERIND in order to receive your invoice

Authorization Form

Effective date	Total Annual Premium
01/01/2023	

PRINTED NAME OF AUTHORIZED REPRESENTATIVE

AUTHORIZED REPRESENTATIVE SIGNATURE

TITLE OF AUTHORIZED REPRESENTATIVE

DATE

There are three ways to submit your order form:

Mail: AMERIND Risk
Attn: Commercial Lines Underwriting
502 Cedar Drive
Santa Ana Pueblo, NM 87004

Fax: 1-800-388-7475
Attn: Commercial Lines Underwriting

Email: cluw@amerind.com

THANK YOU

