



Insure Confidently

EXECUTIVE SUMMARY

Operational Highlights through March 31, 2024

- Core program – IHBG performing at **121%** with a **loss** from operations of **\$1.2M**
- All other programs – performing at 34% with income from operations of \$14.3M
- Net Investment Income and Other Expense: \$5.4M
- Net position increased \$18.5M

2024 Staffing

Jobs at AMERIND – **53%** Native American operated / **90%** AINS Designated

	2021 FTE	As of 12/31 2022 FTE	YTD 2024 FTE	Budgeted 2024 FTE
Total Staffing	69	72	70	94

2024 Capital Improvements	Actual	Budget
	\$0.055M	\$1.445M

Board Oversight through 02/15/2024

- Approved amendments to TGB/AMRe Business Plans, CEO Annual evaluation, Corporate Legal, Wayne Ducheneaux Awardee,

2023 Fire Loss Ratio Incentive by Region (as of 3/31/2024)

Region	Fire Loss Ratio	Total Incurred Fire Claims	# of Fires	Property Premium	Incentive Level	Potential Incentive
1	34%	\$485,535	5	\$1,416,142	20%	\$20,000
2	62%	\$1,025,140	6	\$1,637,416	17%	\$17,000
3	25%	\$874,034	11	\$3,464,642	20%	\$20,000
4	37%	\$1,522,286	18	\$4,127,893	20%	\$20,000
5	47%	\$600,441	1	\$1,272,465	20%	\$20,000
6	67%	\$868,747	6	\$1,297,815	13%	\$13,000
7	0%	\$0	1	\$1,618,701	20%	\$20,000
8	26%	\$541,959	3	\$2,087,002	20%	\$20,000
9	120%	\$2,234,134	6	\$1,863,211	0%	\$0
Total:		\$8,152,277	57	\$18,785,287		\$150,000



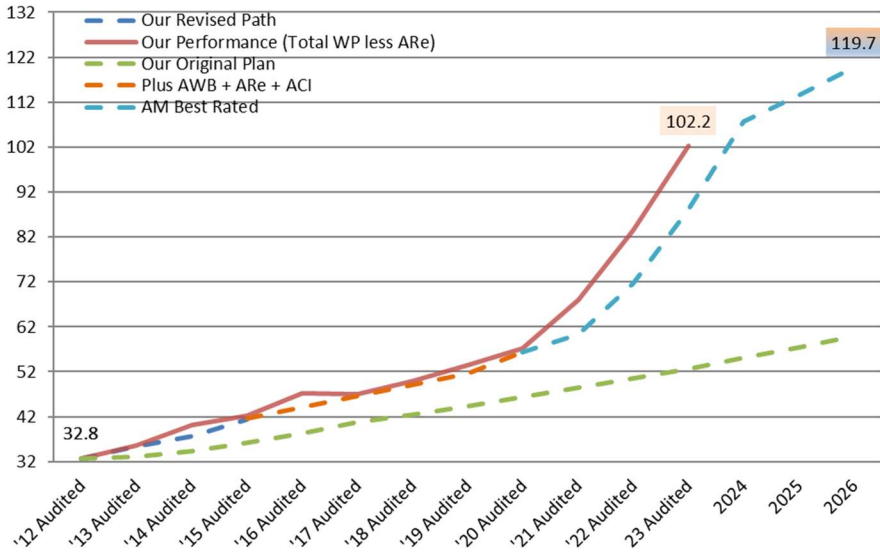
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2024 Corporate Objectives – 1st Quarter

- | | |
|-------------------------------------------------------------|-----------------|
| 1. 95% Combined Ratio (TGB, NAHR, TWC, ACI & AB) | Actual
36.9% |
| 2. 5.4% Net Growth and Retention (TGB, NAHR, TWC, ACI & AB) | 29.3% |
| 3. Team Rocks (Teamwork, Tech Capacity, Customer Service) | Yes |

2019 - 2026 Strategic Planning

Current Market Position



Diversification of Income Streams

