



# Southwest Tribal Housing Alliance

## AMERIND Update

May 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	55%	18%	133%	\$4.47M	\$3.29M
2021 March	84%	17%	85%	\$3.65M	\$3.68M
NAHR	56%	18%	93%	\$2.04M	\$1.51M
2021 March	123%	18%	136%	\$1.85M	\$2.59M

# Executive Summary (Continued)

Target	Loss	Sustainability Expense	Ratios Operating	Operating Revenue	Losses & Operations
	65%	30%	95%		
<b>Performance</b>					
TGB	49%	18%	92%	\$4.54M	\$3.04M
2021 March	78%	20%	90%	\$3.22M	\$3.15M
TWC	5%	23%	56%	\$2.51M	\$.694M
2021 March	31%	22%	47%	\$2.28M	\$1.21M
AMERIND Re Performance		Target	Actual		
2021 March		100%	0%	\$1.66M	\$.136M
			0%	\$1.15M	\$.104M

## Operational Highlights (Lowlights) through March 31, 2022

- Core program – IHBG (NAHASDA) performing at 55% loss ratio yielding a net income of \$1.18M before a **loss** in investments of **\$2.68M**.
- All other programs - performing favorably and able to overcome investment losses.
- Net investment **loss: \$8.77M**
- Net position increase: \$.733M

# Executive Summary (Continued)

## 2021 Staffing

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

	2019 FTE	2020 FTE	As of 12/31 2021 FTE	As of 3/31/22 2022 FTE
Total Staffing	52	54	62	70

## Diversification of Income Streams

	2012	2021	2026
NAHASDA	56%	29%	22%
NAHR	16%	15%	16%
TGB	15%	30%	32%
TWC	13%	16%	19%
All Other	0%	10%	11%



# 1<sup>st</sup> Quarter Recap

## Slightly lower-than-expected losses:

- Still seeing up to 40-45% increase in construction costs
- Labor costs are also up as much as 20-25%
- Lack of available materials and contractors in certain areas

## Wildfires and Convective Storms:

- Wildfire season has begun earlier in NM & AZ
- Historically, 70% of AMERIND property losses due to fire
- Most tornadoes in March, on record and over 50% of annual average to date

## 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 17%



THANK YOU

