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Curbing the Insurance Spiral

Welcome!

We'll begin shortly.

Three-Part Webinar Series

Session 2: Resources for Practitioners

July 28, 2026

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About Enterprise

We support community development organizations on the ground

We aggregate & invest capital for impact

We build & manage communities ourselves

Unmatched breadth, scale and expertise across the entire spectrum of affordable housing ...

... creating a positive feedback loop that does it all under one Enterprise roof.

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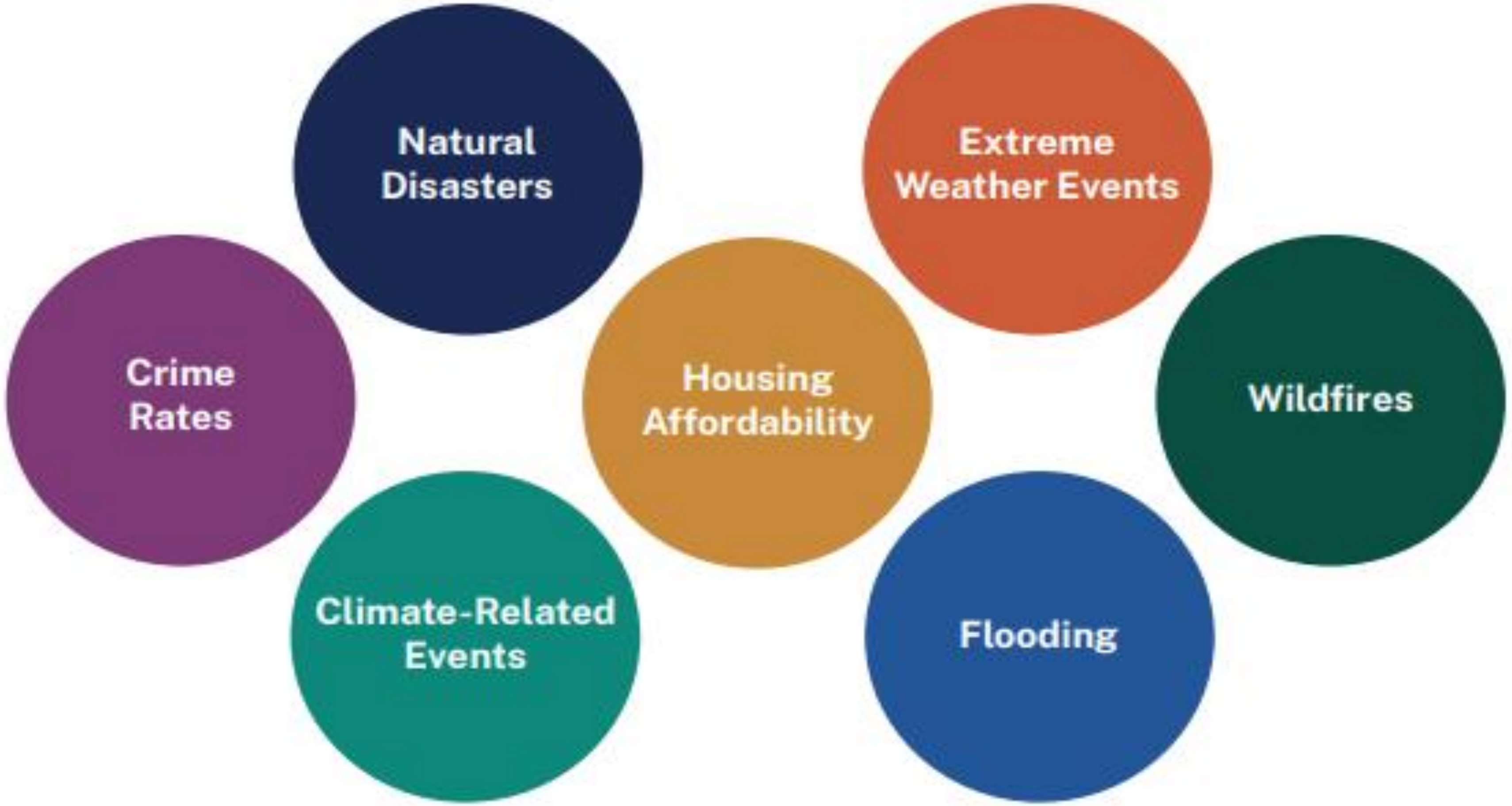
Why Now?



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Curbing the Insurance Spiral

Policy and Practitioner Strategies to Help Stabilize Multifamily Affordable Housing

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Three-Part Series

Session 1: Setting the Stage, June 8, 2026, 2pm ET

Session 2: Resources for Practitioners, July 28, 2026, 1pm ET

Session 3: Policy Solutions, Sept. 2, 2026, 1pm ET

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Today's Agenda

1:01 PM	**Welcome In**
1:12 PM	***Curbing the Insurance Spiral* Overview**
1:22 PM	**Industry Perspectives—HPN, ECD**
1:55 PM	**Wrap and Survey Request**

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Session Panelists

Elizabeth Richards
Director

Enterprise Community Partners

Andrew Jakobovics
Sr. Director

Enterprise Community Partners

Brendan Dolan
Vice President

Housing Partnership Network

Tyler Smith
Risk Manager

Enterprise Community Development

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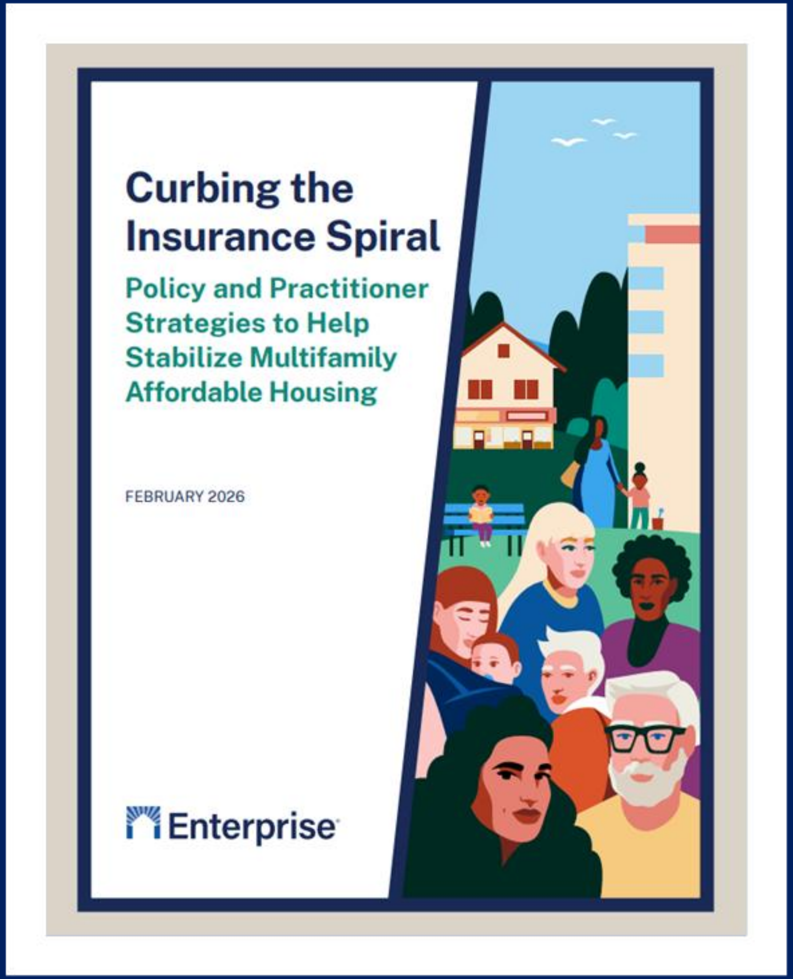
Curbing the insurance spiral

Report + Toolkit overview



- Unsustainable premium increases across the board, but particularly in property & liability coverage, based on (perceived or real) risk exposure)
- Premiums are up 30%-100% in recent years, & up 500% in some cases
- What’s driving these trends?
- What short- & long-term strategies are needed to reverse these trends?
- How can we reduce the frequency & severity of loss?

enterprisecommunity.org/curb-insurance

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Rising Costs: Challenges & Impacts

Underlying Challenges Driving Premiums:

- Natural disasters & extreme weather events
- Reinsurance & global catastrophic losses
- Building age & condition
- Liability & tort claims
- Redlining, crime scores, & other perceived risks
- Building type
- Inflation

Impacts to Providers & Tenants:

- Premiums are skyrocketing while coverage is flat or decreasing
- Insurers are exiting some markets
- Some providers are essentially self-insuring
- Reduced resident services
- Maintenance & repairs are sometimes delayed
- Increased rents
- In some cases, a combination of operating pressures have forced providers to close their doors altogether

Policy & Practitioner Toolkits

Key Focus Areas	**Policy Toolkit**
Federal policies	Increase transparency, modernize lending & underwriting rules, create public backstops.
State policies	Incentivize insurer competition, reward risk reduction, increase transparency, legal / judicial reforms.

Key Focus Areas	**Practitioner Toolkit**
Owner / Operator policies	Establish risk-management functions, invest in prevention & resilience, use better data, insurance pools & captives.
Insurance industry policies	Improved communications, use realistic & current data, increase transparency.

Solutions

Policy-Level Solutions	Provider-Level Solutions
Federal • Public backstop • Catastrophe risk insurance • Regulatory flexibility in underwriting • Tort reform **State** • Captives • Home-hardening & risk-reduction modifications • Emergency operating relief • Anti-discrimination & fair access • Data collection & transparency • Tort reform, Mandated participation • Tax credits & premium subsidies • HFA incentives	• Risk management: tools, profiles, assessments, training, integration, & organizational structure • Captives & pooling risk • Parametric insurance • Improving the agent / broker partnership & communication • Emergency action / response plans • And much, much more…

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Industry Perspective

Housing Partnership Network (HPN)

Brendan Dolan, Vice President

Housing Partnership Network

- Started in 1993
- Currently, 125 leading nonprofit housing developers, owners, and financial institutions across the U.S., networked for impact
- Aeris-rated CDFI, pioneered enterprise capital for developers and advanced use of New Market Tax Credits for homeownership
- Among the first national HUD counseling intermediaries
- Deliver creative solutions - including Housing Partnership Insurance Exchange (HPIEx) - that address gaps in the affordable housing sector, scale solutions, and advance members' mission and triple bottom line

What is a Captive?

STRUCTURE AND BENEFITS

Definition: Insures the risk of its owners and returns underwriting profit and investment income. These earnings ordinarily go to an insurance company. Captives are insurers owned by the insureds and organized for the main purpose of funding the owners' risks that actively participate in decisions.

Captive Advantages:

- Reduced Reliance on Commercial Insurance
- Reduce Overhead
- Stabilize Pricing
- Coverage
- Customization
- Access to the Reinsurance Market
- Improved Loss Prevention & Claim Management
- Allocation of Profit & Distributions
- Collaborative Network

Captive Challenges:

- Reduced Reliance on Commercial Insurance
- Scale
- Capital Contribution
- Start-Up Costs
- Strong Leadership & Administration Capacity
- Expertise
- Sharing Risk
- Education

Housing Partnership Insurance Exchange (HPIEx)

MEMBER OWNED, MEMBER MANAGED

HOUSING PARTNERSHIP
INSURANCE EXCHANGE

- Since 2004, HPIEx delivers stability, clarity, and control for affordable housing organizations.
- Member-governed insurance company designed for HPN members who benefit from long-term transparency and reliability.
- Provides the structure and guidance organizations need to support a holistic risk management program that strengthens operations and improves portfolio safety and resilience.

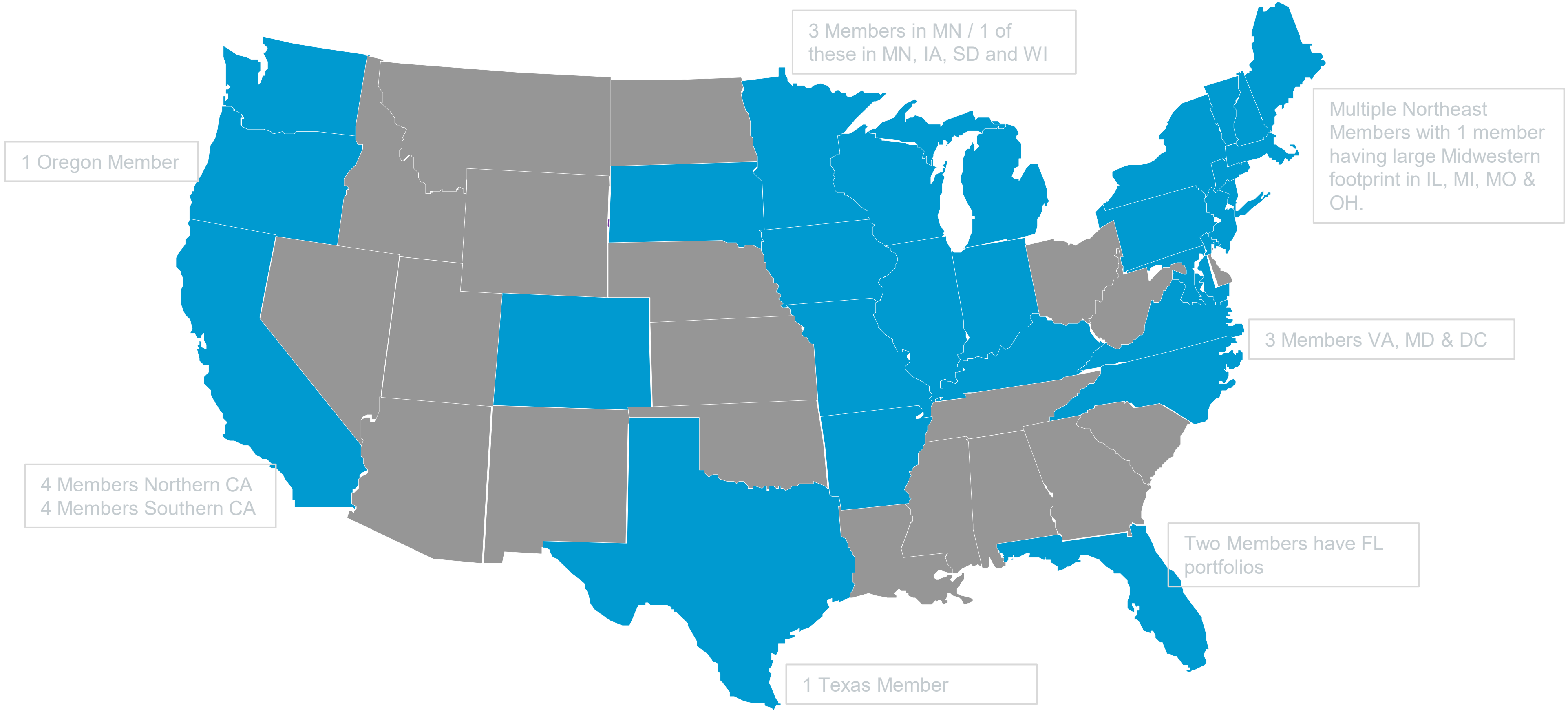
PROPERTY & CASUALTY

Insures over 100,000 units of affordable housing valued at more than $27 billion for 23 member organizations

Curbing the Insurance Spiral

HPIEx Subscriber Locations

Geographical diversity spreads risk for Property Reinsurance carriers



MEMBER LOCATIONS ARE IN BLUE STATES
HPIEX DOES NOT INSURE CA EARTHQUAKE OR TIER 1 NAMED WINDSTORM

HPIEx Benefits and Structure

- **Member-Owned**: Full governance and control by members
- **Premium Stability**: Long-term cost reduction & predictable pricing
- **Loss-Based Pricing**: Premiums reflect each member's claims history
- **Market Protection**: Shielded from insurance market fluctuations
- **Comprehensive Coverage**: Superior GL & property insurance
- **Flexible Housing Eligibility**: No restrictions on housing types
- **Customized Risk Services**: Tailored loss prevention, claims, & contract reviews
- **Collaborative Network**: Active peer engagement & shared insights
- **Affordable Housing Expertise**: Specialized brokerage support with dedicated service team & in-house Underwriting
- **Strategic Flexibility**: Ability to leverage HPIEx captive for other member needs: Workers Compensation, HPIEx Health

Insurance Premium		HPIEx Structure Benefits
=		
Losses Retained by HPIEx		• Reduces fixed costs • Individually rated based on member loss performance
+		
Reinsurance Premium		• Leveraged scale • Spread of risk
+		
Shared Expenses (Administration and Services)		• Leveraged scale • Efficiency in administration • Specialized service

Expansion Opportunity

CATALYZED BY MARKET DEMAND AND INTEREST

- Building on the foundation of HPIEx's performance, HPN is seeking input from leaders across the field to develop a new insurance solution supporting nonprofit organizations across the U.S.
- The goal is to stabilize insurance costs, strengthen risk management, and broaden access to equal and complete coverage for affordable housing providers nationwide.
- HPN aims to deliver tailored Property & General Liability coverage, improved risk-management tools, risk-mitigation practices, long-term financial predictability, and enhanced data and analytics.

Expansion Opportunity

SHARE YOUR INSIGHTS

HPN is inviting nonprofit affordable housing organizations to participate in a short survey designed to gather insights on:

- How current insurance challenges are affecting organizations and their portfolios
- Whether a new approach to affordable housing insurance could improve outcomes
- Which organizational and portfolio characteristics should guide future analysis and design

HPN Exploration of a New Insurance Solution for Affordable Housing

Industry Perspective

Enterprise community development

Tyler Smith, insurance manager

Enterprise Community Development
Build, preserve and operate affordable homes.

We are the top nonprofit owner and developer of affordable homes in the Mid-Atlantic for a reason – we design, develop and manage communities with residents at the center.

#1
THE LARGEST REGIONAL NONPROFIT

#6
NONPROFIT AFFORDABLE HOUSING PROVIDER NATIONALLY

#33
AFFORDABLE HOUSING PROVIDER NATIONALLY

23K+
PEOPLE CALL OUR COMMUNITIES HOME

$1.4B
PORTFOLIO INCLUDES 117 COMMUNITIES AND 13K HOMES

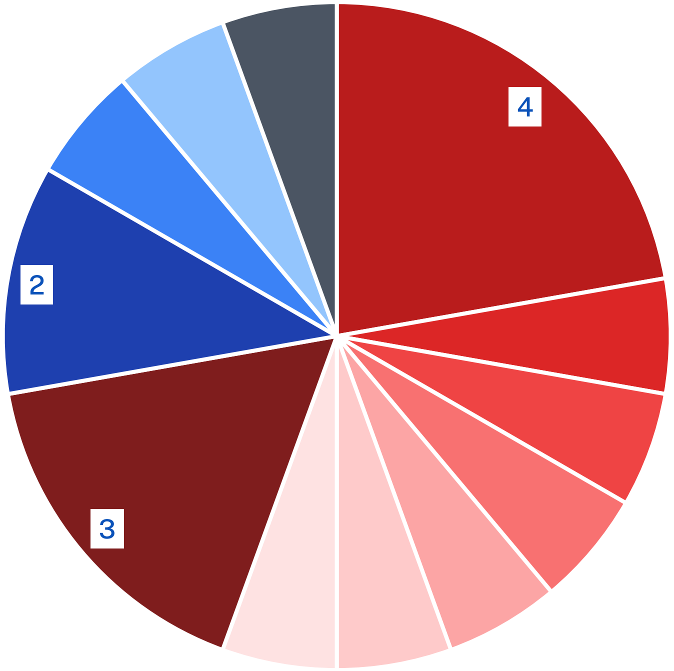
125
COMMUNITIES PROVIDING 13K HOMES

500+
MEMBER TEAM AND GROWING

Risk Management – Claims Summary 1H 2026

Claim Breakdown – Property

Property Claims Count



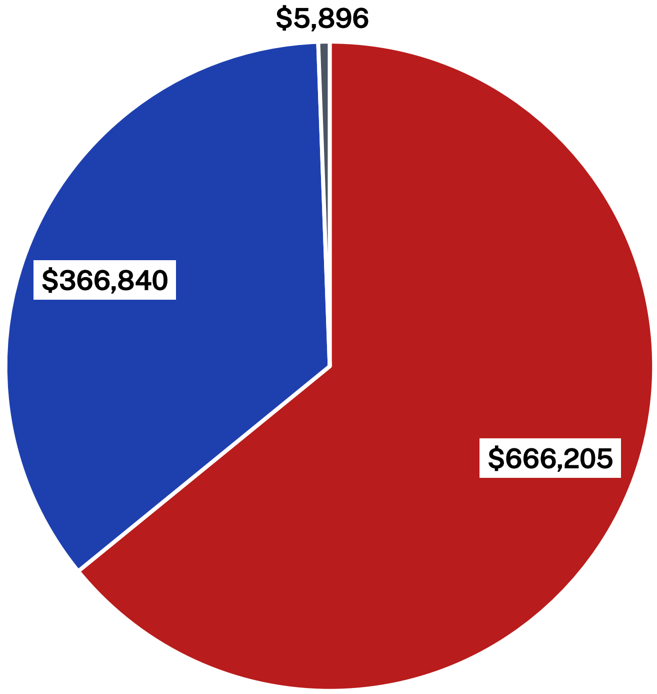
18 Property Claims

INCIDENT TYPE	CAUSE
Fire	Kitchen
	Candle
	Incense
	Space Heater
	Bathroom
	Smoking
	Arson
Water Damage	Sprinkler
	Pipe Rupture
	Bathroom
	SFG
Other Property Damage	Lightning

Risk Management – Claims Summary 1H 2026

Loss Breakdown - Property

Property - Expected Claim Reserve by Incident



INCIDENT TYPE	CAUSE	RESERVE
Fire		**$666,205**
	Candle	$232,000
	Kitchen	$165,097
	Space Heater	$94,000
	Bathroom	$75,112
	Smoking	$55,600
	Incense	$39,396
	Arson	$5,000
Water Damage		**$366,840**
	Sprinkler	$146,333
	Pipe Rupture	$145,507
	Bathroom	$75,000
Other Property Damage		**$5,896**
	Lightning	$3,896
	SFG	$2,000
TOTAL		**$1,038,942**

Enterprise + HPN + Enterprise Community Dev.

Practitioner Strategies

Questions?

insurance@housingpartnership.net

We want to hear from you!

HPN Exploration of a New Insurance Solution for Affordable Housing

Thank You!

Questions? Feedback?

Erichards@enterprisecommunity.org

Curbing the Insurance Spiral Session #2

Resources for Practitioners

Sept. 2

1pm ET / 10am PT

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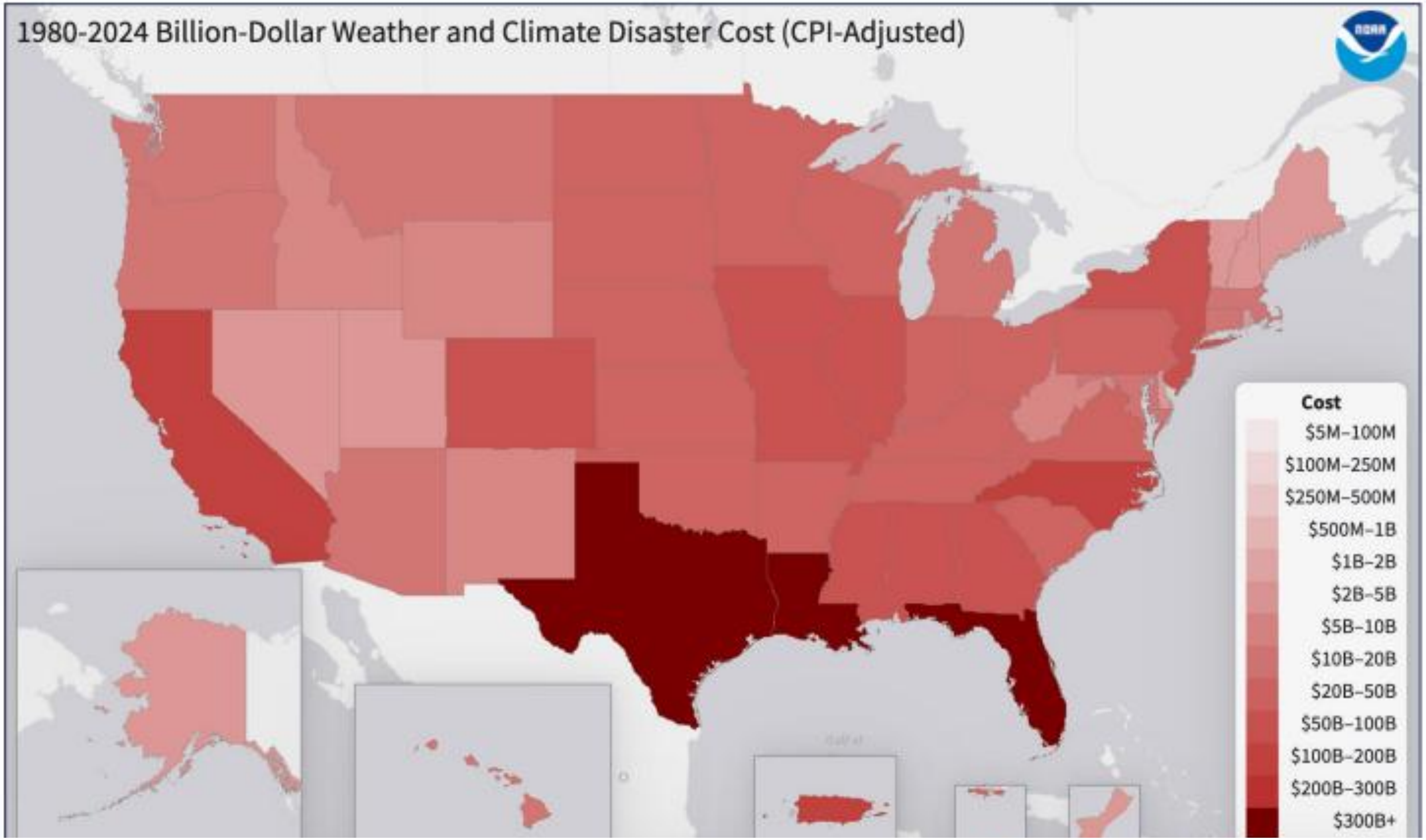
Reference

Curbing the Insurance Spiral



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