

Top 10 NTEE Categories We Have Insured

NTEE Category	NTEE Category Description
T	Philanthropy, Voluntarism & Grantmaking Foundations
B	Education
P	Human Services
S	Community Improvement & Capacity Building
A	Arts, Culture, Humanities
N	Recreation & Sports
L	Housing & Shelters
M	Public Safety, Disaster Preparedness & Relief
E	Health Care
D	Animal-Related
O	Youth Development
C	Environment (includes Protection/Beautification)
F	Mental Health & Crisis Intervention
J	Employment
I	Crime & Legal-Related
K	Food, Agriculture & Nutrition
Y	Mutual & Membership Benefit
R	Civil Rights, Social Action & Advocacy
W	Public & Societal Benefit
X	Religion-Related
Q	International, Foreign Affairs & National Security
U	Science & Technology
V	Social Science
H	Medical Research
G	Voluntary Health Associations & Medical Disciplines
Z	Unknown

Target Classifications

Animal-Related

Animal Protection & Welfare	Shelters & Rescues
Bird Sanctuaries	Wildlife Preservation & Protection
Fisheries Resources	Wildlife Refuges
Humane Societies	Zoo's
Protection of Endangered Species	

Arts, Culture & Humanities

Arboreta	Dance Groups
Associations & Societies	Historical Organizations
Aquariums	Historical Societies & Preservation
Arts Education & Schools	Humanities
Arts & Humanities Councils & Agencies	Museums
Ballet	Music Centers
Bands & Ensembles	Opera
Botanic Gardens & Horticultural Services	Performing Arts Centers & Schools
Commemorative Events	Singing & Choral Groups
Community Arts Centers & Celebrations	Symphony Orchestras
Cultural & Ethnic Awareness	Theaters

Employment-Related

Employment Preparation & Procurement	Job Training & Assistance
Vocational Counseling	

Environmental Protection & Beautification

Land & Natural Resources Conservation	Watersheds, Water Resources
Environmental Education	Wetlands Conservation
Forest Conservation	

Food & Nutrition

Food & Nutrition Programs	Soup Kitchens
Food Banks & Pantries	Meals on Wheels
Congregate Meals	

Foundations

Charitable Organizations	Private Foundations
Community Foundations	Public Foundations
Grant-Making Foundations	Religious Organizations
Fundraising Organizations	United Way

Target Classifications, Cont.

Clubs, Associations & Community Services

Adult Day Care	Junior League
Associations for Retarded Citizens (ARCs)	Membership Organizations
Business Leagues	Neighborhood Centers
Business & Citizenship Programs	Neighborhood Improvement Coalitions
Chambers of Commerce	Pregnancy Centers
Children and Youth Services	Preservation Organizations
Civic Organizations	Professional Societies & Organizations
Community & Neighborhood Development	Refugee Assistance Organizations
Community Actions Centers	Senior Centers
Community Centers	Senior Citizens Organizations
Community Coalitions & Advocacy	Service Clubs for Men and Women
Community Service Clubs	Service Leagues
Crisis Centers	Social Clubs

Clubs, Associations & Community Services (continued)

Emergency Assistance	Support Groups
Employee Training Programs	Temporary Relief
Ethnic & Immigrant Centers & Services	Thrift Stores
Family Services	Trade Associations
Fraternal Organizations	Urban League
Garden Clubs	Veterans & Military Organizations
Goodwill Organizations	Victims Services
Health & Safety Councils	Volunteers of America
Hearing & Visually Impaired Centers	Women's Centers
Human Service Organizations	Women's Crisis Centers

Target Classifications, Cont.

Counseling & Treatment Services	
Addiction Counseling – Alcohol, Drug, Smoking, Self-Help, etc.	Grief Counseling
Addiction Treatment Centers – Alcohol, Drug, etc. (Post Detox)	Hearing & Visually Impaired Services
Adult & Child Abuse Counseling & Treatment	Marriage Counseling
Behavioral Treatment	Mental Health Counseling & Services
Career & Vocational Counseling	Pastoral Counseling
Child & Family Services	Rape Counseling
Counseling Programs	Rehabilitation for Mentally Retarded and Developmentally Disabled
Disability Day Centers & Services	Single Parent Help
Divorce Counseling	Stress & Anxiety Counseling/Management
Family Counseling	Youth Counseling

Religious-Related	
Convents	Monasteries
Missions & Ministries	Retreat Facilities

Shelter	
Emergency Shelters	Housing Support
Group Homes	Rescue Missions
Homeless Shelters	Respite Homes & Care
Homes for Children & Adolescents	Safehouses & Abused Victims Refuge
Homes for the Developmentally Disabled	Supportive Housing
Housing Search Assistance	Temporary & Transitional Housing

Sports, Recreation & Youth	
Boys & Girls Clubs	Recreational Centers
Boy & Girl Scouts	Swim Clubs
Camp Fire USA	Tennis & Racquetball Clubs
Camps	YMCAs, YWCAs, YMHAs, & YWHAs
Community Centers	Yoga Studios
Dance & Pilates Studios	Youth Centers
Fitness Centers	Youth Community Service Clubs
Health & Athletic Clubs	Youth Development Programs
Martial Arts Studios	

Target Classifications, Cont.

Education	
Adult Education	Language Schools
Alumni Associations	Latch Key
Art Schools	Leadership Development
Bible Schools	Learning Centers & Organizations
Charter Schools	Libraries (Public and Private)
Clerical Schools	Montessori Schools
College Preparatory Schools	Music Schools
Community Colleges	Nursery Schools
Computer Training	Parent & Teacher Groups
Correspondence	Pre-Schools
Culinary Schools	Private Schools (Religious, Non-Religious)
Dance Schools	Remedial Reading Programs
Daycares	Secondary Schools (Private)
Divinity Schools	Schools for Mentally Retarded and Developmentally Disabled
Drama Schools	Schools for Hearing & Visually Impaired

Early Childhood	Seminaries
Education Research Programs	Skill Training Centers
Elementary Schools (Private)	Special Education Institutions
Film Schools	Student Services & Organizations
Fine Arts Schools	Scholarship/Financial Aid Fund Raising
Finishing Schools	Technical Institutions & Trade Schools
Head Start Centers	Test Preparation & Tutoring
Junior Colleges	Vocational Schools
Kindergarten	

Trigger Words/Ineligible

- Adoption or Foster Placement and/or Foster Homes
- Construction or Property Repair
- Crisis Intervention/Hotline
- Halfway Houses Involving: Lock-Down Facilities or Serving Violent or Sexual Offenders
- Housing Subject to HUD Inspection
- Labor Unions, Lobbying, Rallying, Protesting
- Legal or Financial Services (ex. Free Legal Advice, Tax Preparation, etc)
- Medical, Dental, Mental Health or Psychotherapy Services Direct Care
- Unsupervised In-Home Services (ex. Intervention, Tutoring, etc)
- Unsupervised One-on-One Mentoring/Tutoring
- Vacant Buildings

Identifying Target Classifications

A complete list of eligible categories and classes can be found on GuideLink



Quick Links
Ad Specialties Store
Commercial Policy Rater (CPR)
Directories
GuideLink Site Features Overview
GuideOne Center for Risk Management
Marketing Resource Center
Personal Lines Rater (PLR)
Technology Services (Help Desk)

[Commercial Lines Resources Home](#)

Nonprofit and Human Services

This page is your resource for writing Nonprofit and Human Services insurance for a broader group of organizations in this area. Initially we are targeting 26 categories and will expand that in the coming years.

Full List of Nonprofit Categories and Classes

Full List of [Nonprofit Categories and Classes](#) GuideOne is open to writing in and classifying nonprofits

Marketing Materials

- [Nonprofit & Human Services Brochure](#)

GuideOne Insurance			
Eligible NTEE Codes for Nonprofit and Human Services			
Category (Sub-Niche)/Class	NTEE	Category (Sub-Niche)/Class	NTEE
Repeating Classes for all Categories (A - Y)			
Alliances & Advocacy	01	Single Organization Support	11
Management & Technical Assistance	02	Fund Raising & Fund Distribution	12
Professional Societies & Associations	03	Support N.E.C.	19
Research Institutes & Public Policy Analysis	05		
(A) Arts, Culture, Humanities			
Arts & Culture	A20	Dance	A62
Cultural & Ethnic Awareness	A23	Ballet	A63
Folk Arts	A24	Theater	A65
Arts Education	A25	Music	A68
Arts & Humanities Councils & Agencies	A26	Symphony Orchestras	A69
Community Celebrations	A27	Opera	A6A
Museums	A30	Singing & Choral Groups	A6B
Art Museums	A51	Bands & Ensembles	A6C
Children's Museums	A52	Performing Arts Schools	A6E
Folk Arts Museums	A53	Humanities	A70
History Museums	A54	Historical Organizations	A80
Natural History & Natural Science Museums	A56	Historical Societies & Historic Preservation	A82
Science & Technology Museums	A57	Commemorative Events	A84
Performing Arts	A60	Arts Services	A90
Performing Arts Centers	A61	Arts, Culture & Humanities N.E.C.	A99
(B) Education			
Adult Education	B60	Educational Services	B90
Libraries	B70	Remedial Reading & Encouragement	B92
Student Services	B80	Parent & Teacher Groups	B94
Scholarships & Student Financial Aid	B82	Education N.E.C.	B99
Alumni Associations	B84		
(C) Environment (includes Protection/Beautification)			
Natural Resources Conservation & Protection	C30	Botanical Gardens & Arboreta	C41
Water Resources, Wetlands Conservation & Management	C32	Garden Clubs	C42
Land Resources Conservation	C34	Environmental Beautification	C50
Forest Conservation	C36	Environmental Education	C60
Botanical, Horticultural & Landscape Services	C40	Environment N.E.C.	C99
(D) Animal-Related			
Animal Protection & Welfare	D20	Fisheries Resources	D33
Wildlife Preservation & Protection	D30	Wildlife Sanctuaries	D34
Protection of Endangered Species	D31	Animal Services N.E.C.	D60
Bird Sanctuaries	D32	Animal-Related N.E.C.	D99
(E) Health Care			
Patient & Family Support	E80		
(F) Mental Health & Crisis Intervention			
Hot Lines & Crisis Intervention	F40	Gambling Addiction	F54
Sexual Assault Services	F42	Counseling	F60
Addictive Disorders N.E.C.	F50	Mental Health Associations	F80
Smoking Addiction	F52	Mental Health & Crisis Intervention N.E.C.	F99
Eating Disorders & Addictions	F53		
(G) Voluntary Health Associations & Medical Disciplines			
Voluntary Health Associations & Medical Disciplines N.E.C.	G99		
(H) Medical Research			
Medical Research N.E.C.	H99		
(I) Crime & Legal-Related			
Youth Violence Prevention	I21	Spouse Abuse Prevention	I71

Common GL Class Codes

GL Description	Code	GL Rating Base	GL Base Description
Adult Day Care	40005	1	Each
Apartments	60010	1	Each unit
Apartments Building-Garden	60011	1	Each unit
Apt. Bldg/Hotels-Time share less 4 stories	60012	1	Each unit
Apt. Bldg/Hotels-Time share less 4 stories greater 4	60016	1	Each unit
Art Galleries	10066	1000	Sales
Athletic Games by Ins. NFP	40061	1	Each
Athletic Programs	40067	1	Each
Bingo in Public areas	40075	1000	Admissions
Bld/Premise Lessor Risk-Maintained by Risk	61218	1000	Area
Bldg/Premise Lessor Risk Only	61216	1000	Area
Boarding or Rooming Houses	61000	1	Each unit
Bookstore	10205	1000	Sales
Boy/Girl Scout Council	41001	1	Each member
Camps NFP	41422	1	camper days
Cater/Meals on Wheels	11039	1000	Sales
Cemeteries NFP	41604	1	Each
Churches	41650	1000	Area
Clubs No building owned	41670	1	Each member
Clubs-Civic/Social Owned Bldg	41668	1000	Area
Community Recreation/no govt.	41678	1000	Area
Concessionaires	11168	1000	Sales

Consultants	41677	1000	Payroll
Corporal Punishment-See Schools	*47469		
Daycare Center	41716	1	# children
Distributors/Food or Drink	12361	1000	Sales
Dwelling 2 family lessor risk	63011	1	Each
Dwelling 3 family lessor risk	63012	1	Each
Dwelling 4 family lessor risk	63013	1	Each
Dwelling-1 family lessor risk	63010	1	Each
Employment Agency	43200	1000	Area
Food pantry/groceries	13670	1000	Sales
Fruit/Veg Distribution	13112	1000	Sales
Gift Shops NP	13507	1000	Sales
Grandstands or Bleachers	44194	1	Each
Grocery Stores	13673	1000	Sales
Halls NFP	44277	1000	Area
Health Care Facility-Alcohol/drug	44428	1000	Area
Health Care Facility-Other than Mental	44430	1000	Sales
Health Care -Home for the Aged	44432	1000	Sales
Health Care-Homes for Handicapped/Orphans	44434	1000	Area
Health or Exercise Club	44315	1000	Sales
Heath Care Facility Outpatient Clinic	44440	1000	Area
Kennels	45450	1	Each

Successful Nonprofit submissions

Recent hit list

- **Senior Center** – Package, auto, umbrella and workers comp
\$ Total premium 16,000
- **Vocational training for developmentally disabled**
Package, auto, and umbrella
\$ Total premium 18,000
- **Food Pantry** – package
\$ Total premium 2,500
- **Foundation** – package
\$ Total premium 1,000
- **Thrift store** – package, auto, workers comp
\$ Total premium 8,000
- **Daycare/headstart** – package
\$ Total premium 105,000
- **Performing arts theatre** – package
\$ Total premium 8,000

* Church Telemarketing

Results

- Appointments Scheduled: 315
- Appointments Retained: 281
- Appointment Retention: 89%
- Monthly Average: 21
- Accounts Written: 34
- Close Ratio: 12%
- NWP: \$281,136
- Average Premium: \$9,434