



ANNUAL REPORT

2025

Bob Birman, President
April, 2026

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2025 SILA Foundation President's Message



By every measure, 2025 was another tremendously successful year for our SILA Foundation. New Orleans was a great host city for the SILA National Education Conference. The conference is an ideal forum to visit with old friends, colleagues and of course the opportunity to make many new connections. Our annual cornhole fundraising tournament held during the conference was again a great success, a wonderful evening was had by all.

In alignment with our mission, key focus areas in 2025 were the awarding of post-secondary scholarships to deserving students majoring in financial services, the delivery of educational courses targeted to individuals within the financial services industry, and the awarding of footprint grants to local charities within the city in which the SILA Conference is held.

We are pleased to report that we had an outstanding year meeting these focus areas. In 2025, we increased the award level of individual scholarships by 20%, enabling us to issue 12 \$1,500 scholarships. We ended the year by selecting two local charities to be recipients of our Footprint Project, each receiving a \$1,500 grant.

As the **public** outreach arm of the Securities & Insurance Licensing Association, Inc. (SILA), the foundation exists to provide resources and education to financial services professionals. In 2025, we had 481 students enroll in our online courses, 169 students enroll in our annual virtual classes, and 1,760 students attend our webinars, which focus on topics important to professional development and financial industry knowledge. And through our Certification Program, we were able to offer 90 low-cost, customizable insurance- and securities-related online course options, making them an excellent choice for both individual learning and company training programs.

Nothing we do would be possible without our wonderful donors. We thank both our individual and corporate donors who believe in and support our mission. To us, it doesn't matter if you have been giving for years or just started, or if you give us \$10 or \$10,000, each one of our financial supporters make the SILA Foundation mission possible.

As we turn the page to 2026, we look forward to another tremendously successful year. Our popular cornhole tournament fundraising event will again take place at the SILA National Education Conference. Tournament corporate sponsorship opportunities will be released in July, with online team sign-up opening October 1st. In addition to our strong monthly webinar line up, August will also mark the return of our popular instructor-led virtual classes. Class enrollment opens May 1st. Watch your inbox or follow us on social media for updates.

I want to reaffirm the commitment of the SILA Foundation Board of Trustees and the SILA Foundation Finance Committee to carefully evaluate every decision made, so that we continue to be good stewards of the contributions entrusted to us by our corporate and individual donors, ensuring that the foundation remains financially secure.

In closing, I want to acknowledge the visionary leader John Humphries (former SILA, Inc. president and the first SILA Foundation president) whose vision it was to establish this foundation in 2012. He laid the groundwork for the tremendous success that we enjoy today. Thank you, John.

I also want to acknowledge the incredibly talented foundation board and our committees. None of our accomplishments would be possible without the dedication of these board members and committees, who work tirelessly to develop new ideas and strategies to fulfill our mission.

I look forward to seeing everyone in October at the 2026 SILA National Education Conference in the Windy City, Chicago, Illinois.

For more information about our programs or to learn more about the SILA Foundation, I invite you to visit our website: www.silafoundation.org.



Bob Birman
President, SILA Foundation

SILA Foundation

Educational Forums for Financial Services

The SILA Foundation is a 501(c)(3) nonprofit organization created with a single goal in mind – to educate more individuals within the financial services industry with focus on the insurance licensing and securities professionals.

The SILA Foundation is built around seven core fundamentals:

SERVICE

Provide the necessary tools, knowledge, and opportunities to individuals and organizations to excel within the financial services industry public.

GROWTH

Aim to improve skills and career potential, as well as strengthening the workforce to assure a positive future for the financial services industry public.

OUTREACH

Represent collective actions of all parties to enhance the skills and lives of those we serve.

SCHOLARSHIPS

Provide financial support to encourage deserving financial services career focused college students.

GRANTS

Provide financial support to like-minded nonprofit organizations to help enhance the value of “people helping people.”

EDUCATION

Provide the financial services industry with public education through forums such as instructor-led classes, online courses, and free webinars; as well as our industry driven, nationally recognized, task-based certification program which allows customized learning experiences, designed with seasoned staff members and new associates in mind.



We invite you to click the thumbnail below to learn more about the SILA Foundation.





Why a

SILA Foundation

Our sister organization, SILA, actively supports the growth and expansion of the SILA Foundation to extend meaningful charitable services beyond its core membership. Through modest allocations of accumulated surplus, the foundation delivers targeted support to strengthen the long-term vitality of the licensing and registration community within the financial services industry.

The foundation operates as an independent 501(c)(3) public charity, separate and distinct from SILA.

The SILA Foundation directs its services and contributions to SILA-related organizations and communities, including educational institutions, selected public charities, nonprofit organizations, and individuals. For example, the foundation will:

- Offer scholarships to the public to encourage and prepare them for a career in the financial services industry
- Administer grants to members for attending the annual education conference
- Award other grants in response to particular event-driven community needs
- Administer and deliver a broad range of SILA training classes/courses
- Establish a self-sustaining endowment fund
- Work cooperatively with SILA on key joint projects

By supporting the work of the foundation, SILA and its members potentially gain numerous direct and indirect benefits including:

- Obtaining an avenue for making tax deductible contributions that support the growth of career opportunities in securities and insurance licensing
- Helping to ensure a steady stream of well-qualified, new candidates who will pursue a career in licensing within financial services
- Receiving a means to help safeguard the vitality of SILA, its membership, and its influence and role within the financial services industry
- Expanding their reach beyond just the SILA membership as a means of “giving back”
- Providing financial support and training within targeted local communities to educational institutions and to deserving individuals
- Enabling SILA to serve in partnership with carriers, brokers, regulators and service providers in their own charitable endeavors as well as providing training for their staffs

In addition to working closely with SILA, the foundation will seek contributions and grants from the financial services industry and its executives, from individual members, and from other charitable organizations.

The foundation is committed to being an extremely efficient organization where almost all contributions will in turn be deployed directly in support of its mission.



Success

with New and Existing Programs

GRANTS

The Outreach & Events Committee nominates local non-profit organizations in the city hosting the SILA National Education Conference to be chosen to be awarded a \$1,500 check through our Footprint Program each year. In 2025, New Orleans' local nonprofits Lighthouse Louisiana, which empowers the disabled through employment advocacy, and Reconcile New Orleans, which provides young adults with workforce development and training, were both chosen as recipients of this grant.

FUNDRAISING

The "License to Throw" Cornhole Tournament was our primary fundraising event in 2025. As the teams faced off, spectators participated in an interactive costume contest where attendees picked the winners, they line-danced, and they tested their skills at axe throwing, golf putting, and the Hail Mary Challenge, which earned one lucky person \$100!

WEBINARS

Almost 1,800 attendees benefited from our monthly webinars in 2025, with a growing total of 13,122 attendees to date. Producer background screening trends kicked off the year again. Other topics tackled in 2025 included pet insurance, entity licensing best practices, best practices in continuing education, and the evolution of adjuster licensing. We provided an update on AI in the regulatory market in the insurance industry, and we welcomed the outgoing NASAA President for our 4th Annual Fireside Chat.





SILA Foundation

Grants

FOOTPRINT PROJECT

- 2012: DenverGives (Denver, CO)
- 2013: The Ben Bragg Memorial Scholarship (New Orleans, LA)
- 2014: Working Wardrobes (Anaheim, CA)
- 2015: Martha O'Bryan Center (Nashville, TN)
- 2016: Brighton Center (San Antonio, TX)
- 2017: Elevate Orlando (Orlando, FL)
- 2018: Indy Reads (Indianapolis, IN)
- 2019: Reality Changers (San Diego, CA)
- 2021: Beyond Literacy (Philadelphia, PA)
- 2022: Page Ahead (Seattle, WA)
- 2023: Bookleggers Library (Miami, FL)
- 2024: Girls Rising (San Diego, CA)
- 2024: SDUSD College & Career Training Program (San Diego, CA)
- 2025: Lighthouse Louisiana (New Orleans, LA)
- 2025: Reconcile New Orleans (New Orleans, LA)

STUDENT LOAN REPAYMENT

- 2021: Brittani Hanna

SILA Foundation Dashboard

Financial Statements

Bank Balances at:	2025		2024		2023		2022	
Chase Checking	\$72,565.92		\$116,582.40		\$110,650.38		\$94,732.01	
First Internet Bank – Development Fund	\$41,953.21		\$38,993.16		\$32,816.30		\$30,953.64	
First Internet Bank – Business CD	\$51,614.40		\$0.00		\$0.00		\$0.00	
PayPal	\$0.00		\$0.00		\$0.00		\$0.00	
Other (Venmo)	\$0.00		\$0.00		\$0.00		\$0.00	
Total	\$166,133.53		\$155,575.56		\$143,466.68		\$125,685.65	
Accounts Receivable		\$300.00		\$0.00		\$6,480.00		\$2,500.00
	2025 YTD		2024 YTD		2023 YTD		2022 YTD	
FUNDRAISING	No.	Amt.	No.	Amt.	No.	Amt.	No.	Amt.
Raffle	0	\$0.00	0	\$0.00	0	\$0.00	1,760	\$3,410.00
Cornhole Fundraiser	NA	\$42,729.12	NA	\$47,713.11	NA	\$41,180.00	NA	\$39,775.00
Miscellaneous Donations (Benevity/Blackbaud/AOL, etc.)	8	\$610.12	5	\$418.71	17	\$443.36	5	\$297.95
Individual Donations	51	\$3,362.02	74	\$4,176.80	85	\$4,359.91	74	\$2,480.66
Corporate Donations	2	\$1,300.00	3	\$6,200.00	5	\$8,300.00	20	\$10,301.00
Interest	22	\$3,507.12	12	\$1,836.20	14	\$1,162.66	10	\$415.31
Classes (Virtual)	175	\$33,069.80	111	\$19,178.00	153	\$23,869.08	51	\$10,428.00
Courses (Online)	480	\$14,400.00	427	\$13,080.00	707	\$17,340.00	439	\$11,310.00
SILA, Inc. Donor	1	\$18,242.00	1	\$9,000.00	1	\$10,000.00	1	\$8,727.45
Total Income	739	\$117,220.18	633	\$101,602.82	982	\$106,655.01	2,360	\$87,145.37
EXPENSES								
Awards & Scholarships		\$19,875.00		\$17,000.00		\$12,500.00		\$11,000.00
Education Programs Exp.		\$800.00		\$1,032.24		\$942.65		\$4,273.06
Management Fees		\$41,967.25		\$39,715.84		\$37,810.55		\$35,610.62
Facilities & Insurance		\$1,038.00		\$1,008.00		\$979.00		\$951.00
Professional Fees		\$8,328.66		\$6,308.07		\$6,711.50		\$8,220.61
Other Expenses		\$33,176.01		\$31,202.02		\$26,008.01		\$23,592.49
Other Current Liabilities		\$0.00		\$0.00		\$0.00		\$0.00
Total Expenses		\$105,184.92		\$96,266.17		\$84,951.71		\$83,647.78
Net Income (Loss)		\$12,035.26		\$5,336.65		\$21,703.30		\$3,497.59



SILA Foundation Dashboard

Donations

The foundation received numerous donations at various levels in 2025

Development/Fundraising CORPORATE DONOR ACTIVITY:	2022	2023	2024	2025
Vertafore submitted \$5,000 (2015-2020), \$5750 (2021, 2022), \$6000 (2023), \$6500 (2024, 2025)	\$5,750.00	\$6,000.00	\$6,500.00	\$6,500.00
NIPR submitted \$2500 (2020), \$5000 (2013-2019, 2021-2023), \$6500 (2024), \$5000 (2025)	\$5,000.00	\$5,000.00	\$6,500.00	\$5,000.00
RegEd submitted \$5000 (2016-2025)	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00
Rhoads Online Institute submitted \$2500 (2019), \$5000 (2021-2025)	\$5,000.00	\$5,000.00	\$5,000.00	\$5,000.00
ReSource Pro Compliance submitted \$500 (2021), \$750 (2022), \$1000 (2018, 2023, 2024), \$1500 (2019), \$3500 (2025)	\$750.00	\$1,000.00	\$1,000.00	\$3,500.00
NAIC-SBS submitted \$1000 (2018), \$1500 (2019), \$2250 (2021-2023), \$2500 (2024, 2025)	\$2,250.00	\$2,250.00	\$2,500.00	\$2,500.00
PearsonVue submitted \$1750 (2023), \$2500 (2021, 2022, 2024, 2025), \$3500 (2019)	\$2,500.00	\$1,750.00	\$2,500.00	\$2,500.00
Primerica submitted \$1000 (2014, 2019), \$1500 (2022-2025)	\$1,500.00	\$1,500.00	\$1,500.00	\$1,500.00
Greenberg Traurig submitted \$500 (2015, 2022), \$1000 (2016-2018, 2024, 2025), \$1500 (2021-2023), \$2000 (2020)	\$1,500.00	\$1,500.00	\$1,000.00	\$1,000.00
PSI Services submitted \$1000 (2017, 2023-2025), \$1500 (2019), \$2500 (2021)		\$1,000.00	\$1,000.00	\$1,000.00
NoMoreForms powered by aINSIGHT submitted \$500 (2021-2023), \$1000 (2024, 2025)	\$500.00	\$500.00	\$1,000.00	\$1,000.00
CBIZ submitted \$1000 (2025)				\$1,000.00
WebCE submitted \$500 (2024), \$1000 (2023), \$750 (2025)		\$1,000.00	\$500.00	\$750.00
Physicians Mutual submitted \$200 (2020), \$300 (2021-2023, 2025), \$500 (2019), \$1000 (2015-2018)	\$300.00	\$300.00		\$300.00
Patten Training & Review submitted \$40 (2019), \$100 (2021, 2023), \$200 (2024, 2025), \$500 (2022),	\$500.00	\$100.00	\$200.00	\$200.00
Asurion submitted \$5000 (2015-2024)	\$5,000.00	\$5,000.00	\$5,000.00	
MCO (MyComplianceOffice) submitted \$3500 (2024)			\$3,500.00	
AdjusterPro submitted \$750 (2021, 2024), \$1000 (2018), \$1500 (2019, 2023)		\$1,500.00	\$750.00	
AXIS submitted \$500 (2018-2023), \$750 (2024)	\$500.00	\$500.00	\$750.00	
3H Compliance Group submitted \$750 (2024)			\$750.00	
AgentSync submitted \$500 (2021, 2022), \$1500 (2023)	\$500.00	\$1,500.00		
AFLAC submitted \$750 (2022, 2023), \$1000 (2021), \$2500 (2016-2020)	\$750.00	\$750.00		
A.D. Banker & Company submitted \$500 (2017, 2019, 2022, 2023), \$750 (2021), \$1000 (2020)	\$500.00	\$500.00		
Total	\$42,050.00	\$41,650.00	\$44,950.00	\$36,750.00





The 2025 SILA Foundation Board Members

PRESIDENT

Nikki Brown

SECRETARY

Stephanie Rustad

TREASURER

Donna Robinson

**TRUSTEE, COMMUNICATIONS &
PUBLIC RELATIONS**

Ann Robinson

TRUSTEE, COMPLIANCE

Margie Webber

TRUSTEE, DEVELOPMENT

Dan Kolakowski

PAST-PRESIDENT

Vacant

TRUSTEE, EDUCATION

Julie Mendel

**TRUSTEE, REGULATORY &
ORGANIZATIONAL RELATIONS**

Fred Karlinsky

TRUSTEE, SCHOLARSHIPS & GRANTS

Susan Durbin

TRUSTEE, SILA RELATIONS

Sherri Coleman

EXECUTIVE DIRECTOR

Mary Ellen Hammack



Introducing the 2026 SILA Foundation Board Members

PRESIDENT

Bob Birman

SECRETARY

Stephanie Rustad

TREASURER

Donna Robinson

**TRUSTEE, COMMUNICATIONS &
PUBLIC RELATIONS**

Michelle Covert

TRUSTEE, COMPLIANCE

Margie Webber

TRUSTEE, DEVELOPMENT

Dan Kolakowski

PAST-PRESIDENT

Nikki Brown

TRUSTEE, EDUCATION

Julie Mendel

**TRUSTEE, REGULATORY &
ORGANIZATIONAL RELATIONS**

Fred Karlinsky

TRUSTEE, SCHOLARSHIPS & GRANTS

Rachel Chester

TRUSTEE, SILA RELATIONS

Sherri Coleman

EXECUTIVE DIRECTOR

Mary Ellen Hammack



2013-2025 SILA Foundation Scholarship Winners

2013 Emily B. ▪ Jessica D. ▪ Christina G. ▪ Karis J. ▪ Eric L. ▪ Anthony M. ▪ Laura N. ▪ Trevor O. Courtney O. ▪ Jessica S.

2014 Amanda A. ▪ Malinda B. ▪ Antor C. ▪ Freddy C. ▪ Spencer F. ▪ Fatou J. ▪ Alexander O. Courtney O. ▪ Luke T. ▪ Laura V.

2015 Brianna G. ▪ Ejanae H. ▪ Blaise M. ▪ Kimberlie R. ▪ Jessie R. ▪ Donna S. ▪ Parker S. Rylee S. ▪ Katherine V. ▪ Emily W.

2016 Emily R. ▪ Albert A. ▪ Emily B. ▪ Marielle A. ▪ Mark M. ▪ Raymond B. ▪ Hannah C. Beau V. ▪ Olivia F. ▪ Jennifer Y.

2017 Kayla A. ▪ Zhishan L. ▪ Marcus V. ▪ Giovanni B. ▪ Abby M. ▪ Albert A. ▪ Emma V. Kaiti-Lynn Z. ▪ Sarah A. ▪ Marcus K.

2018 Quinn D. ▪ Abigail E. ▪ Kaylee H. ▪ Lilia Sweet K. ▪ Brooke B. ▪ Danielle E. ▪ Victor G. Madeline G. ▪ Kennedy H. ▪ Neha I.

2019 Harmony G. ▪ Constance P. ▪ Alexander V. ▪ Alyssa B. ▪ Cam'Ryn R. ▪ Traci R. ▪ Kevin Q. Norah G. ▪ Paul K. ▪ Vanessa

2020 Marcus L. ▪ Mackenzie J. ▪ Gabriela K. ▪ Aliayah V. ▪ Norma G.

2021 Julie B. ▪ Carolyn V. ▪ Emily B. ▪ Hope S. ▪ Myranda C. ▪ Angel H. ▪ Marcus L. ▪ Darren B. Abbygayle F. ▪ Jack R.

2022 Anjaly N. ▪ Casie L. ▪ Claire T. ▪ Darren D. ▪ Fiona S. ▪ Irma C. ▪ Jacob H. ▪ Lauryn S. Sean G. ▪ Vanessa V.

2023 Aniket S. ▪ Cole G. ▪ Connor T. ▪ Devon W. ▪ Eli J. ▪ Emma A. ▪ Fiona S. ▪ Macy C. Michelle M. ▪ Rubena U. ▪ Tu N. ▪ Vincent O.

2024 Andrew A. ▪ Emmy M. ▪ Israa W. ▪ Khuu H. ▪ Macy C. ▪ Madison B. ▪ Mason S. Melisa M. ▪ Nicholas B. ▪ Owen S. ▪ Rubena U. ▪ Vinay U.

2025 Celeste O. ▪ Coen K. ▪ Ethan S. ▪ Givemore M. ▪ Hillary K. ▪ Jackson G. ▪ Macy C. ▪ Mia C. Sage H. ▪ Sam L. ▪ Steven S.

Reflecting on 2025





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FOUNDATION

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