

ISG Program Overview



ISG

INSURANCE
SPECIALTY
GROUP

Risk Appetite for General Liability

- **Acceptable CGL Risks:**
 - Single Family Residential, Custom & Tract Home Builders
 - Fee-Simple Multi-Family
 - Condominium: Typically written on Non-Admitted WRAP policies
 - Mixed Use: Commercial on 1st floor and Residential above
 - Apartments: Typically smaller projects under \$15M in costs
 - Limited Remodel / Renovation Exposure Acceptable
- **Building Size:** Up to \$50M of construction costs per structure & 10 stories or less

Practice Policies

- Multiple AM Best A rated carriers, offering both admitted & non-admitted paper
- Policy Form: ISO & Company Specific
- Policy Limits: Up to \$10M total available
- Defense Treatment: Admitted is Outside / Non-Admitted Inside or Outside depending on risk characteristics & location
- Retention: \$5,000 +
- Targeted Minimum Premium: \$10,000 +
- Subsidence Coverage for homes built during policy period
- No tract home exclusion
- No Faulty Work Exclusion or CG 2294
- Admitted States: AL, AZ, FL, GA, NM, OR, UT, WA
- Non-admitted practice policies can include extended products-completed operations through the applicable state statute

GL Project & Wrap Policies

- Multiple AM Best A-rated carriers
- Defense Treatment: Within the Limit of Liability
- Policy Term: Up to 3-year policy terms
- Provide Extended Products-Completed Operations for applicable Statute of Limitations
- Soft Minimum Premiums: Project \$25,000 & Wrap \$45,000
- Retention: \$10,000 - \$1M SIR, Per Occurrence
- Pay-As-You-Sell Reporting Options
- One policy can cover multiple scheduled projects

Follow-Form Excess General Liability

- ISG is writing supported follow-form excess policies only.
- Layers of \$2M xs \$3M and \$5M xs \$5M available, offering \$10M in total policy limits.
- \$25,000 MP for \$1M xs \$5M
- \$45,000 MP for \$5M xs \$5M

Risk Management

- Subcontractor agreements and sales/purchase agreements reviewed for all accounts
 - Sample agreement & contract wording can be provided by ISG
- Approved New Home Warranty required on all fee-simple or condominium units
 - 2-10 HBW Insurance-Backed or Builder-Backed Warranties
 - Bonded Builders Warranty Insurance-Backed or Builder-Backed Warranties
 - Approved In-House Warranty created & administered by the Builder (SB800 Approved)
- Retention increased to \$50,000 for homes sold without an approved warranty versus coverage being excluded.
- Peer review on risks with significant Multi-Family Construction
- Risk Assessments used on new Practice Policies over \$100,000 in annual premium
- Warranties are not required but are available for remodel, commercial or apartment work

Builders Risk Program

- Risk Appetite:
 - \$10M Per Structure on Admitted AXIS Paper (\$3M Per Structure in FL)
 - Up to 5-stories
 - Residential & Commercial Ground-Up Construction
 - Frame, Joisted Masonry & Masonry Noncombustible Construction
 - Florida Coastal Wind Available
- Policy Types:
 - Single-Shot with policy term up to 24-months - Can cover multiple structure within one project
 - New Starts Reporting with monthly reporting of starts
 - Standard Blanket for small or higher-risk accounts
 - Modified Blanket for production builders (Not Available in FL)
 - Pro-Rating of Annual Rate for each structure based on the number of months that it is covered by the policy
 - Blanket Coverage for all New Starts
 - Can cover Existing Inventory
- Can be written mono-line
- Deductibles from \$2,500 to \$25,000
- Online Rate/Quote/Bind Portal being developed

ISG Contact Information

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