



# Program Overview

2023



# Risk Appetite for General Liability

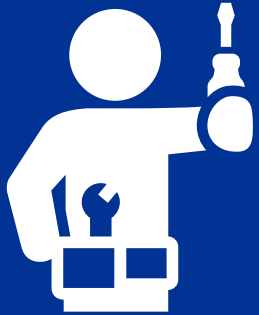


## Acceptable CGL Risks

- Single Family Residential, Custom & Tract Home Builders
- Fee-Simple Multi-Family
- Condominium: 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 \$35M of Construction Costs Per Structure & 8 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 \$15M 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,  
\$5M xs \$5M and \$5M xs  
\$10M available, offering  
\$15M in total policy limits.**

**\$25,000 MP for  
\$1M xs \$5M \$17,500**

**\$45,000 MP for  
\$5M xs \$5M \$60,000**

# 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 (Third Party Warranty Provider or Approved In-House Warranty)
  - Approved In-House Warranty created & administered by the Builder (SB800 Approved/CA)
- 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

# Builders Risk Program



## Risk Appetite

- \$15M Per Structure (\$3M Per Structure in FL)
- Up to 5-stories Targeting up to 4 buildings 2-4 story construction
- Residential & Commercial Ground-Up Construction
- Frame, Joisted Masonry & Masonry Noncombustible Construction
- Florida Coastal Wind Available



## Policy Types

- Single-Shot with policy term up to 30-months - Can cover multiple structures 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

# Contacts



## General Liability Underwriters

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