

GRIDIRON

PRODUCT GUIDE

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PROPERTY / GENERAL LIABILITY

NON/ADMITTED

PORTAL

<https://propertyondemand.gridironins.com>

STATES FOR NON-ADMITTED COMMERCIAL PROPERTY

TX, LA, MS, AL, FL, GA, SC, NC, NJ, NY

Director of Property - Luis Guillerme
luisg@gridironins.com

GUIDELINES FOR COMMERCIAL PROPERTY

CONSTRUCTION AGE

(Exceptions referred to UW for older construction)

- Target construction 1980 or newer
- Will consider older in Northeast, on Southeast with a Gut/Renovation
- Minimum occupancy rate of 65%
- Construction variable based on construction type

TARGET

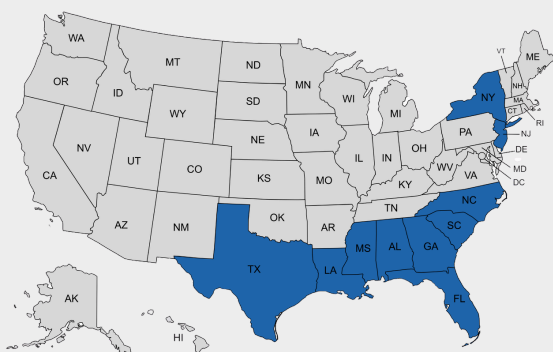
(Varies based on construction type)

- Minimum \$1 Million
- Up to \$10 Million based on risk quality

TOP CLASSES

(Exceptions referred to UW)

- Commercial Condos
- Government Buildings
- High End Restaurants, Well Known Franchises, Bistros (No Dive Bars)
- Hospitals, Urgent Cares, MD Now, Clinics, Dental Offices, Diagnostic Centers
- Office Buildings (50% minimum occupancy)
- Residential Condos (2000 or newer must have 75% owner occupancy or greater) \$5mm Max Limit (exceptions refer to UW)
- Schools, Day Cares (No converted Commercial Dwellings), Private, Charter, and Montessori
- Shopping Centers / Retail (65% minimum occupancy)
- Warehouses (contingent on acceptable occupancies – distributors, light, mfg., industrial)



WE OFFER

- Property with Wind
- AOP only
(excluding restaurants, residential condo associations)
- Commercial Packages :
 - General Liability (compatible with our Easy Excess Program)
 - Flood

OCCUPANCIES

- LRO
- Retail, shopping centers, & offices
- Government buildings
- Warehouses (light industrial)
- Commercial Condominiums

DISTANCE TO COAST

2 miles or more from tidal water in all states, except Texas (5 miles), Louisiana (25 miles) from tidal water.

PROPERTY

NON/ADMITTED

PORTAL

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RESTRICTIONS

- Assisted Living Facilities, Rehab & Recovery Centers, Nursing Homes
- Bowling Alleys
- Buildings on Historical Registries
- Car washes, Exterior property
- Churches, Synagogues, Mosques
- Dwelling Structures Both Residential and Commercial
- Fast Food Restaurants
- Food Manufacturing – including Meat, Poultry, Seafood Processing
- Gas Station, C – Stores, Cannabis Manufacturing/Processing
- Habitational Rentals (Apartments, Dwellings, Cottages, Multi-Family, Air BNB, VRBO, Co-Ops, etc.)
- Hotels/Motels
- High Hazard/ (Saw Mills, Electro Plating, Metal Mfg., Arc Welding, Oil & Gas, Recycling, Heavy Industrial Incomplete / Open Structures Including Wind – Canopies, Awnings, Playground, Pavilions, Overhangs)
- Mini-Storage/Self Storage Facilities
- Nightclubs, Late Night Lounges/Taverns, Adult Nightclubs
- Non-Combustible or Frame in Dade, Broward or Palm Beach (So FL)
- Pawn Shops
- PC 9 & 10
- Refrigerated or Temp Controlled Buildings
- Single Standing Dry Cleaning/Laundry Facilities
- Over 120 miles from the coast
- Vacant Buildings
- Scrap Metal, Auto Dismantling, Fertilizer & Flammable Storage
- HOA open structures, open property misc. non building structures

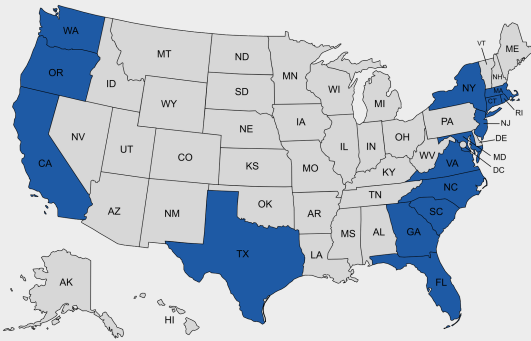
PRIVATE FLOOD

PORTAL

<https://floodondemand.azurewebsites.net>

ACTIVE FLOOD STATES

WA, OR, CA, TX, FL, GA, SC, NC, VA, DC,
MD, NJ, NY, CT, RI, MA



ACCEPTABLE CLASSES OF BUSINESS

- Commercial Buildings
- Apartment buildings / Complexes
- Residential Dwellings / High Value Homes
- Dwelling Schedules / Rental Dwellings
- Condo Associations
- Individual Condo Units

Underwriter - Justin Lussier
jlussier@gridironins.com

PRIVATE FLOOD GUIDELINES

FLOOD HIGHLIGHTS

- Primary or Excess Coverage
- Residential or Commercial Risks (No Occupancy Restrictions for Building coverage)
- Maximum 10-buildings per single-location
- \$10 million Coverage Limit available per single-building or single-location (Post-FIRM)
- Maximum \$5 million coverage limit on Pre-FIRM risks (single building/single-location)
- RCV up to Max Limit
- No Elevation Cert required to Quote, Bind, & Issue
- Multiple-Buildings & Multiple-Locations can be written on a single master-policy
- Business Income Available (max 10% of the property limit scheduled)
- Contents/BPP only coverage available
- No Waiting-Period for coverage to be effective
- \$750 MP

FLOOD RESTRICTIONS

- 1/4 Mile (0.25) minimum distance to tidal water
- 1/4 Mile (0.25) minimum distance to any FEMA designated Floodway
- V-zones; CBRA-zones, Barrier Island Locations
- Blanket Coverage Limits
- Builders Risk/Course of Construction exposures are NOT eligible
- Maximum Elevation Difference accepted is -2 feet to B.F.E
- Risks with prior flood losses are not eligible
- Maximum attachment \$20 million (RC value) per building/schedule

EXCESS LIABILITY

PORTAL

<https://easyexcess.gridironins.com/>

STATES FOR EXCESS LIABILITY

ALL STATES EXCEPT KY & NY

Underwriter - Stephanie Badiola
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EXCESS PRODUCT HIGHLIGHTS

- Timesaving “quote-bind-issue” online portal
- Over 400 available classes with competitive minimum premiums
- RLI / Mt. Hawley Non-Admitted paper – A+ XIV rating
- \$1M to \$5M in excess limits available
- Follow-form over General, Auto, Employer’s and Liquor liability
- No concurrency required
- Short-term options available online; 13-15 month option available via referral
- 30-day window to provide binding contingencies

UNDERLYING POLICY REQUIREMENTS

- AM Best rating of A – VII or better
- Standard CG0001 Occurrence form or equivalent. Some BOPs can be considered on a referral basis
- Minimum limits required:
 - GL --> \$1M/\$1M
 - AL --> \$1M CSL (Max of 10 power units)
 - EL --> \$500K/\$500K/\$500K
 - LL --> \$1M/\$1M

ALL CLASSES

- Gross receipts under \$10M
- No trucking, towing, delivery or livery
- No work in industrial, municipal or secured facilities
- No Oil & Gas / Marine exposures

CONTRACTING

- Target trade contractors and small remodeling G.C.’s
- Not a market for heavy exposure trades (Blasting, Pile Driving, etc..)
- Can Consider Sub-Contracting exposures
- Contracting not available in SC, NY, CO

HABITATIONAL

- Apartments and Condos - 100-unit max
- Limited to 3 stories in height
- No more than 15% occupancy of student housing, section 8 or elderly housing
- Will not entertain short-term, vacation, Airbnb or time share rentals

RESTAURANTS

- Liquor receipts must be under 50% of gross receipts
- Establishments that close before midnight
- No bouncers/security
- Liquor not available in AL, SC, VT

LRO/ RETAIL/ DISTRIBUTORS/ MANUFACTURERS

- Maximum 75,000 square footage for any one building
- No occupancies labeled as “P” or prohibited in our Class Code Guide are allowed
- Ability to underwrite risks which don’t fit “perfectly” in our online portal

INLAND MARINE

ADMITTED

PORTAL

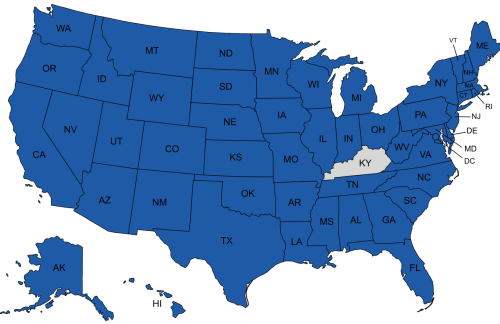
<https://inlandpro.gridironins.com/>

Please note if an exposure or potential account is not listed here as restricted or prohibited, please refer to your underwriter. We have a very broad appetite and can accommodate unusual risks. This is meant as a basic guide to our Inland Marine products.

Director of Inland Marine -Jeff Graceffo
jgraceffo@gridironins.com

INLAND MARINE HIGHLIGHTS

- \$800 MP
- Inland Pro – Quote/Bind/Issue online portal
- \$10 million max TIV though it differs by class/construction/etc.
- Broad term with coverage extensions
- Wind available in Tier 1 areas
- Multiple inland marine classes can be on the same policy
- Builder's Risk must be over 1 Mile from tidal water
- Medical Equipment – stationary or mobile
- Property 1980 and newer with a 75% Occupancy Required (Can consider older if fully updated)
- Ability to package property and IM exposures
- 15 different inland marine classes
 - Contractors Equipment
 - Builders Risk
 - Scheduled Property Floater
 - E.D.P
 - Bailees
 - Installation Floater
 - Warehouseman's Legal Liability
 - Fine Arts
 - Jeweler's Block
 - Communication Equipment
 - Mobile Medical Equipment
 - Motor Truck ; Contingent Cargo
 - Transportation Floater
 - Equipment Dealers



**unavailable in Kentucky*

CONTACTS BY REGION

West Region

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INLAND MARINE

NON/ADMITTED

Please note if an exposure or potential account is not listed here as restricted or prohibited, please refer to your underwriter. We have a very broad appetite and can accommodate unusual risks. This is meant as a basic guide to our Inland Marine products.

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jgraceffo@gridironins.com

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NON-ADMITTED INLAND MARINE

- Non admitted , E&S product
- Coverages available
 - Contractors Equipment
 - Builders Risk
 - Installation Floater
 - Scheduled Property Floaters
- \$2.5 million TIV max
- Mid-Term Builders Risk available
(X-wind in tier 1 & 2 and must have coverage since project inception)
- Equipment leased, rented, or borrowed from others
- Flexible coverage form

INLAND MARINE RESTRICTIONS

- Logging, Recycling, Tire Shredding, Scrap Metals, Cotton Pickers, Saw Mills and underground drills over 10"
- Severe Wildfire exposures
- 100% Unscheduled Equipment (must be combined with scheduled)
- Oil & Gas exposures
- Mid-term builders risk
- PC 9/10
- Difficult Agriculture equipment (pivots)
- New Venture MTC
- More than 20 power units
- Household goods (Movers & Storage)
- Barrier Islands or less than 1 mile to tidal water (X-Wind available)

NEW YORK CONTRACTORS

LOCATION

Primary operations need to be in NY.
We're able to consider an incidental amount in surrounding states.



CONTACTS

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President - Dave DeMott
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PRODUCT

- Broad CGL Coverage Form
- Includes labor law sub-limit of \$200,000 AGG / \$100,000 Occurrence with defense inside the limit
(Optional \$250,000 / \$250,000 limits are available)
- P.N.C. wording, WOS and per Project AGG available
- CG2037 / 2038 available
- Can consider some custom permitting language
- Coverage excluding action over is available

GUIDELINES

- Target risks with under \$5,000,000 in gross receipts
- No action over claims in last 5 years
- Not a market for 100% subcontracted exposures
- Composite rated on receipts
- Work in 5 boroughs is acceptable

CORE APPETITE

- Trade contractors
- Small remodel contractors
- Specialty Contractors

RECENTLY BOUND ACCOUNTS

- Drywall Contractor 1M in receipts - 40k
- HVAC contractor \$750k in receipts - 33k
- Restaurant Remodeling G.C. 2M of receipts - 90k

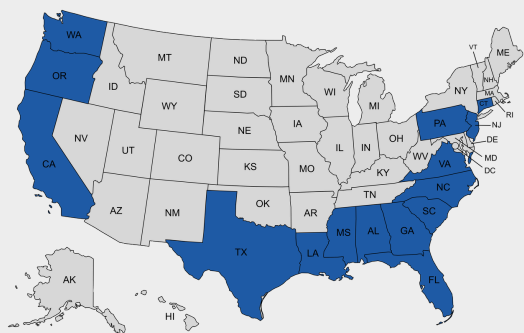
CONTRACTORS PLUS

PORTAL

<https://contractorsplus.azurewebsites.net/>

STATES OPEN-

WA, OR, CA, TX, LA, MS, AL, GA, FL, SC,
NC, VA, NJ, PA, CT



CONTACTS

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PRODUCT

- Offers quote, bind, and issue capabilities within minutes
- Hadron Specialty (Non-Admitted AM Best Rating A – VIII)
- CGL Broad Form Occurrence
- Minimum Premium of \$1,250
- Ability to package with IM (equipment)
- Focused on small to midsize artisan contractors
- Soft hammer clause for subcontractor coverage
- Ability to include WOS, PNC, and several different AI forms

GUIDELINES

- Target Risks with under \$5M in receipts
- Can consider subcontractor exposures with proper risk transfer (copy of the sub agreement)
- Form allows for up to 15 new residential starts per year
- Flexible coverage form
- Can consider work up to 6 feet below grade
- Not a market for Difficult trades (Roofing, Pile Driving, Shoring Underpinning)
- Not a market for oil/gas or Marine exposures

APPETITE

- Trade Contractors
- Small remodelers
- Specialty Trades

PROGRAM CONTACTS

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INLAND MARINE

Jeff Graceffo - Director of Inland Marine

Ryan Rogan - Underwriter

Andrew Barry - Jr. Underwriter

Parker Gainsburg - Underwriter Assistant

Adriana Garcia - Underwriter Assistant

Wes Neary - (West Coast) Underwriter Assistant

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PROPERTY & PRIVATE FLOOD

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PROGRAM CONTACTS

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ACCOUNTING

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Ryan Vlietstra - Staff Accountant

Peggy Vidal - Chief Financial Officer

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OPERATIONS

Jason Green - Chief Operating Officer

Claims

Loss Runs

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ONLINE PORTALS

PLEASE REACH OUT TO MARKETING IF YOU NEED ACCESS TO
ONE OR MORE OF THE PORTALS

Marketing Coordinator
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EASY EXCESS

<https://easyexcess.gridironins.com/>

INLANDPRO

<https://inlandpro.gridironins.com/>

PROPERTY ON DEMAND

<https://propertyondemand.gridironins.com>

FLOOD ON DEMAND

<https://floodondemand.azurewebsites.net>

CONTRACTORS PLUS

<https://contractorsplus.azurewebsites.net/>