



A Public Agency

SHOREWAY OPERATIONS AND CONTRACT MANAGEMENT



STAFF REPORT

To: SBWMA Board Members
 From: Hilary Gans, Operations & Contract Manager
 Date: May 25, 2017 Board of Directors Meeting
 Subject: Shoreway Operations and Fire Restoration Update

Recommendation

This staff report is for discussion purposes only and no formal action is requested of the Board of Directors.

Analysis

I. Fire Restoration & Insurance Update

SBWMA staff is overseeing the completion of a few remaining fire restoration projects and it is expected that the MRF fire restoration projects will be fully closed-out by the end of June - - **Table 1** below provides an overview of the fire restoration projects, their estimated cost, and current stage of development. The current balance of payments with Hanover Insurance is shown in **Table 2**.

Table 1. Fire Restoration Project Status			
#	Project	Stage	Amount
1	MRF Building roll up door replacement	Installing	\$70,000
2	MRF roof top smoke vent replacement	Installing	\$75,000
3	TS conveyor replacement	Parts In fabrication	\$200,000

Table 2. Insurance Balance of Payments	
Property claims submitted by SBWMA	\$7,025,412
Business Interruption claims submitted by SBWMA	\$1,371,285
Total Claim	\$8,396,697
Claims paid by Hanover	\$8,506,670
Current balance	Credit of \$109,973

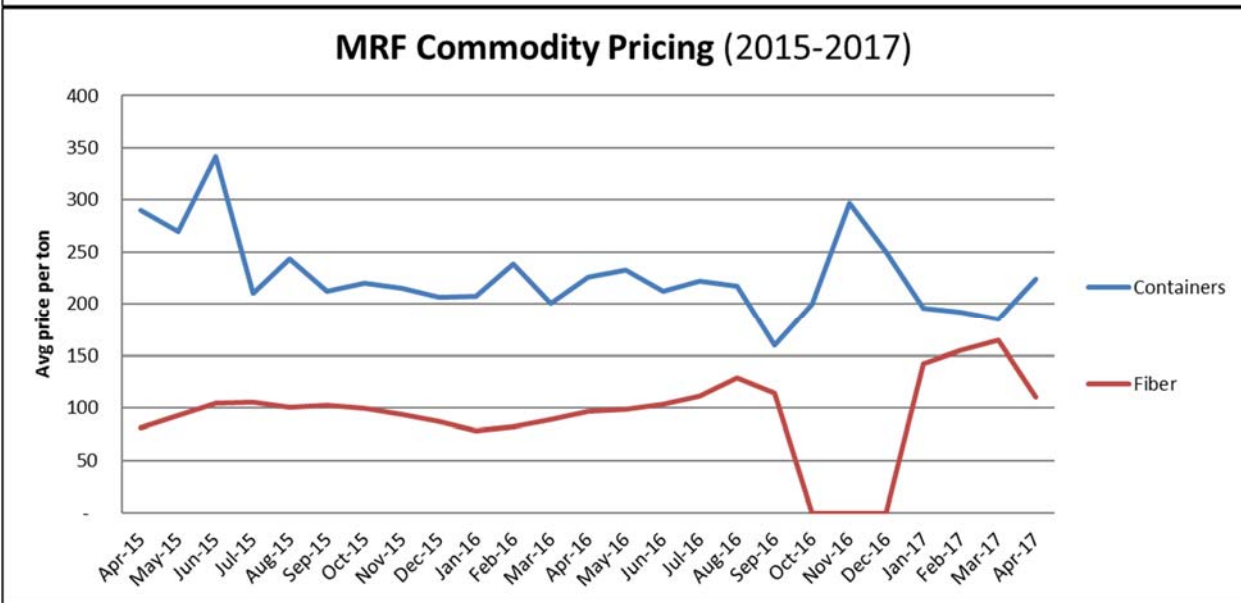
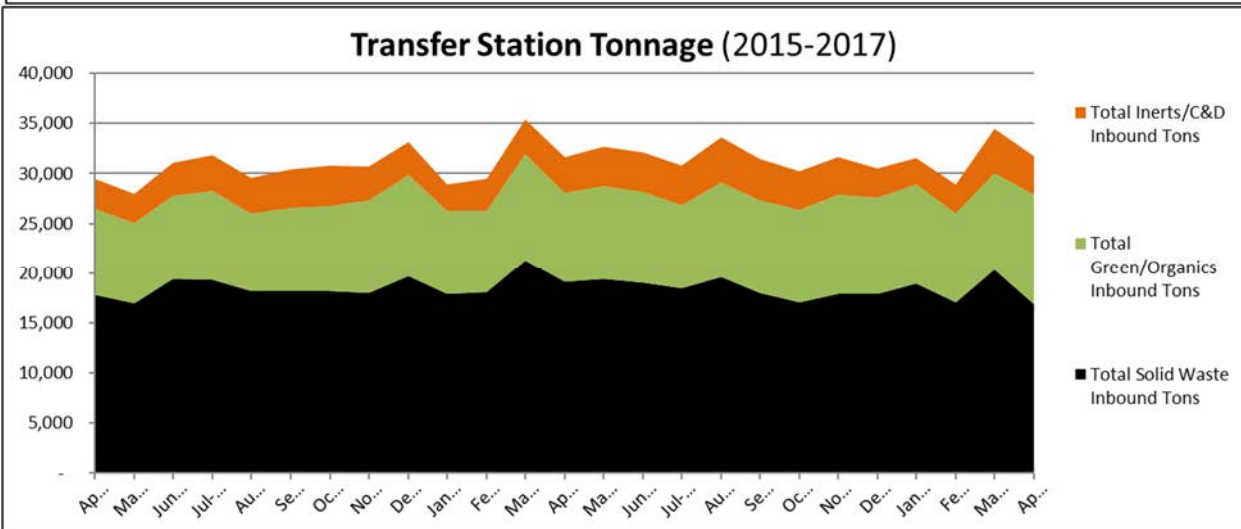
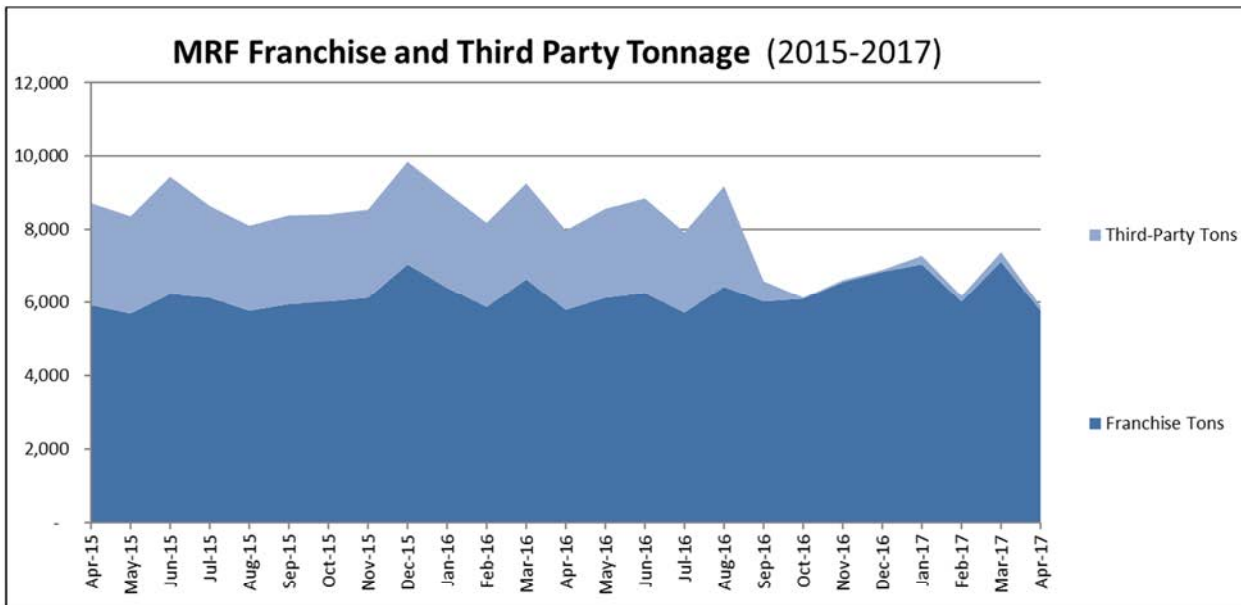
II. Shoreway Tonnage and Commodities (see Charts on following page)

Facility Tonnage

- As in prior year, tonnage in all categories trended up in March and down in April. C&D was up despite the tip fees increase implemented in January of 2017 of \$5 per ton.
- Recology discontinued delivery of third-party recyclables in September 2016 after the MRF fire.
- Recology started delivery of third-party material to the transfer station in 2017.
 - In the month of April non-franchise tonnage delivered by Recology totaled 583 tons.

Commodity Marketing

- Container pricing picked up in the month of April from its downward trend in Q-1.
- Fiber commodity pricing has dropped substantially in April from its upwards trend in Q-1, 2017 and continues to track lower compared to prior year.
- The FY17/18 Budget includes the lower fiber commodity pricing and revenues.





STAFF REPORT

To: SBWMA Board Members
From: Hilary Gans, Operations & Contracts Manager
Date: May 25, 2017 Board of Directors Meeting
Subject: Property Insurance Search Update - Presentation by John O'Neill, President of Risk Strategies Insurance Brokerage

Recommendation

This staff report is for discussion purposes and no formal action is requested at this time. Staff anticipates a proposed action item at the June Board meeting to accept new insurance coverage products in time for a new policy term beginning on July 1, 2017.

Summary

The SBWMA's Property insurance policy with Hanover Insurance expires in June 30, 2017 and, the company has provided notice that they will not be offering to renew insurance coverage for the buildings and equipment at Shoreway. Anticipating potential challenges to finding insurance coverage after the MRF and Transfer Station fires in September 2016, Risk Strategies in Burlingame, the SBWMA's insurance broker, has been conducting an extensive search and has preliminary results that it would like to share with the SBWMA Board. John O'Neill from Risk Strategies has provided a summary of his policy recommendations (see **Attachment A**) and will be making a presentation at the May Board meeting.

Based on the policy search conducted by Risk Strategies, it is assumed that the SBWMA will need to enroll with multiple carriers for multi-layered coverage, will need to greatly increase the insurance deductibles, will need to pay much higher premiums to receive similar amounts of coverage as was previously maintained and will need to invest in additional fire suppression.

The goal of this staff report is to:

1. provide an update to the Board of the need to find a new property insurance carrier,
2. update the Board on how the insurance market is reacting to the SBWMA's risk profile since the fires at Shoreway,
3. get feedback from the Board on policy coverage options (e.g., deductible level, coverage levels) so that staff can provide direction Risk Strategies on its property insurance policy search (see **Attachment B Proposed Policy**).

The total cost of the property insurance of the expiring policy with Hanover is \$179,596. Based on preliminary results by Risk Strategy's insurance policy search, the premiums for the SBWMA will increase substantially for FY17/18 and are currently estimated at \$550,000 (this estimated amount has been included in the FY17/18 Budget).

Background

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The SBWMA has been using the insurance broker Risk Strategies / Cohn-Reid-O'Neill, in Burlingame for many years. The current insurance coverage levels (see **table 1.**) were established in consultation with SBWMA and the 2016/17 cost of coverage of the expiring policy with Hanover is \$179,596. The SBWMA has maintained a property & fire damage insurance policy with Hanover Insurance for the past two-years on the value of the Shoreway property and equipment at \$57.3 million. The Board decided not to purchase Earthquake insurance because the Agency maintains an Emergency Reserve. The SBWMA's property insurance policy was last put out for competitive bid by Risk Strategies in 2016 and was renewed with Hanover with no increase in premium from the prior year 15/16.

Table 1. Hanover Insurance coverage

- \$37 Million Buildings
- \$20 Million Personal Property
- \$4.5 Million Business Income
- The deductible is \$5,000

Attachments:

Attachment A - Executive Summary by Risk Strategies

Attachment B - Proposed Policy by Risk Strategies



Executive Summary:

The property insurance program for SBWMA has been consistently stable from both a coverage limits, forms and premium perspective from a historical standpoint. Due to the significant fire losses (\$10 million +) within a short period of time, the insurance underwriters have provided indication of withdrawal from the account upon renewal on June 30, 2017. Even prior to receiving the legal notification of non-renewal of coverage, we contacted SBWMA and suggested an early intervention in evaluating alternative insurance providers and programs. The program has been presented to forty different insurance carriers, none of which were willing to consider providing the full limits of coverage. A layered approach of coverage was really the only viable solution in which a primary carrier takes the first layer of coverage, in this case \$10 million and each successive layer attaches above this point, until the total limits are secured. The charges on the first layers tend to be higher than on successive layers, as the primary layers are subject to lower limits of loss.

The program being offered on renewal is different from the expiring program which had significantly lower deductibles, and in this case the deductible is \$2,500,000 and the property towers are built over this deductible level. Premium credits are provided on the rate in favor of the insured. For example the first \$10 million with a \$1.5 million deductible the premium would be \$385,000 plus taxes and fees. With the \$2.5 million Deductible the premium drops to \$300,000 plus taxes and fees. Excess layering price is not significant based on underlying deductibles. Our proposal provides further information on the total layers and costs associated with them.

The property program is being surcharged to account for the fire losses, and will remain in a surcharged position for a period of 3-5 years depending upon what additional risk management controls are enacted during that time. Fire suppression remains the overriding concern from an underwriting perspective. We had our loss control staff evaluate what it would take to amend the underwriters' position of this being a less favorable risk to a more favorable risk and the universal response was sprinkling of the equipment, and having an automated fire response as opposed to a human generated response. What this might look like and the cost involved in achieving this are as yet undetermined.

Our recommendation to the board is to review the current renewal program that we are presenting which provides the necessary coverage and limits and then take action to approve the renewal program at the June 22 meeting for the June 30, 2017 property insurance renewal date. During the next month the board can continue evaluate the merits of the higher deductibles, and ask additional questions.

Sincerely,

John O'Neill, AAI, ARM
Managing Director

700 Airport Boulevard • Suite 300 • Burlingame, CA 94010
Phone 650.762.0400 • Fax 650.762.0490 • www.risk-strategies.com
California Insurance License 0F06675



2017 Property Insurance Proposal

For:

South Bayside Waste Management Authority

Exec: John D O'Neill | Rep: June Tong | May 15, 2017

2017 Property - Insurance Summary

For: South Bayside Waste Management Authority

Exec: John D O'Neill | Rep: June Tong | May 15, 2017



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Introduction

Risk Strategies Company is a privately-held, national insurance brokerage firm with over 20 office locations. Ranked in the top 25 brokers in the US, we offer sophisticated risk management, property & casualty and employee benefits advice and insurance placement. We serve companies of all sizes, non-profits, public entities, and individuals, and have access to all major insurance markets.



Beyond providing traditional risk management advice and insurance management services, we bring value to our clients by offering a differentiated approach. At Risk Strategies Company, this means:

- **Client focus** - We have a passion for finding creative, cost-effective risk solutions that meet the specific needs and circumstances of each and every client.
- **Teamwork and an entrepreneurial approach** – This is core to how we work.
- **Deep expertise and “A team” talent** - We are confident in our ability to understand your business and deliver the highest quality services available in the risk management brokerage industry.
- **Independence and objectivity** - We conduct each client engagement with an unbiased view, challenging conventional methods and where appropriate, developing alternatives to traditional solutions.
- **Execution and focus** - Practicality and execution are as important as designing sound strategy. After developing the right risk management approach, Risk Strategies Company utilizes the proper resources in order to deliver an effective solution.

We understand risk and how to manage it. We are creative in approach and practical in execution. Most importantly, we care passionately about our clients and are fully invested in their success.

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Named Insured

Named Insured: **South Bayside Waste Management Authority**
Mailing Address: 610 Elm Street, Suite 202
San Carlos, CA 94070
Phone: (650)802-3500

RSC Service Team

RSC SERVICE TEAM FOR **SOUTH BAYSIDE WASTE MANAGEMENT AUTHORITY**

Client Executive: **John D O'Neill, AIA, ARM**
(650)762-0403
joneill@risk-strategies.com

Account Executive: **June Tong, CISR**
(650)762-0413
jtong@risk-strategies.com

Account Assistant: **Lee Lebherz, CISR**
(650)425-3023
llebherz@risk-strategies.com

Servicing Office: **Risk Strategies Company**
700 Airport Blvd., Suite 300
Burlingame CA 94010
(650)762-0400 phone
(650)762-0490 fax

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When to Contact Us

It is important that you advise us of any material changes in your operation which may have a bearing on your insurance program. Your insurers have evaluated and accepted the risks on the basis of information given. Any variation of these details could lead to complication in the event of a loss.

These changes may include, but are not limited to:

- Change in ownership status.
- Change of mailing address, telephone number or fax number.
- Changes of personnel affecting responsibility for insurance decisions.
- If 25% or more of any building you own becomes vacant or unoccupied for more than 30 days.
- Personnel traveling overseas/on temporary assignment overseas/working on military bases.
- Personnel traveling to/on temporary assignment in/working in New York State. You may be required to obtain Workers' Compensation and Disability Benefits policies.
- Use of Independent Contractors - carriers now require proof that they are running a separate business and have their own insurance coverage. You may be asked to provide copies of 1099s, certificates of insurance, business cards, their invoice and/or their website address/yellow pages entry to avoid inclusion as employees of your company.
- Acquisition or creation of new companies or subsidiaries and/or mergers in which you are involved or any legal change in the corporate structure.
- Purchase, construction or occupancy of new premises; alteration, vacating the premises or temporary unoccupancy; extension or demolition of existing premises. This applies for both domestic and foreign locations.
- Increase in values of building or business personal property for both scheduled and unnamed locations.
- Removal of business personal property or stock to new or temporary locations.
- Addition of new locations, equipment or vehicles, whether hired, leased or borrowed.
- Changes in processes, occupancy, products or business operations.
- Addition, alteration or temporary disconnection of fire or burglary protection systems.
- Use of owned or non-owned aircraft or watercraft.
- Major changes in value or nature of goods being shipped.
- Employment of personnel in states in which you were previously not doing business.
- Election or appointment of a new CEO or COO, or change in control of either the Board of Directors or the stock ownership of the company.
- Changes in ERISA Plan assets.
- Addition of new drivers for the company.

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Loss Experience

Based on the Loss Run as of 5/2/2017, no losses since 2007, except the following:

Date of Loss	09/07/2016	09/11/2016	
Cause of Loss	See the following extensive description of the MRF and Transfer Station fire losses, the cause, the location, what was damaged and measures taken to mitigate the fire exposure.		
			Total:
Gross Loss Paid	\$ 8,506,669	\$ 98,714	\$ 8,605,384
Gross Loss Reserve on the open claims	\$ 603,330	\$ 200,000	\$ 803,330
Projected Close date	End of June 2017		
Anticipated Paid Amount	\$ 10,000,000		
Impact on the Property Insurance	Two large losses are considered as high risk. Although this is a tough class of business, it is possibly eligible for standard insurance is about four years		

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Details of the claims and Actions taken



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September 7, 2016 – MRF Fire

1. *Need details of the fire* - The fire at the materials recovery facility (MRF) occurred at 9:35pm on Wednesday September 7th. No injuries occurred to any staff or firefighters. Firefighters provided a prompt response to the 4-alarm fire, including over 25 trucks, engines, and support vehicles.
2. *Cause of fire (Our file shows it was under investigation)*. Despite having detailed video of the start of the fire, the specific ignition source of the fire was investigated and was inconclusive but was determined to be started by some ignitable/combustible item in the recyclables processed at the facility (likely candidates are lithium-ion battery or propane cylinder). Detailed video
3. *Location of fire (if location part of application; is building(s)/structure(s) part of the application)* The fire started in the middle of the materials process line – specifically in the newspaper screen. This screen is in the middle of the flow of materials and the fire spread by conveyor downstream from the ignition source.
4. *What was damaged: Building(s), Stock, Machinery*. The building was minimally damaged, while part of the recycling equipment that process the materials suffered damage. There was extensive smoke damage from the fire.
5. *Has damaged property been repaired/replaced?* The restoration process for the MRF took 5-months. The majority of the time and money was spent cleaning the plant and smoke damage. Portions of the MRF processing equipment were replaced at a cost of about \$2M and took roughly 2 months to complete. There was some damage to metal roof and wall panels and these are being replaced.
6. *Measures were taken to avoid it happening again, if possible*. The MRF Building was built in 2010. The fire department inspected the buildings fire suppression systems and determined that they worked as designed and did a very good job of containing the fire. The building's sprinkler system capabilities were built with a foam-agent for extra suppression. This system is connected to the fire alert system that automatically notifies the local fire department. The *Fire Hazard Mitigation Plan* describes the many steps that the agency and facility operator have implemented before and after the September fire to reduce fire risk and supplement the onsite fire suppression capabilities.

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Details of the claims and Actions taken (Cont'd)

September 11, 2016 – Transfer Station Fire

- 1. Need details of the fire* The fire at the transfer station building and occurred at 11:35pm on Sunday September 11th. No injuries occurred to any staff or firefighters. Firefighters provided a prompt response to the fire including 5 trucks engines, and support vehicles. With the support of the loaders and staff on site who dragged the smoldering materials out of the building where they could be more easily deluged by the fire fighters, the fire was quickly extinguished.
- 2. Cause of fire (Our file shows: Pile of Refuse Ignited).* The fire started in a pile of refuse that had been dropped off by a self-haul customer that day. The specific ignition source of the fire was investigated and was inconclusive but was determined to be started by some ignitable/combustible item in the garbage (likely candidates are small quantities of pool or cleaning chemical that mixed in the pile)
- 3. Location of fire (if location part of application; is building(s)/structure(s) part of the application).* The fire started in a pile of waste that was sitting on the floor of the transfer station. The transfer station is a 70,000 sqft free-span building and the pile was on the concrete floor.
- 4. What was damaged: Building(s), Stock, Machinery...* There was no damage to the building. There was damage to a conveyor that was above the fire.
- 5. Has damaged property been repaired/replaced?* The damaged conveyor is being replaced at a cost of \$200K.
- 6. Measures were taken to avoid it happening again, if possible.* The transfer station building was expanded and the fire suppression system was updated in 2010. The fire department inspected the buildings fire suppression systems and determined that they worked as designed and did a very good job of containing the fire. The building's sprinkler system capabilities were built with a foam-agent for extra suppression. This system is connected to the fire alert system that automatically notifies the local fire department. The *Fire Hazard Mitigation Plan* describes the many steps that the agency and facility operator have implemented before and after the September fire to reduce fire risk and supplement the onsite fire suppression capabilities.

Note: Fire Hazard Mitigation Plan is on a separate document.

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Expiring Property Policy Information

Policy Number	Line of Business	Effective/Expiration	Writing Company	Premium
M002678-16	Property	7/1/16 to 7/1/17	Verlan Fire – Hanover	\$179,596

Coverage	Amount
----------	--------

Premise 01

225-333 Shoreway, San Carlos CA 94070

Premise 02

610 Elm St, Suite 202, San Carlos CA 94070

Premise 01

Buildings

37,049,350

No Coinsurance, Agreed Amount, Replacement Cost,
 Special form perils & \$5,000 Deductible

Personal Property (MRF Equipment and the Scales)

20,215,800

No Coinsurance, Agreed Amount, Replacement Cost,
 Special form perils & \$5,000 Deductible

Business Income including Extra Expense (Admin Bldg,
 Transfer Station)

4,514,000

Actual Loss Sustained (no monthly limitation), Special
 form perils & \$5,000 deductible

Premise 02

Personal Property

90,000

No Coinsurance, Agreed Amount, Replacement Cost,
 Special form perils & \$5,000 Deductible

Business Income including Extra Expense (SBWMA's
 Office)

100,000

Actual Loss Sustained (no monthly limitation), Special
 form perils & \$5,000 deductible

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Expiring Property Policy Information (Cont'd)

Policy Number	Line of Business	Effective/Expiration	Writing Company
M002678-16	Property	7/1/16 to 7/1/17	Verlan Fire – Hanover

Coverage	Amount
----------	--------

Boiler & Machinery/Equipment Breakdown Deductible: \$10,000	Included
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Endorsement added, excluding solar panels & its related equipment

All locations:	
Electronic Equipment	50,000
Media	0
Property in Transit or temp location	25,000
Deductible: \$1,000	

Terrorism insurance is Excluded

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Expiring Property Policy Information (Cont'd)

Policy Number	Line of Business	Effective/Expiration	Writing Company
M002678-16	Property	7/1/16 to 7/1/17	Verlan Fire – Hanover

2016 Property Values - Breakdown of Values by location

	Building	Business Personal Property	Business Income
Administration			
225-333 Shoreway Road	\$ 755,350		\$ 1,000,000
San Carlos CA 94070			
Transfer Station			
225-333 Shoreway Road	\$ 17,801,000		\$ 2,000,000
San Carlos CA 94070			
Material Recovery Facility		Equipment:	
225-333 Shoreway Road	\$ 14,171,000	\$ 17,810,800	\$ 1,514,000
San Carlos CA 94070			
Maintenance Shop			
225-333 Shoreway Road	\$ 2,952,000		
San Carlos CA 94070			
Container Repair/Wash Rack			
225-333 Shoreway Road	\$ 1,350,000		
San Carlos CA 94070			
2 Permanent Trailers			
225-333 Shoreway Road	\$ 20,000		
San Carlos CA 94070			
Scales			
225-333 Shoreway Road		\$ 2,405,000	
San Carlos CA 94070			
Location #1 total:	\$37,049,350	\$20,215,800	\$4,514,000
SBWMA's Office			
610 Elm St., #202		\$ 90,000	\$ 100,000
San Mateo CA 94070			

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2017 PROPERTY VALUES

Loc #	Address	Building Value	Business Personal Property	Business Income
1	225-233 Shoreway Road, San Carlos, CA 94070			
	Administration Building	\$775,350		
	Transfer Station	\$17,801,000		
	Material Recovery Facility	\$14,171,000		
	Equipment		\$17,810,000	
	Maintenance Shop	\$2,952,000		
	Container Repair/Wash Rack	\$1,350,000		
	2 Permanent Trailers	\$20,000		
	Truck Scales (One large above & below ground)		\$2,405,000	
	Total Location Limits:	\$37,069,350	\$20,215,000	\$10,949,806
2	610 Elm St., #202, San Mateo CA 94070			
	SBWMA's Office (Multi-tenant office building)		\$90,000	\$100,000
	Total Insured Value:			
	\$68,424,156	\$37,069,350	\$20,305,000	\$11,049,806

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July 1, 2017 Property Policies in layers

First Layer:	\$10,000,000 of TIV, \$68,424,156			
Carrier:	First Specialty Insurance Corp, Swiss Re Excess & Surplus Property			
Perils:	"All Risk" excluding Equipment Breakdown/Boiler & Machinery			
	<i>Deductible</i>	Premium	Tax/Fees	Total Premium
	\$2,500,000	\$300,000	\$14,600	\$314,600

Second Layer, part I:	\$5,000,000 part of \$10,000,000 Second layer			
Carrier:	Aspen Specialty Insurance Company, RSUI			
Perils:	"All Risk" excluding Equipment Breakdown			
	<i>Deductible</i>	Premium	Tax/Fees	Part I, total premium
	\$2,500,000	\$40,000	\$1,280	\$41,280

Second Layer, part II:	\$5,000,000 , part of \$10,000,000 Second layer			
Carrier:	Landmark American Insurance Company, RSUI			
Perils:	"All Risk" excluding Equipment Breakdown			
	<i>Deductible</i>	Premium	Tax/Fees	Part II, total premium
	\$2,500,000	\$40,000	\$1,280	\$41,280

Third Layer:	\$10,000,000			
Carrier:	Hudson Excess Insurance Company, Commonwealth Specialty			
Perils:	"All Risk" including Equipment Breakdown			
	<i>Deductible</i>	Premium	Tax/Fees	Total Premium
	\$2,500,000	\$25,000	\$800	\$25,800

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July 1, 2017
Property Policies in layers (cont'd)

Fourth Layer:	\$20,000,000 of \$30,000,000 excess			
Carrier:	James River Casualty Company			
Perils:	"All Risk" including Equipment Breakdown			
	<i>Deductible</i>	<i>Premium</i>	<i>Tax/Fees</i>	<i>Total Premium</i>
	\$2,500,000	\$43,340.00	\$1,902.88	\$45,242.88

Fifth Layer:	\$10,000,000 of \$30,000,000 excess			
Carrier:	Lloyds of London, BRIT			
Perils:	"All Risk" including Equipment Breakdown			
	<i>Deductible</i>	<i>Premium</i>	<i>Tax/Fees</i>	<i>Total Premium</i>
	\$2,500,000	\$21,667.00	\$951.34	\$22,618.34

All layers total to:	\$60,000,000	Total Limits	\$490,821.22 Premium
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Equipment Breakdown Policy	\$60,000,000	Limit	\$27,500.00 Premium
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	\$518,321.22 Total Premium
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Marketing Survey

Risk Strategies Company markets that might write this:

ACE c/o Alliant Specialty (Waste program) – Declined – Not a market for stand alone Property

Affiliated FM – Submitted to various underwriters, no response

AmWins (Waste program) – Declined due to the owner-operator exposure

Berkley – Declined – Market only for casualty (liability) insurance

Philadelphia (Environmental Dept) – Declined due to the class of business

Travelers (for due diligence with a standard market) – Declined due to losses

XL c/o Solid Waste Insurance Management – Declined due to the size of the account

CRC Swett & Company, markets approached & responses:

Commonwealth

AMRISC

AWAC

AIG

ACE

AXIS

ASPEN

Atlas

Affiliated FM

Berkshire Hathaway

Hanover

RSUI

Everest

Liberty

One Beacon

RLI –

RK Harrison

Star Specialty

Swiss Re

V3

XL

Markel – Decline – Class of Business and Loss History

Nationwide - Decline – Class of Business

Freberg – Decline – Not a property market

Beazley – Decline – Class of Business

Starr – Decline – Class of Business

Arch – Decline

Admiral – Decline – Class of Business

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Coverage Considerations

The following coverages are not purchased or handled by us. Please contact us if you would a quote on any of these coverages.

Coverage	Notes
General Liability: Bodily injury and/or property damage coverage as respects suits brought by third parties, which the Named Insured may be found legally obligated to pay	
Flood and/or Earthquake: Damage to real or personal property and resulting loss of earnings, etc.	
Business Interruption: Loss of net profit, before taxes, plus continuing expense.	
Off Premises Service Interruption - Power, Communication and Water: Business Income Loss and Direct Damage.	
Extra Expense: Expenses to continue operations after a loss, which are above those normal to the business.	
Valuable Papers: Cost to reproduce or reconstruct valuable documents.	
Accounts Receivable: Uncollectible receivables in event of a loss plus cost to reproduce and interest expense.	
Boilers and other Steam Pressure Vessels and System Breakdown: Explosion or sudden and accidental breakdown and resultant loss of earnings, this can be extended to other equipment such as miscellaneous electrical apparatus, air conditioning equipment, etc.	
Fidelity: Loss of money or other property from an employee's dishonest act.	
Depositors Forgery: forgery or alteration of checks, etc. by anyone.	
Money & Securities: Loss of money or securities by any means.	
Data Processing Hardware and/or Media: Direct damage and resulting extra expense.	
Plate Glass: Breakage by any means.	
Water Damage: Sewer and Drains Backup and Seepage.	

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Coverage Considerations Cont.

<p>Hired & Non-Owned Auto Liability: Coverage for vehicle rented, leased or borrowed by the corporation for 3rd party liability only.</p>	
<p>Hired Auto Physical Damage: Property damage to a hired vehicle.</p>	
<p>Drive Other Car Coverage: Liability for Named Individuals on an Automobile policy. (This coverage is necessary for employees, directors, officers, owners, and their families that do not have a personal Automobile policy).</p>	
<p>Commercial Automobile Coverage: Physical loss/damage and Liability to owned business vehicles.</p>	
<p>Employee Benefits Liability: Protects against suits by employees (or estate) for misinforming about benefits.</p>	
<p>Intellectual Property: Provides coverage for infringement of patent, copyright, trademark, service mark or trade name or unfair competition based upon actual or alleged infringement of patent, copyright, trademark, service mark or trade name.</p>	
<p>Workers' Compensation Coverage: This coverage is mandatory in <u>ALL STATES</u> if you have any employees. If any of your employees are not currently covered under Workers' Compensation, please notify us immediately.</p>	
<p>Stop Gap Liability: Employers' Liability Coverage for Monopolistic Workers' Compensation States. This coverage is needed if you have payroll in any of the following Monopolistic States: MT, ND, OH, WA, WV, and WY.</p>	
<p>Disability Benefits Liability: This coverage is mandatory in the states of New York, New Jersey, California, Hawaii, and Puerto Rico if you have any employees. Please notify our office immediately if you have employees in any of these states and currently do not have a Disability Benefits Liability Policy.</p>	
<p>Umbrella Liability: Catastrophe liability coverage in excess of basic third party liability policies. (General Liability, Automobile, Employer Liability, etc.)</p>	
<p>Fiduciary Liability: Protects the administrators of ERISA plans against 3rd party suits alleging wrongful management or breach of duties concerning the plan assets.</p>	
<p>Professional Liability: Any economic damages resulting from alleged negligence or failure to render your professional services to others.</p>	
<p>Media Liability: Protects against claims alleging defamation, libel, slander, infringement of trademark and copyright, invasion of privacy arising from any content created and disseminated by you whether electronically or in print.</p>	

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Coverage Considerations Cont.

<p>Security & Privacy Liability: Protects against claims alleging a failure in maintaining your network security and the private information of others. This policy also provides reimbursement for expenses directly incurred by you including forensic costs, statutory notification, and credit monitoring.</p>	
<p>Employment Related Practices Liability: Protects against suits by employees including former and prospective employees alleging wrongful termination, discrimination, and sexual harassment. These types of losses are excluded from general liability and workers compensation policies.</p>	
<p>Directors and Officers Liability: Affords protection for Directors & Officers (profit & non-profit) as respects to their business decisions for the corporation.</p>	
<p>Fine Art Title Insurance: Object specific coverage against questions of legal ownership, government seizure and liens from previous owners. Policy provides for defense costs in addition to insuring the value of an artwork.</p>	
<p>ERISA Bond: Mandatory Dishonesty Coverage equal 10% of your pension plan assets.</p>	
<p>Group Travel: Accidental death or dismemberment coverage for business or pleasure travel.</p>	
<p>Kidnap and Ransom: Reimbursement for monies paid to kidnappers or extortionists.</p>	
<p>Terrorism Risk Coverage: Coverage for Certified Acts of Terrorism</p>	
<p>Available Products for Employee Benefits and Financial Planning: Life and Health products, Employee Benefits programs, Estate Planning, Long Term Care and Disability, Annuities, Asset Protection , 100% Executive Medical Reimbursement Plan.</p>	
<p>Available Personal Lines Products: Homeowners, Co-ops, Condominiums, Vacation and Second Residence, Automobiles, Aircraft, Jewelry and Fine Arts, Watercraft.</p>	

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Office Locations

Risk Strategies Company Headquarters - Boston, MA

160 Federal Street • Boston, MA 02110
(617) 330-5700

Atlanta 1255 Lakes Parkway Bldg. 100, Suite 105 Lawrenceville GA 30043 (678) 690-5990	Birmingham 109 Columbiana Road Birmingham AL 35209 (205) 979-7389	Boston 160 Federal Street 2 nd Floor Boston MA 02110 (617) 330-5700	Boston Metro 15 Pacella Park Drive Suite 240 Randolph MA 02368 (781) 986-4400	Chicago 333 W. Wacker Drive Suite 1950 Chicago IL 60606 (312) 506-8860
Chicago Metro 650 Dundee Road Suite 170 Northbrook IL 60062 (847) 412-1013	Long Island One Hollow Lane Suite 206 Lake Success NY 11042 (516) 858-5770	Los Angeles 801 N. Brand Blvd. Suite 650 Glendale CA 91203 (818) 623-5400	Memphis 5141 Wheelis Drive Memphis TN 38117 (901) 820-0400	Minneapolis 10 South Street Suite 1109 Minneapolis MN 55402 (612) 766-9780
Nashville 104 Woodmont Blvd. Suite 400 Nashville TN 37205 (615) 383-0072	New Jersey 1086 Teaneck Road Suite 5B Teaneck NJ 07666 (201) 837-1100	New York City 420 Lexington Ave Suite 2700 New York City NY 10170 (212) 867-3550	Orange County 2040 Main Street Suite 450 Irvine CA 92614 (949) 242-9240	Portsmouth 1 New Hampshire Avenue, Suite 120 Portsmouth NH 03801 (603) 778-8985
Providence 10 Dorrance Street Suite 505 Providence RI 02903 (401) 831-1463	Sacramento 1400 Rocky Ridge Dr. Suite 280 Roseville CA 95661 (916) 367-4310	San Francisco 700 Airport Blvd., Suite 300, Burlingame CA 94010 (650) 762-0400	Worcester 446 Main Street 14 th Floor Worcester MA 01608 (508) 798-0893	

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