# CONTRACTORS, CONSTRUCTION AND NEXT: WE'RE BUILT FOR EACH OTHER.



## Businesses we love! (appetite)

- New and existing businesses
- Single location
- Fewer than 10 employees
- Ground up, new construction for GCs

## Building blocks of success (eligibility)

### General Liability

- Max Annual Revenue: $5M
- Aggregate Limits up to $2M
- $0 Deductible

### Workers' Compensation

- Employee Count: 1-20
- Max annual payroll: $5M
- Waiver of sub automatically included in Pro+ packages

### Commercial Property

- Max TIV: $3M
- Available for building and business personal property coverage
- Wind & Hail coverage available

### Inland Marine

- Available for blanket contractors' tools and equipment limits
- Total insured values up to $10,000



# GET NEXT. GET A SOLID FOUNDATION.

## NEXT offers coverage for your construction clients.

- Bindable quote in 10 minutes with no trailing documents
- Flexible plans that grow with your clients' businesses (we make it easy to add other types of insurance)
- Monthly payments that help your clients keep their money where it belongs: invested in their business



## We cover General & Artisan Contractors including:

Building sign installation
Carpentry
Door and window installation, service & repair
Drywall and wall boarding work
Electrical work
Excavation and grading
General contractor
Glass dealers & glaziers
Handy work
Home window tinting
Insulation work
Masonry work
Paving & asphalt installation, service and repair
Plastering or stucco work
Roofing
Septic tank system installation, service and repair
Siding installation, service and repair
Solar contractor
Tile, stone and flooring installation
Welding, cutting and metal frame erection
Appliance installation, service & repair
Fence & gate installation
HVAC work
Landscaping & lawn care
Painting
Paperhangers
Plumbing





## Under construction (out of appetite risks)

1. More than two claims in the last three years
2. More than $20,000 in claims in the last three years
3. Revenue is greater than $5 million
4. Payroll greater than $5 million
5. Gross sales greater than $5 million
6. Bankruptcies, tax or credit liens in the last three years
7. An officer, owner or partner of the business has been convicted of fraud, bribery, arson or any arson-related crime in the past five years
8. Involved in business-related lawsuits
9. Is aware of losses, accidents or circumstances that might give rise to a claim against the policy they are currently shopping for
10. Performs work in New York

## Commercial Property ineligible risks

1. Annual revenue greater than $5 million
2. No vacant properties (unoccupied for 60 days or more)
3. No buildings over six stories in height
4. Buildings over 25 years old where plumbing, electrical, heating or roofing components have not been updated in the past 15 years
5. Roofs made out of wood, wood shake or slate
6. Seasonal operations
7. Businesses with building code violations
8. Businesses with underground or unprotected fuel storage tanks
9. Businesses that sell gasoline or fill propane/kerosene
10. More than two claims in past five years
11. Protection Class 9 or higher
12. Risks located within a quarter mile of the coastline (applies to all coastal states from TX to ME)

## Inland Marine ineligible risks

1. No active general liability policy
2. Selected "tree services" activity in general liability funnel

## Workers' Compensation ineligible risks

1. Businesses with multiple office locations
2. Businesses that regularly transport more than five employees in a vehicle
3. General contractors whose operations involve significant roofing exposures (more than 15% roofing)
4. Owners or partners cannot be greater than the number of total employees
5. Construction or contracting businesses with serious OSHA violations within the past three years
6. Businesses that have been declined or non-renewed by a prior carrier due to quality of premises or operations
7. Businesses whose owners, partners or executives exclusively engage in in clerical or outside salesperson duties at this time
8. Business types other than individual or sole proprietorships, corporations, trusts, limited liability corporations or partnerships at this time
9. Business has had more than two claims within the last three years.
10. Business has had more than $20,000 in claims within the last three years
11. More than $5,000 manual premium (Texas only)
12. More than $25,000 total modified premium

# General Liability ineligible risks

1. Asbestos
2. Employment-related practices
3. Fungi or bacteria
4. Lead
5. Non-compensatory or punitive damages
6. Pre-existing damages or injury
7. Sexually transmitted diseases
8. Silica or silica dust
9. Total pollution
10. Abatement or remediation of asbestos, mold or other hazardous materials
11. Exterior work more than six feet below ground or 30 feet (three stories) above ground
12. Repair or remediation of fire, water, mold or termite damage
13. Welding activities not performed as part of plumbing or HVAC work
14. Manufacturing and/or sales to the general public of items (appliances, fixtures, supplies, millwork, cabinets, doors or windows) other than in connection with your installation, service, repair or other activities
15. New homes in tracts or subdivisions of more than 10 homes (including all phases) prior to attaining a certificate of occupancy (ground-up new construction). (Examples include KB homes, Lennar homes, D.R. Horton homes)
16. Work on new mobile home parks containing more than 10 spaces (including all phases)
17. Apartment conversions to, or construction work involving, condominiums, town homes or time shares
18. Work on railroads, gas stations, refineries, chemical plants, airports, public utilities, hospitals, nursing homes, senior housing, military housing or student dormitories
19. Work performed under a wrap-up program or any operations performed at a location covered under a wrap-up program (wrap-up programs include Owner-controlled insurance programs (OCIP) or Contractor controlled insurance programs (CCIP)) is excluded
20. a). Ground up, new construction work is ineligible except in the following circumstances:

    b) as a general contractor, developer, construction manager, or project manager: ground-up/new construction is eligible.
21. Other than work performed as a general contractor or concrete contractor: foundation work is ineligible
22. Other than work performed as a general contractor or roofer: standalone roofing is ineligible
23. Hot tar roofing application
24. Hurricane shutter installation
25. Work on wooden playground equipment including tree houses
26. Removal of hazardous materials from streets and roads
27. Stand alone roofing (other than roof decking and plywood installation work done as part of new construction, add-ons or remodels)
28. Sewer work
29. Torch down roofing



# Coverage limits

## General Liability Revenue Limit: $5M

| Coverage | Limit Type | Basic | Pro | Pro+ |
|---|---|---|---|---|
| General | Aggregate | $300,000 | $1 million | $2 million |
| General | Occurrence | $300,000 | $1 million | $1 million |
| General | Deductible | $0 | $0 | $0 |
| Damage to rented premises | Per premise | $100,000 | $100,000 | $100,000 |
| Medical expenses | Per person | $5,000 | $10,000 | $15,000 |
| Personal & advertising | Per person or organization | $500,000 | $1 million | $1 million |
| Products completed | Aggregate | $500,000 | $1 million | $2 million |

## Inland Marine | Tools & Equipment insurance

Currently available as an add-on to General Liability

| Coverage | Limit Type | Basic | Pro | Pro+ |
|---|---|---|---|---|
| Equipment | Per item | $3,000 | $5,000 | $5,000 |
| Equipment | Per occurrence | $3,000 | $5,000 | $10,000 |
| Equipment | Deductible | $500 | $500 | $500 |
| Miscellaneous tools | Per item | $600 | $1,000 | $1,000 |
| Miscellaneous tools | Per occurrence | $600 | $1,000 | $1,000 |
| Miscellaneous tools | Deductible | $100 | $100 | $100 |
| Borrowed tools & equipment | Per item | $3,000 | $5,000 | $5,000 |
| Borrowed tools & equipment | Per occurrence | $3,000 | $5,000 | $5,000 |

# Coverage limits

## Workers' Comp Max Annual Payroll $5M and up to 20 employees

| Coverage | Limit Type | Basic | Pro | Pro+ |
|---|---|---|---|---|
| Deductible | Workers' compensation | Available | Available | Available |
| Employers liability | Per incident | $100,000 | $500,000 | $1 million |
| Employers liability | Per employee | $100,000 | $500,000 | $1 million |
| Employers liability | Policy limit | $500,000 | $1 million | $1 million |
| Blanket waiver of subrogation | Other coverage | Not included | Not included | Included |



# Coverage limits

## Commercial Property Max TIV: $3M

| Coverage | Limit Type | Basic | Pro | Pro+ |
|---|---|---|---|---|
| Building | Per occurrence | Available | Available | Available |
| Business personal property | Per occurrence | Included | Included | Included |
| AOP | Deductible | $500 | $500 | $500 |
| Wind & Hail | Deductible | Available | Available | Available |
| Theft | Endorsement | Included | Included | Included |
| Business Income | Endorsement | Up to 12months | Up to 12months | Up to 12months |
| Money and securities (on premises/off premises) | | N/A | $2,500 | $2,500 |
| Outdoor signs | | N/A | $2,500 | $2,500 |
| Employee dishonesty | | N/A | $5,000 | $5,000 |
| Endorsement: ordinance or law coverage | | N/A | N/A | Cov 1: Building limit<br>Cov 2: $10,000 |
| Endorsement: water back-up & sump overflow | | N/A | N/A | $5,000 |
| Endorsement: utility services – time element | | N/A | N/A | $10,000 |

*Wind and Hail coverage is subject to change. Please login to the agent portal to review state & product availability.

