

SMALL CONTRACTORS PROGRAM

PRODUCT GUIDE

JE Brown
& ASSOCIATES



HIGHLIGHTS

COMMISSION	10%
GL LIMITS	Up to \$2M/\$4M/\$4M; \$1,000 min (\$1M/2M/2M max in TX)
TERRORISM	Included
GL PD DEDUCTIBLE	\$1,000 per occurrence. \$2,000, \$5,000 or SIRs available for discount
PREMIUMS	As low as \$500. See state chart
AUDITABLE	Up and Down

WRITING COMPANY

Developers Surety & Indemnity Company NAIC 12718
Admitted, "A-" (Excellent), FSC XV by A.M. Best
BIS CA License 0G00807

 JE Brown & Associates (800) 955-8213
License # 0812739 www.JEBrown.net

SMALL CONTRACTORS PROGRAM

- ✓ **ADMITTED:** In 15 states with No Taxes or Fees
- ✓ **BROAD APPETITE:** 45 Classes including New Home Builders up to \$25M Annual Sales, with No Cap on Payroll or Sub Costs
- ✓ **COMPETITIVE PRICING:** Minimum Premiums starting at \$500
- ✓ **INLAND MARINE OFFERINGS:** Property, Installation Floaters, Tools, and Computers (deductibles as low as \$500)
- ✓ **HIGH UNDERLYING LIMITS AVAILABLE:** Up to \$2M/\$4M/\$4M
- ✓ **FREE BLANKET ADDITIONAL INSURED:** Includes Primary/Non-Contributory & Waiver of Subrogation
- ✓ **FAVORABLE TERMS:** Flexible Coverage Options including Tract Work, No Class Limitation Endorsement, and Audit up and down
- ✓ **DISCOUNTS:** Good Credit, AmTrust License Bond, and more...
- ✓ **EASY PAYMENT OPTIONS:** In addition to Agency Bill, Direct Bill Options including 12-Pay, Debit/Credit Card, PayPal, and we can even bill your Broker Fee
- ✓ **AUTOMATIC RENEWAL AVAILABLE:** No Renewal Applications



Send all submissions in to
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ELIGIBILITY

- Annual Sales Cap: Home Builders: \$25M
All Others: \$10M
- No more than 1 liability loss in the past 3 year
- 3 years experience

Additionally, if skilled trade/GC not required to be licensed with state jurisdiction:

- New venture: trade school/apprenticeship program certificate of accomplishment or applicable associates degree
- 3+ years insured: 3 year loss runs

OR

- 3+ years in business verified, uninsured: Declaration of No Prior Coverage and No Known Loss letter

INELIGIBLE

- Construction Managers, Consultants, and Land Developers
- Building Envelope Contractors (self-performed or as a sub) includes roof, siding, framing, windows/doors/skylights, and gutters
- Territory 501 - Chicago and Detroit
- Residential Plumbers
- Street/Road
- Waterproofing
- Apartment Builders (>4 units)
- Excavators/Graders

PAYMENT PLANS:

Agency Bill: Full Pay (or outside finance)

Direct Bill Payment Plans - BIS bills down payment. Brokers can include their fee for collection. \$8/Installment: *

- Quarterly - 25% down: 3 Installments
- 10-Pay - 20% down: 9 Installments
- 12-Pay - (renewals only): 12 equal Installments

* Fees: Late-pay: \$15. NSF: \$25. Reinstatement: \$10

PAYMENT OPTIONS:

Credit/Debit Card or PayPal: Pay once issued at InsuranceBIS.com using Visa, MasterCard, Discover, and American Express (requires cc#, expiration date, CCV, name on account, billing, and email address). No processing fees.

Check by Phone Checking or Savings account: Requires financial institution name, routing and account number, and account name: 877-263-3395

Recurring Payment Set Up (using options above): Requires a signed authorization agreement.

FOR PRODUCERS:

Agency Account Sweep - Requires a signed authorization agreement for each policy the agency wants swept. Suppresses down payment invoice.

SUBCONTRACTED WORK

STATE CHART

Paper Contractors eligible (Include materials in Subcosts)

Required subcontractor controls as a policy condition (ID0006):

- Hold Harmless/Indemnity agreement in place with subs using acceptable state specific language (sample forms available)
- Contractor added as Additional Insured on subs' policies and certs collected prior to start of work
- Subs' GL limit equal or greater than contractors' (max \$1M required)

State	GL Min. Premium	Home Builders Min. Premium	IRPM/Scheduled Credits/Debits	Owner Payroll	Optional Sunset (Yrs)
AZ	\$500	\$1000	+/- 40%	\$26,400	4
CA	\$750	\$1000	+/- 25%	Varies	5
CO	\$750	\$1500	+/- 25%	\$31,500	3
ID	\$500	\$1000	+/- 40%	\$26,300	4
IL	\$500	\$1000	+/- 40%	\$33,500	Not Avail
MI	\$500	\$1000	+/- 25%	\$29,700	3
MN	\$500	\$1000	+/- 40%	\$30,000	5
MT	\$500	\$1000	+/- 40%	\$15,700	5
NV	\$500	\$1500	+/- 40%	\$29,300	3
OR	\$500	\$1000	+/- 40%	\$31,100	5
TX	\$750	\$1500	+/- 40%	\$31,900	Not Avail
UT	\$500	\$1000	+/- 25%	\$30,700	4.5
WA	\$500	\$1000	+/- 25%	\$17,800*	3
WI	\$500	\$1000	+/- 40%	\$31,600	5
WY	\$500	\$1000	+/- 40%	\$16,200	5

*WA - \$31,200 cap per Employee

ADDITIONAL OPTIONS

AVAILABLE DISCOUNTS

ID0019	Hired & Non-Owned Liability available for accounts \$400K or less in Payroll. (Not available in CA, TX)
ID0022/ ID1046 IL	Allows work on new construction condos; starred (*) classifications indicate eligibility. 20% debit. (Not available in TX)
ID0046	Allows for the purchase of coverage for >4 units per subdivision for trade classes (new builders have a max per project not to exceed 10 during all policy periods). Exceptions considered by referral. Also allows for the purchase of coverage for work on >14 units per rental complex for trade classes
ID0053	Earth Movement. Premium and eligibility varies by class and limits. Minimum sublimit of \$250K available for most classes; higher limits may be available upon referral. (Availability in TX varies)
ID0248	Jobsite Injury. Applies to BVPP policies with a \$250K sublimit that can be bought up to \$500K (+7.5%) or \$1M (+15%) with an approved jobsite safety program
ID1001	Enhancement Endorsement- additional coverages, extensions, and broadening provisions bundled for \$250 including: <ul style="list-style-type: none"> -Contractors E&O - \$10K aggregate -Care, Custody & Control - \$2.5K/occurrence, \$5K/aggregate -Damage to Premises Rented to Insured - \$300K -Bodily Injury - expanded to include mental anguish
CG0435	Employee Benefits Liability: min \$200; max \$250
CG0442	Stop Gap: Min Premium - WA: \$90, WY: \$185
CG2134	Mandatory Prior Work Exclusion. Required when new in business, no prior/gap in coverage, or unacceptable prior carrier such as a Risk Retention Group or B or lower rating. Debit for removing in: CO, ID, IL, MI, MN, MT, TX, UT, WI, WY = 25% for GCs & 10% for trade contractors
CG2503	Per Project Aggregate: \$150 min premium
\$75 ea	Vacant lot or acre not insured elsewhere
\$150 ea	Unsold home not insured elsewhere
10%	Spec home builders & flippers eligible with a surcharge
APPLIES TO AZ, CA, NV, OR AND WA POLICIES ONLY:	
ID0013	Increase \$25K Water Intrusion Sublimit (Products/ Completed Ops) up to \$50K, \$100K, or remove sublimit entirely for cover up to policy limits
ID0014	Attached only to new builder and remodeler classes. Remove \$100K Water Intrusion Sublimit for subs for cover up to policy limits
ID0026	Convergence. Available on BIS Manifestation policy renewals to convert to a C&P Exclusion. 10% debit of the current policy premium for each prior year converged
ID0102	Replace Manifestation (ID0002) with a Continuous & Progressive Exclusion (ID0102). 10% debit <\$10K premium, 5% debit ≥\$10K premium (\$5K max debit) or include both forms for a 7.5% credit (\$2,143 max credit)

CREDIT	DISCOUNT
\$50	Credit for AmTrust Company Contractors License Bond
10-20%	10% credit for election to run Insurance Score with a 625+ result; additional 10% credit when the result is 775+
15%	Exclusion for Construction of New Residence (ID0032). Available for residential remodeling class
20%	Inclusion of Defense Within Limit of Insurance (ID0015). Not available in IL or MN. Requires \$1M limit in MT
10%	Elective Prior Work Exclusion (ID2134). Optional and not available if mandatory form is required. 10% credit applies each term. Available in AZ, CA, NV, OR, and WA only
13%	Sunset Provision (ID0202). Reduces Completed Operations coverage varying per state. See state chart. (\$3,714 max credit). Not available in IL or TX
10%	Action Over Exclusion (ID0048/ID0148 WA). Exclusion with credit can be removed (\$1M max limit). See ID0248 for BVPP policies
25%	Painters, Electricians, Ceiling & Wall Installers - Metal, Dry-wallers, Carpentry- Interior, and Floor Covering Installation, if 80%+ commercial
+/- 40%	Available Schedule Credit based on individual risk characteristics. Request via underwriter. See state chart for ranges

ADDITIONAL INTERESTS

\$0	ID0037 (ID0137 in AZ, CA, NV) Automatically Included. Free Blanket with Primary/Non-Contributory & Waiver of Subrogation (may provide less cover than ISO form)
AVAILABLE FORMS:	
\$0	CG2010 Scheduled Ongoing Ops. First 5 scheduled free
\$250	CG2038 Blanket Ongoing Ops (CG2033 may be substituted)
\$250	ID0020 Scheduled Primary/Non-Contributory for Ongoing Ops. Blanket available
\$250	CG2001 Primary/Non-Contributory for Ongoing and Completed Ops. Applies as blanket
\$150	ID2037 Completed Ops with negligence standard including Primary/Non-Contributory & Waiver of Subrogation (may provide less cover than ISO form); Blanket available for commercial projects. Subject to underwriting approval
\$250 min	CG2037 Completed Ops. Blanket available for commercial projects. Residential, hotel/motel and public works projects available on a scheduled basis with approval
\$0	CG2404 Waiver of Subrogation for Ongoing and Completed Ops. Blanket available
\$0	CG2011, CG2012, CG2013, CG2026, CG2028, CG2029, CG2034

CLASSIFICATIONS

TRADE CLASSES

Appliance and Accessories - Installation, Service, or Repair - Household (91155) *

Does not include alarm systems, HVAC, wood stoves, fireplace inserts, roof-mounted solar heating equipment, or satellite installation/service/repair. **

Carpentry - Interior (91341) *

25% discount if 80%+ commercial work. Wood finish and cabinetry work. Framing contractors are ineligible. Non-prefinished wood floor installation and wood floor refinishing ineligible. No shop only risks. **

Carpet, Rug, Furniture, Upholstery Cleaning (91405)

On customer premises. **

Ceiling or Wall Installation - Metal (91436) *

25% discount if 80%+ commercial work. Other than metal, classify as Drywall Installation. Work limited to <4 story structures. **

Chimney Cleaning (91481)

No wood stove or insert installation or repair. **

Communication Cabling (91551) *

Low voltage wiring. No computer or network set up. No burglar/fire alarm installation. **

Concrete Construction (91560)

Ineligible work includes street, road, bridge, concrete coring, or retaining walls >4 feet. Foundation work is limited to garages, sheds, and outbuildings. No pool construction or pumps. Rebar and cutting contractors ineligible.

Debris Removal Contractors (91629)

Cleaning and removal from construction site. No demolition or hazardous materials including asbestos. **

Driveway, Parking Area, or Sidewalk Construction - Paving or Repaving (92215)

Repaving, asphalt, and flatwork only - not structural. Clearing, excavating, filling, or grading of land operations are ineligible. Stamping and decorative concrete work is eligible.

Drywall or Wallboard Installation (92338)

25% discount if 80%+ commercial work. Exterior stucco/plastering is ineligible. **

Electrical Apparatus - Installation, Service, or Repair (92451)

Residential only. Does not include alarm systems, HVAC, wood-stoves, fireplace inserts, roof-mounted solar heating equipment, or satellite installation/service/repair. **

GENERAL CONTRACTING CLASSES

Residential New Construction (91340n)

Targeting projects with total construction cost per structure of <\$2M excluding land (exceptions to \$3M). Spec home builders and flippers are eligible subject to a 10% surcharge. No exterior work as a sub or on a stand-alone basis. Incidental roofing allowed in conjunction with a new or remodeling project as the GC, but all torch down must be subcontracted. Project Specific policies with up to 3 year terms considered. ** (Class not available in TX - see class 91340nw)

Residential New Construction - Builders Value Protection Program (BVPP) (91340nw)

For experienced builders, <\$25M sales, <26 homes/tract, and <\$3M per structure (minus land cost). GL with companion builder-backed warranty issued to the home buyer (transferable) for \$215/home. No Model Home or Spec surcharges. Allows remodeling work. No exterior work as a sub or on a stand-alone basis. Incidental roofing allowed in conjunction with a new or remodeling project as the GC, but all torch down must be subcontracted. Project Specific policies with up to 3 year terms considered. **

Residential Remodel (91340r)

Includes addition work. Predominant repair of building exterior is not contemplated. GCs targeting projects with total construction cost per structure of <\$2M excluding land (exceptions to \$3M). Incidental roofing work allowed in conjunction with a new or remodeling construction project, but all torch down must be subcontracted. No sun-room kit installation. Spec charge applies to house flippers. **

Commercial New Construction (91342n)

Commercial or pole building construction <4 stories. <20% residential work. Incidental roofing work allowed in conjunction with a new or remodeling construction project, but all torch down must be subcontracted. Apartment and hotel/motel work is considered residential. **

Commercial Remodel (91342r)

<4 story structures. <20% residential work. Incidental roofing work allowed in conjunction with a new or remodeling construction project but all torch down must be subcontracted. Apartment and hotel/motel work is considered residential. **

Prefab Building Erection (98502)

1 story non-habitational structures <10,000 sq ft. No sunroom kit installation. **

Electrical Work within Building (92478) *

25% discount if 80%+ commercial work. Does not include the installation of alarms or security systems. Incidental wiring for alarms in conjunction with electrical work included. Incidental exterior work. No machinery, solar equipment, or processing equipment installation or alteration. **

CLASSIFICATIONS

Fence Erection (94276)

No attractive nuisance exposure, security fencing, or electrification. Includes deck builders (not on multi-unit structures nor deck construction over living areas).

Floor Covering Installation (94569) *

25% discount if 80%+ commercial work. Non-prefinished wood floor installation and wood floor refinishing ineligible. No hydronic heating installation. **

Furniture or Fixtures Installation in Offices or Stores (95124)

80%+ commercial work only. See House Furnishing Installation for residential work. **

Garage Door - Installation, Service, or Repair (91746)

Residential and commercial spaces used for vehicle and other storage. No security doors or fire doors. **

HVAC - Dealers and Distributors Including Installation, Service, or Repair (95647)

Includes installation of ducts and piping. No in-house crane operation. Incidental refrigeration work only. No geothermal or clean room systems. Structures <4 stories. **

HVAC - Including LPG (95648)

No in-house crane operation. Incidental refrigeration work only. No geothermal or clean room systems. Structures <4 stories. **

House Furnishings Installation (96053) *

Includes incidental upholstery. **

Insulation Installation (96408)

No blow-in insulation. **

Interior Decorators (96611) *

Organizational consultants eligible. **

Janitorial (96816) *

No biohazard clean-up. No floor waxing. Work in retail establishments is ineligible. Housekeepers eligible. **

Landscape Gardening (97047)

Installation of landscaping projects. <25% sprinkler and water feature work. Incidental tree trimming from ground. CG2293 included for herbicide/pesticide application (\$25K sublimit in Oregon).

Lawn and Garden (97050)

Maintenance operations including incidental replanting of trees or shrubs. No sprinkler work. CG2293 included for herbicide/pesticide application (\$25K sublimit in Oregon).

Masonry (97447)

Construction of walls or partitions using stone, brick, or block. Outdoor barbecue-type fireplaces allowed. Construction of earth-bearing retaining walls >4 feet is not eligible. No sandblasting.

Metal Erection - Decorative or Artistic (97650)

Includes incidental shop operations. No security bars, railings, or stairways. This is a non-load bearing, non-structural class. **

Office Machine or Appliances - Installation, Inspection, Adjustment, or Repair (98111) Includes incidental shop operations. No appliance rental, or computer repair. **

Painting - Exterior (98304)

25% discount if 80%+ commercial work. Buildings <4 stories with <15 living units. No sandblasting. No stand-alone power washing operations. No overspray exclusion nor per claim deductible. **

Painting - Interior (98305) *

25% discount if 80%+ commercial work. Bathtub refinishing ok. No overspray exclusion nor per claim deductible. **

Paperhanging (98344) * **

Parking Lot Sweeping (99303)

No street sweepers. **

Plumbing - Commercial (98482)

No sprinkler systems, process piping, clean room work, Ki-Tec pipe, swimming pools, public utilities, hospitals, or boiler work. Must be 80%+ commercial, with residential service and repair only allowed. Structures <4 stories. ID0032 is attached excluding new residential construction work. Apartment and hotel/motel work is considered residential. **

Septic Tank Systems - Cleaning (98805)

Septic Tank Installation, Service, or Repair (98806)

Sign Erection, Installation or Repair (98993)

No billboards or sign manufacturing. No roadway signs or work above 3 stories. No in-house crane operations. Includes shop operations.

Sign Painting or Lettering (99004)

No billboards or sign manufacturing. No roadway signs or work above 3 stories. No in-house crane operations. Includes shop operations.

Solar Panel Installers (99080)

3 story max. Solar panel cleaners eligible. No solar farms, panel manufacturers, or retail exposure. Water intrusion sub-limit at \$25K (requests to \$50K considered for loss free risks in business 3+ years). Action Over exclusion mandatory. No roofing.

Tile, Stone, Marble, or Mosaic Installation (99746)

Interior with only incidental exterior work. No hydronic heating installation. Non-prefinished wood floor installation and wood floor refinishing ineligible.

Window Cleaning (99975) 3 stories or less.

CONTRACTORS CHOICE INLAND MARINE/PROPERTY

PRODUCT HIGHLIGHTS

Minimum Premium

\$150 - Offered with GL Product Only

Ineligible

- >1 loss in the past 3 years
- Cranes
- MN, WY (filings pending)

Deductible Options

<u>Per Occurrence</u>	<u>Credit</u>
\$500	Included
\$1,000	5%
\$2,500	15%
\$5,000	20%

Credits

Up to +/- 40% IRPM available (See state chart)
Based on individual risk. Request via underwriter



COVERAGE A - PROPERTY AT YOUR PREMISES

BPP Limits from \$100 - \$100K*
(.75/\$100 rate except where indicated)

Included with BPP:

- **PERSONAL EFFECTS** \$2.5K set limit
- **VALUABLE PAPERS** \$2.5K included. Limit available to \$100K* (.90/100 >\$2500)
- **ACCOUNTS RECEIVABLE** \$2.5K included. Limit available to \$100K* (.25/100 >\$2500)
- **EXTRA EXPENSE** \$5K included. Limit available to \$100K* (\$1.50/100 >\$5000)

COVERAGE B - CONTRACTORS INSTALLATION

Covers property at each covered jobsite, in transit, and at temporary storage locations. Limits available to \$100K* (1.25/\$100 rate)

INCLUDES:

- Aggregate of 3x limit at covered jobsites
- 25% of limit at temporary storage location
- 25% of limit while in transit

COVERAGE C - CONTRACTORS TOOLS AND EQUIPMENT

\$1,000 minimum deductible applies to CA policies

- **UNSCHEDULED TOOLS & EQUIPMENT** Blanket limit to \$50K.* No item to exceed \$2.5K (\$3.50/100 rate)
- **SCHEDULED EQUIPMENT** Scheduled limits available for items from \$2.5K to \$50K.* Total scheduled limit to \$200K* (\$1.25/100 rate)
- **NON-OWNED TOOLS & EQUIPMENT** Limit available to \$100K* (\$2.00/100 rate)
- **EMPLOYEE TOOLS** Blanket limit available to \$25K.* \$500/employee max with \$100 item max (\$2.00/100 rate)
- **RENTAL COST REIMBURSEMENT** Limit to \$25K* available (\$1.00/100 rate)

COVERAGE D - COMPUTER COVERAGE

- **HARDWARE** Limit to \$25K* available (\$1.00/100 rate)
- **SOFTWARE** - Included at 25% of Hardware limit with limits to \$25K* (\$1.50/100 for >25% of Hardware limit)