



ON YOUR TEAM.

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Group, Inc.

NYC SPECIAL RIGGERS ASSOCIATION

MARCH 7, 2019 MEETING - AGENDA

NYC Primary General Liability Market Status

- Carriers Who Have Left
- Carriers Who Have Entered
- Carriers Who Are Staying The Course

Why is it so hard to find the right carrier in NYC?

- Insurers offering Labor Law Coverage
- Narrow Appetite (fire suppression, elevator, janitorial, snow removal, etc)
- Exterior Height Exposures
- Direct Payroll
- Minimum premiums under \$500,000

Role of Wholesaler

- Market Knowledge
- Market Relationships / Clout
- Aggregator
- Anticipatory / Forward looking. Sees potential problems and prepares possible solutions (Plan A, Plan B, Plan C...)
- Document screening - Risk Packaging/Preparation

NYC PRIMARY GL INSURERS

WHO HAVE LEFT THE MARKET IN THE PAST 10 YEARS

ACE

AIG

Arch

Burlington

Catlin

CM Vantage

Endurance

Falls Lake

First Mercury

Houston Casualty

Liberty

Markel

Mesa

Navigators

QBE

Scottsdale/Nationwide

Selective

Swiss Re

United Specialty

Valiant

XL

WHO HAVE ENTERED THE MARKET IN THE PAST 10 YEARS

ACE

Accident Fund

Accredited Surety

Arch

Ategrity

Axis

Cap Specialty

Gemini / Berkley

Hiscox

Hudson

James River

Kinsale

Mesa

Lloyds (*Ethos, Pioneer, WKF&C, West Congress*)

Prime Insurance Company

Swiss Re

TriState

Trisura

United Specialty via Prime

WHO ARE STAYING THE COURSE

American Empire

Argonaut/Colony

AWAC

Harleysville/Nationwide

Lloyds (*Labor Guard / Besso*)

Merchants

Prosight / NY Marine

RLI / Mt. Hawley

Starr

Travelers

Zurich

INSURERS OFFERING LABOR LAW COVERAGE FOR NEW YORK CONTRACTORS

ACE / CHUBB
ACCREDITED SURETY
ACCIDENT FUND
ADMIRAL
AMERICAN EMPIRE
ARCH
ARGONAUT
ATEGRITY SPECIALTY
AWAC
AXIS
CAP SPECIALTY
COLONY
CM VANTAGE
GEMINI / BERKLEY
HARLEYSVILLE /
NATIONWIDE
HISCOX

HUDSON
HOUSTON CASUALTY
KINSALE
JAMES RIVER
LLOYD'S
LONDON MARKETS:
BESSO
ETHOS
LABOR GUARD
PIONEER
WEST CONGRESS
WKFC
MAIN STREET
AMERICA
MARKEL
MERCHANTS
MESA
PRIME INS. CO.

PROSIGHT/
SOUTHWEST
MARINE
QBE
RLI / MT HAWLEY
SELECTIVE
STARR COMPANIES
STATE FARM
SWISS RE
TRAVELERS
TRISURA (USMC)
TRI-STATE AUTO
UTICA MUTUAL
UTICA NATIONAL
UNITED SPECIALTY /
(VIA PRIME)
ZURICH

INSURERS OFFERING LABOR LAW COVERAGE FOR NEW YORK CONTRACTORS

WITHIN THE 5 BOROUGHS
WITH EXTERIOR PAYROLL x/o 30'
PREMIUM UNDER \$500,000

ACE / CHUBB
ACCREDITED SURETY

AMERICAN EMPIRE

STARR COMPANIES

BESSO

TRAVELERS

AXIS

PIONEER

UNITED SPECIALTY
(VIA PRIME)

HISCOX

PRIME INS. CO.

ZURICH

ROLE OF THE WHOLESALER

- ✓ Market Knowledge
 - Insurance companies writing NY Contractors have narrow appetites and small staff
 - Need to deliver the message fast
 - Thousands of submissions; need help prioritizing
- ✓ Market Relationships / Clout
 - Many accounts need upper management sign off and / or exceptions; Having access to upper management makes the difference
 - Limited distribution
- ✓ Aggregator
 - Size and relationships matter – eg new Argo program
- ✓ Anticipatory / Forward looking. Sees potential problems and prepares possible solutions (Plan A, Plan B, Plan C...)
 - Risk Packaging/Preparation
 - Document screening / contract review
 - 5, 7 or 10 years loss runs

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ON YOUR TEAM.

We're more than your partner, we're on your team.