

ENCOVA INSURANCE AGENCY WELCOME PACKET

ENCOVA INSURANCE AGENCY OUR CAPABILITIES

Encova Insurance Agency is here to help fill in the gaps to create a comprehensive and viable onestop-shop solution to meet and exceed policyholder needs. We operate as a wholesale agency and are licensed in most states. We work exclusively through licensed Encova Insurance retail agencies. Supporting Encova business (quoted or issued) is required to place coverage with Encova Insurance Agency. We will write stand-alone/unsupported workers' compensation and commercial umbrellas.

Common lines of coverage we write include:

- Dealers physical damage (recreational vehicle and trailer dealers only)
- Workers' compensation
- Commercial umbrella
- Pollution liability, including contractors, premises and above/underground storage tanks
- Professional liability
- Cyber
- Directors and officers
- Employment practices liability
- Bonds: all types

We are licensed in every state in the continental U.S. except California, New Mexico, New York, the District of Columbia, Texas and Wyoming.

encova.com MC-0500-STFR 09-2

OUR TEAM

BROKER SALES AGENT All renewals

Amy Van Ess Hammes Phone: 920-458-6340 amy.vanesshammes@encova.com

AGENCY ACCOUNTING AND COMPLIANCE

Administration/broker sales agent

Holly Stevens Phone: 614-225-8558 holly.stevens1@encova.com

OPERATIONS MANAGER

All new business

Tony King Phone: 440-213-1241 tony.king@encova.com



ENCOVA INSURANCE AGENCY BIOGRAPHIES



Tony King

Tony King, CPCU, started his career as a district sales manager for Motorists Insurance Group, now Encova Insurance, in 1986. Since then, he has held several different positions, and in 2020 he became the operations manager of Encova Insurance Agency. Outside of work, Tony plays in a band (bass guitar) and enjoys meteorology.



Holly Stevens

Holly Stevens joined Encova Insurance Agency in 2020 with over 25 years of experience in the insurance industry. She started with a captive agency and quickly excelled in commercial lines. She moved to a regional carrier and worked as a commercial underwriter before joining an independent agency, where she held many different positions.

Holly currently handles Encova Insurance Agency's compliance and accounting and is a broker agent handling bonds and excess umbrella.



Amy Van Ess Hammes

Amy Van Ess Hammes, CISR, began her career in the insurance industry in 1996 and held various agency positions in Wisconsin. She joined then-Motorists in 2016 and worked in Commercial Lines before she joined the Encova Insurance Agency in 2020 as a broker sales agent working on renewal business. Outside of work, she is a fourth-generation farmer and raises corn and soybeans.





WORKERS' COMPENSATION

ENCOVA INSURANCE AGENCY WORKERS' COMPENSATION REQUIREMENTS

To streamline the process of obtaining a workers' compensation quote, Encova Insurance Agency requests the information below for every submission. Email all requests to <u>tony.king@encova.com</u>.

Name of item needed for conversion	Enclosed	Comments
Acord 125		
Acord 130 workers' compensation application		
Federal Employer Identification Number (FEIN)		
Insured name, telephone number and email address		
Workers' compensation class code, number of employees, payroll in each state		
Minimum three-year loss runs		
Experience modifier (e-mod)		
Contractor supplement (if a contractor)		
Manufacturing supplement (if manufacturing)		
Safety manual		
If you are an Ohio company, loss runs can be obtained through the bureau of workers' compensation.		





COMMERCIAL UMBRELLA

ENCOVA INSURANCE AGENCY UMBRELLA REQUIREMENTS

To streamline the process for requests for umbrella limits on new or existing Encova business, Encova Insurance Agency requests the information below for every submission. Email all requests to <u>holly.stevens1@encova.com</u>.

Name of item needed to quote umbrella	Enclosed	Comments
Acord 125 with description of operations		
Acord general liability - general liability premium		
Acord commercial lines umbrella application		
Supplement (any supplement pertaining to the type of risk will suffice)		
Product liability supplement (if manufacturing, any product liability supplement will suffice)		
Minimum three-year loss runs (five-year loss runs preferred)		
Quote proposal policy (showing premiums and underline limits, forms)		
Premium indication		
Commercial auto applications, including drivers – auto liability premium , including hired/non-owned		
Commercial auto breakdown by size (light, medium, heavy, extra heavy, truck tractor and private passenger auto)	See below.	See below.

Type of vehicle	Number of vehicles
Private passenger (PPT)	
Light truck	
Medium truck	
Heavy truck	
Extra heavy truck	
Truck tractor	





CONTRACTOR POLLUTION



Chubb Group of Insurance Companies 15 Mountain View Rd. Warren, NJ 07059

CONTRACTORS POLLUTION LIABILITY APPLICATION

Instructions for Using Edit	table Applications and Im	portant Legal Information:
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1	Save	the	document	to	vour	local	compute	r
	Jave	uie	uocument	ω	your	oca	compute	

- 2. Complete the application by providing your responses in the areas provided; utilize the tab key to move ahead to the next field.
- 3. If there is not enough space for any particular question, please include the full response in an additional attachment to your application, as you would if you were completing a paper-based application.
- 4. When you have completed the application, please verify the application for accuracy and completeness before signing the application and forwarding the application to your agent or broker. Do not forward applications directly to Chubb unless you are an agent or broker.
- 5. If you choose to sign the application with a wet signature, please print the final application, sign the application in ink and forward the application to your agent or broker with any necessary supporting materials.
- 6. If you apply your signature to this form electronically, you hereby consent and agree that your use of a key pad, mouse or other device to click the "I Agree" button constitutes your signature, acceptance and agreement as if actually signed by you in writing and has the same force and effect as a signature affixed by hand. Further, you agree that the lack of a certification authority or other third party verification will not in any way affect the validity or enforceability of your signature or any resulting contract. You can apply your signature electronically by clicking on the signature field. Once all signatures have been applied, forward the application to your agent or broker via email. Any necessary supporting materials should be sent via email or postal service to your agent or broker.

If you experience technical difficulties utilizing the document, please contact the Chubb Help Desk at 1-877-747-5266, "Option 2". For all other inquiries please contact your agent or broker. If you are an agent or broker, please contact your local Chubb representative. The document is provided for licensed insurance agents and brokers and their clients only.

IF YOU ARE ACCESSING THE DOCUMENT FROM A VENUE OTHER THAN WWW.CHUBB.COM, BY YOUR USE OF THE DOCUMENT, YOU ARE AGREEING TO THE FOLLOWING, IF YOU DO NOT AGREE, DO NOT USE THE ELECTRONIC DOCUMENT:

- * Chubb does not warrant that the document will be free from viruses. You assume the entire cost of any necessary service, repair or correction. * The privacy of communication over the Internet cannot be guaranteed, because the Internet is not a secure medium. Chubb does not assume any responsibility for any harm, loss, or damage you may experience or incur by the sending of personal or confidential information over the Internet.
- * Chubb is not responsible for any versions of the document that have been manipulated, altered or revised from the version of the document that appears on www.Chubb.com. Do not post the document on the Internet.

"Chubb" refers to the member insurers of the Chubb Group of Insurance Companies, Copyright notice: All rights reserved.

	I Agree		
2.	Is Named Insured status requested for any other entities? (If yes, attach name and operation of each)	Yes	🔲 No
3.	Do any requested Named Insured's have subsidiary, related or affiliated companies which are not stated 1. or 2. above? (If yes, attach name and operation of each)	d in 🔲 Yes	No No
4.	Address		
5.	Telephone 6. Email Address:		<u> </u>
7.	Contact Name/Job Title		
8.	How long has the applicant been in business?		
9.	During the last 5 years, has the applicant purchased any other businesses? Have any mergers or consolidations taken place? (If yes, attach details)	☐ Yes ☐ Yes	□ No □ No

10. Describe current operations and note any operations that have been discontinued over the past three (3) years.

Form:	70-03-0100	(Ed.	7/13)
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Chubb Group of Insurance Companies ("Chubb") is the marketing name used to refer to the insurance subsidiaries of The Chubb Corporation. For a list of these subsidiaries, please visit our website at www.chubb.com. Actual coverage is subject to the language of the policies as issued. Chubb, Box 1615, Warren, NJ 07061-1615.



11. Describe 3 largest projects or contracts in the past year. Include: client name, project revenue and current status.

Project	Client Name	Project Revenue	Status of Project

12.

	Next 12 months (est.)	Current 12 months	Prior 12 months
Revenue			
Payroll			

13. PROFILE OF OPERATIONS

 A. Provide projected values for the 12 months following the requested coverage inception. B. For each projected operation moderate % works by subcontractors. 			
Contracting Activities	A Projected Revenue	B % work by subcontractors	
Carpentry		%	
Construction Management		%	
Demolition/Dismantling		%	
Drilling		%	
Electrical		%	
Excavation (Non Haz)/Grading		%	
General Contracting		%	
HVAC/Mechanical		%	
Industrial Cleaners (incl. Sewer/Septic)		%	
Insulation		%	
Logging		%	
Masonry/Concrete		%	
Marine		%	
Oil Lease		%	
Painting		%	
Pipeline Construction/Cleaners		%	
Plumbing		%	
Roofing		%	
Steel Erection		%	
Street and Road Construction		%	
Other (explain)		%	
Total General Contracting		n/a	

14. Do you conduct any transit operations such as hauling construction debris, fuel or other hazardous materials? Yes No (if **yes** please complete table below)

Type of Material Hauled	Type of Vehicles Used	Number of Vehicles Used	Distance Hauled (one way)



- 15. Describe any operations outside Canada and the U.S.A., including countries where such operations occur. Indicate percentage of work outside Canada and the U.S.A.
- 16. Indicate the raw or process materials used in your operations, including all fuels, solvents, chemical, etc.

Description of Material	Max Quantity Stored per Job Site	Drum [3]	Tank [3]

17.	Do you have personnel responsible for job-site safety and environmental compliance? (If yes, give name/s and any qualifications, certifications, etc.)	Tes (so	ole function)
		☐ Yes (ha ☐ No	as other duties)
18.	Are your personnel trained in the use of personal protective equipment?	☐ Yes	🔲 No
19.	Describe training given to employees who work with hazardous materials, e.g. in-house seminars, outside s Give training intervals for regular employee training programs.	eminars, on-the-jo	ob training, etc.
~~		— V	
20.	Do you have a written Health and Safety Program that addresses environmental exposures?	Yes	□ No
21.	Indicate which of the following you require of your subcontractors:		
	Certificates of Insurance		
	Additional Insured status for yourself on subcontractor's insurance policies		
	Waiver of Subrogation provision on subcontractor's insurance policies		
22.	What minimum limits of insurance do you require of your subcontractors?		
	General Liability		
	Pollution Liability		
	Professional Liability		

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CONTRACTORS POLLUTION LIABILITY APPLICATION

23.	Do you require a written contract with your subcontractors—containing hold harmless and indemnification provisions in your favor—before any subcontractors begin work for you? (If "No" or if contracts are not used in all circumstances, explain your company policy on hold harmless and indemnification requirements for work done by subcontractors.)	☐ Yes	☐ No
24.	Have any claims (whether insured or not) for pollution incidents been made against the applicant or reported under any insurance policy in the last 5 years? (If "Yes", describe all such claims including: date of claim, date of incident, act or omission giving rise to the claim, name of claimant, description of incident, amount paid or estimated to be paid, final disposition or current status.)	☐ Yes	No No
25.	Does the applicant have knowledge of any fact, circumstance or situation which could result in a claim arising out of a pollution incident being made against it or any entity for whom coverage is sought? (If "Yes", give full details below.)	🗋 Yes	🔲 No

26. Indicate the coverage terms for which you are applying. (List multiple Limits and Deductible requests if applicable.)

Limit of Liability:	
Deductible:	
Inception Date:	
Claims Made 🔲	

*If Project-Specific is requested, describe the project below:

INFORMATION OR DATA CONTAINED IN OR SUBMITTED IN CONNECTION WITH THIS APPLICATION (OR OTHERWISE TO ANY OF THE MEMBER INSURERS OF CHUBB GROUP OF INSURANCE COMPANIES ("CHUBB") IN CONNECTION WITH THE UNDERWRITING PROCESS) DOES NOT CONSTITUTE NOTICE OF AN OCCURRENCE, WRONGFUL ACT, CLAIM, SUIT OR OTHER CIRCUMSTANCE AND DOES NOT SATISFY ANY OF THE REPORTING NOTIFICATION OR OTHER PROVISIONS OF ANY POLICY. ALL SUCH NOTICES MUST BE GIVEN SEPARATELY IN ACCORDANCE WITH THE APPLICABLE POLICY CONDITIONS.

Form: 70-03-0100 (Ed. 7/13)



ANY PERSON WHO KNOWINGLY AND WITH INTENT TO DEFRAUD ANY INSURANCE COMPANY OR OTHER PERSON, FILES AN APPLICATION FOR INSURANCE OR STATEMENT OF CLAIM CONTAINING ANY MATERIALLY FALSE INFORMATION OR CONCEALS FOR THE PURPOSE OF MISLEADING, INFORMATION CONCERNING ANY FACT MATERIAL THERETO COMMITS A FRAUDULENT INSURANCE ACT, WHICH IS A CRIME AND SUBJECTS SUCH PERSON TO CRIMINAL AND CIVIL PENALTIES, INCLUDING BUT NOT LIMITED TO FINES, DENIAL OF INSURANCE BENEFITS, CIVIL DAMAGES, CRIMINAL PROSECUTION AND CONFINEMENT IN STATE PRISON.

COMPLETION OF THIS APPLICATION DOES NOT BIND INSURANCE. APPLICANT'S ACCEPTANCE OF THE COMPANY'S QUOTATION IS REQUIRED PRIOR TO BINDING INSURANCE AND POLICY ISSUANCE.

CERTIFICATION

For the purposes of this application, the undersigned declares and acknowledges by clicking where indicated below that, he/she has reviewed this application and the statements contained therein with his/her Chief Executive Officer, Chief Financial Officer, Chief Operating Officer or their equivalents, and that to the best of their knowledge and belief, after reasonable inquiry, the statements in this application, and in any attachments, are true and complete.

Chubb is authorized to make any inquiry in connection with this application. Signing this application shall not constitute a binder or obligate Chubb to complete this insurance, but it is agreed this application shall be the basis upon which a policy may be issued.

If the statements in this application or in any attachment change materially before the effective date of any proposed policy, the applicant must notify Chubb, and Chubb may modify or withdraw any quotation.

You understand that the limit of liability under any policy to be issued in response hereto shall include both indemnity payments for claims and payment of claim and defense expenses, as defined in the policy.

The undersigned persons understand and further agree that the completion and signing of this APPLICATION neither binds CHUBB to sell nor the Applicant to purchase the insurance.

PLEASE NOTE: ONLY DULY APPOINTED AGENTS OF CHUBB AND LICENSED BROKERS ARE AUTHORIZED TO SOLICIT APPLICATIONS FOR INSURANCE, AGENTS AND BROKERS ARE NOT AUTHORIZED TO BIND INSURANCE. NO INSURANCE SHALL BE PROVIDED UNLESS CHUBB ACCEPTS THE APPLICATION AND BINDS THE INSURANCE.

By signing below, applicant hereby certifies that the statements made and the information and data supplied herewith are true, accurate and complete.

Authorized Signature of Applicant	<u>Date</u>			
<u>Print Name</u>	<u>Title</u>			
Applicant	Authorized Agent (Please Print Name)			
Authorized Agent (Signature)	Title	Date		
Submitted By (Insurance Agent)	Insurance Agency			
Agent License No. (For non-admitted placements a copy of valid surplus lines license will be required)				
Address (No., Street, City, State, and ZIP Code)				

THIS DOCUMENT IS THE PROPERTY OF CHUBB GROUP OF INSURANCE COMPANIES WHICH CONTAINS INFORMATION THAT IS PROPRIETARY, CONFIDENTIAL AND SUBJECT TO COPYRIGHT PROTECTION.

NOTICE TO APPLICANT - PLEASE READ CAREFULLY.

ANY PERSON WHO KNOWINGLY AND WITH INTENT TO DEFRAUD ANY INSURANCE COMPANY OR OTHER PERSON, FILES AN APPLICATION FOR INSURANCE OR STATEMENT OF CLAIM CONTAINING ANY MATERIALLY FALSE INFORMATION OR CONCEALS FOR THE PURPOSE OF MISLEADING, INFORMATION CONCERNING ANY FACT MATERIAL THERETO COMMITS A FRAUDULENT INSURANCE ACT, WHICH IS A CRIME AND SUBJECTS SUCH PERSON TO CRIMINAL AND CIVIL PENALTIES, INCLUDING BUT NOT LIMITED TO FINES, DENIAL OF INSURANCE BENEFITS, CIVIL DAMAGES, CRIMINAL PROSECUTION AND CONFINEMENT IN STATE PRISON.

APPLICABLE IN:

ARKANSAS

ANY PERSON WHO KNOWINGLY PRESENTS FALSE OR FRAUDULENT CLAIM FOR PAYMENT OF A LOSS OR BENEFIT, OR KNOWINGLY PRESENTS FALSE INFORMATION IN AN APPLICATION FOR INSURANCE IS GUILTY OF A CRIME AND MAY BE SUBJECT TO FINES AND CONFINEMENT IN PRISON.

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COLORADO

IT IS UNLAWFUL TO KNOWINGLY PROVIDE FALSE, INCOMPLETE, OR MISLEADING FACTS OR INFORMATION TO AN INSURANCE COMPANY FOR THE PURPOSE OF DEFRAUDING OR ATTEMPTING TO DEFRAUD THE COMPANY. PENALTIES MAY INCLUDE IMPRISONMENT, FINES, DENIAL OF INSURANCE AND CIVIL DAMAGES. ANY INSURANCE COMPANY OR AGENT OF AN INSURANCE COMPANY WHO KNOWINGLY PROVIDES FALSE, INCOMPLETE, OR MISLEADING FACTS OR INFORMATION TO A POLICYHOLDER OR CLAIMANT FOR THE PURPOSE OF DEFRAUDING OR ATTEMPTING TO DEFRAUD THE POLICYHOLDER OR CLAIMANT WITH REGARD TO A SETTLEMENT OR AWARD PAYABLE FROM INSURANCE PROCEEDS SHALL BE REPORTED TO THE COLORADO DIVISION OF INSURANCE WITHIN THE DEPARTMENT OF REGULATORY AGENCIES.

DISTRICT OF COLUMBIA

WARNING: IT IS A CRIME TO PROVIDE FALSE OR MISLEADING INFORMATION TO AN INSURER FOR THE PURPOSE OF DEFRAUDING THE INSURER OR ANY OTHER PERSON, PENALTIES INCLUDE IMPRISONMENT AND/OR FINES. IN ADDITION, AN INSURER MAY DENY INSURANCE BENFITS IF FALSE INFORMATION MATERIALLY RELATED TO A CLAIM WAS PROVIDED BY THE APPLICANT.

FLORIDA

ANY PERSON WHO KNOWINGLY AND WITH INTENT TO INJURE, DEFRAUD, OR DECEIVE ANY INSURER FILES A STATEMENT OF CLAIM OR AN APPLICATION CONTAINING ANY FALSE, INCOMPLETE, OR MISLEADING INFORMATION, IS GUILTY OF A FELONY OF THE THIRD DEGREE.

KENTUCKY

ANY PERSON WHO KNOWINGLY AND WITH INTENT TO DEFRAUD ANY INSURANCE COMPANY OR OTHER PERSON FILES AN APPLICATION FOR INSURANCE CONTAINING ANY MATERIALLY FALSE INFORMATION OR CONCEALS, FOR THE PURPOSE OF MISLEADING, INFORMATION CONCERNING ANY FACT MATERIAL THERETO COMMITS A FRAUDULENT INSURANCE ACT, WHICH IS A CRIME,

LOUISIANA

ANY PERSON WHO KNOWINGLY PRESENTS A FALSE OR FRAUDULENT CLAIM FOR PAYMENT OF A LOSS OR BENEFIT OR KNOWINGLY PRESENTS FALSE INFORMATION IN AN APPLICATION FOR INSURANCE IS GUILTY OF A CRIME AND MAY BE SUBJECT TO FINES AND CONFINEMENT IN PRISON.

MAINE

IT IS A CRIME TO KNOWINGLY PROVIDE FALSE, INCOMPLETE OR MISLEADING INFORMATION TO INSURANCE COMPANY FOR THE PURPOSE OF DEFRAUDING THE COMPANY. PENALTIES MAY INCLUDE IMPRISONMENT, FINES OR A DENIAL OF INSURANCE BENEFITS.

MARYLAND

ANY PERSON WHO KNOWINGLY OR WILLFULLY PRESENTS A FALSE OR FRAUDULENT CLAIM FOR PAYMENT OF A LOSS OR BENEFIT OR WHO KNOWINGLY OR WILLFULLY PRESENTS FALSE INFORMATION IN AN APPLICATION FOR INSURANCE IS GUILTY OF A CRIME AND MAY BE SUBJECT TO FINES AND CONFINEMENT IN PRISON.

NEW JERSEY

ANY PERSON WHO INCLUDES ANY FALSE OR MISLEADING INFORMATION ON AN APPLICATION FOR AN INSURANCE POLICY IS SUBJECT TO CRIMINAL AND CIVIL PENALTIES.

NEW MEXICO

ANY PERSON WHO KNOWINGLY PRESENTS A FALSE OR FRAUDULENT CLAIM FOR PAYMENT OF A LOSS OR BENEFIT OR KNOWINGLY PRESENTS FALSE INFORMATION IN AN APPLICATION FOR INSURANCE IS GUILTY OF A CRIME AND MAY BE SUBJECT TO CIVIL FINES AND CRIMINAL PENALTIES.

NEW YORK

ANY PERSON WHO KNOWINGLY AND WITH INTENT TO DEFRAUD ANY INSURANCE COMPANY OR OTHER PERSON FILES AN APPLICATION FOR INSURANCE OR STATEMENT OF CLAIM CONTAINING ANY MATERIALLY FALSE INFORMATION, OR CONCEALS FOR THE PURPOSE OF MISLEADING, INFORMATION CONCERNING ANY FACT MATERIAL THERETO, COMMITS A FRAUDULENT INSURANCE ACT, WHICH IS A CRIME AND SHALL ALSO BE SUBJECT TO A CIVIL PENALTY NOT TO EXCEED FIVE THOUSAND DOLLARS AND THE STATED VALUE OF THE CLAIM FOR EACH SUCH VIOLATION.

OHIO

ANY PERSON WHO, WITH THE INTENT TO DEFRAUD OR KNOWING THAT HE IS FACILITATING A FRAUD AGAINST AN INSURER, SUBMITS AN APPLICATION OR FILES A CLAIM CONTAINING A FALSE OR DECEPTIVE STATEMENT IS GUILTY OF INSURANCE FRAUD.

OKLAHOMA

WARNING: ANY PERSON WHO KNOWINGLY, AND WITH INTENT TO INJURE, DEFRAUD OR DECEIVE ANY INSURER, MAKES ANY CLAIM FOR THE PROCEEDS OF AN INSURANCE POLICY CONTAINING ANY FALSE, INCOMPLETE OR MISLEADING INFORMATION IS GUILTY OF A FELONY.

OREGON

ANY PERSON, WHO KNOWINGLY AND WITH INTENT TO DEFRAUD ANY INSURANCE COMPANY OR OTHER PERSON, FILES AN APPLICATION FOR INSURANCE CONTAINING ANY FALSE INFORMATION, OR CONCEALS FOR THE PURPOSE OF MISLEADING INFORMATION CONCERNING ANY MATERIAL FACT THERETO, MAY BE GUILTY OF AN INSURANCE FRAUD.

PENNSYLVANIA

ANY PERSON WHO KNOWINGLY AND WITH INTENT TO DEFRAUD ANY INSURANCE COMPANY OR OTHER PERSON FILES AN APPLICATION FOR INSURANCE OR STATEMENT OF CLAIM CONTAINING ANY MATERIALLY FALSE INFORMATION OR CONCEALS FOR THE PURPOSE OF MISLEADING, INFORMATION CONCERNING ANY FACT MATERIAL THERETO COMMITS A FRAUDULENT INSURANCE ACT, WHICH IS A CRIME AND SUBJECTS SUCH PERSON TO CRIMINAL AND CIVIL PENALTIES.

TENNESSEE, VIRGINIA AND WASHINGTON

IT IS A CRIME TO KNOWINGLY PROVIDE FALSE, INCOMPLETE OR MISLEADING INFORMATION TO INSURANCE COMPANY FOR THE PURPOSE OF DEFRAUDING THE COMPANY. PENALTIES INCLUDE IMPRISONMENT, FINES AND DENIAL OF INSURANCE BENEFITS.

RHODE ISLAND AND WEST VIRGINIA

ANY PERSON WHO KNOWINGLY PRESENTS A FALSE OR FRAUDULENT CLAIM FOR PAYMENT OF A LOSS OR BENEFIT OR KNOWINGLY PRESENTS FALSE INFORMATION IN AN APPLICATION FOR INSURANCE IS GUILTY OF A CRIME AND MAY BE SUBJECT TO FINES AND CONFINEMENT IN PRISON.

This is an application for a policy that may be issued in a state that requires us to advise you that if available, the following condition is added to your policy: All references in the policy to "spouse" include a party to a civil union or domestic partnership recognized under the applicable law of the jurisdiction having authority.

Form: 70-03-0100 (Ed. 7/13)

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CONTRACTOR PROFESSIONAL LIABILITY



Insurance Services

CONSTRUCTION INDUSTRY

CONTRACTORS AND CONSULTANTS PROFESSIONAL LIABILITY INSURANCE

THIS IS AN APPLICATION FOR A CLAIMS MADE AND REPORTED POLICY

This Application for Professional Liability Insurance is intended to be used for the preliminary evaluation of a submission. When completed in its entirety, this Application will enable the Underwriter to decide whether or not to authorize the binding of insurance.

THIS APPLICATION IS NOT A BINDER

SECTION I – GENERAL INFORMATION

1.	Name of Firm:		County:	
2.	Address:			
3.	Branch Office Address(es):			
	Phone: ()			
	E-Mail:		Website:	
5.	Firm is: Corporation	Partnership	Sole Proprietorship	Joint Venture
6.	Date Established:	Gross	receipts for last fiscal year \$	

PERSONNEL

		Number	Number Registered/Licensed	Full-Time	Part-Time
7.	a. Architects:				
	b. Engineers:				
	c. Other Professionals:				
	d. Project/Construction Managers:				
	e. Others:(Construction				
	f. Total Personnel:				

ADDITIONAL INFORMATION

Please submit the following documents along with this Application and check the appropriate box indicating you have included the item requested.

8.	A. Statement of qualifications and resumes of key professional staff	
	B. Copy of a typical contract for services with a client (including scope of services)	
	C. Copy of typical contract with professional subconsultants	
9.	Detailed claim history (use RA&MCO Claims Supplement)	
10.	Brochures, promotional literature, and recent project list	
11.	The firm would like a guotation based on the following limit(s) and deductible(s):	

Limit

Deductible

NOTE: For deductibles of \$50,000 or more, please enclose a copy of the firm's balance sheet and income statement for the most recent fiscal year.

CLIENTS	CONTRACTS
Percent of Clients (must total 100%)	Percent of Contracts (must total 100%)
12. a. Government or Public Entities	13. Please specify types of contracts used by the firm.
12. a. Government or Public Entities b. Owners acting as their own builders c. Design/Build or turnkey contractors d. Other contractors e. Developers f. Financial and lending institutions g. Other design professionals h. Other (a. through h. must total 100%)	 13. Please specify types of contracts used by the firm. a. Standard industry contract (AGC, AIA, EJCDC, etc.)% b. Firm's own standard contract% c. Letter agreement% d. Purchase order% e. Client contract% f. Oral agreement% (a. through f. must total 100%) 14. What percentage of the firm's contracts contain a Limitation of Liability clause?%
PROJECTS	
Deveent of Drainet	s. Pipelines
Percent of Projects (must total 100%)	
15. a. Schools, colleges or public buildings	u. Earth dams/reservoirs v. Structures for offshore use
b. Hospitals, retirement or	v. Structures for offshore use w. Harbors, jetties, docks or piers
convalescent homes	
c. Hotels, motels or resort properties	x. Bridges, trestles or tunnels
d. Condominiums/Townhouses	y. Parking garages, theaters or grandstands
e. Single family residential subdivisions	z. Other
f. Custom single family residential g. Apartments	
g. Apartments h. Office/Commercial/Retail	(a. through z. must total 100%)
i. Industrial/Process	16. In the past 5 years has your firm, a
j. Machine design	predecessor firm or any other insured provided
k. Plumbing/Piping, Refrigeration	any services on residential condominium or townhouse projects? □ Yes □ No
I. Instrumentation/Controls	If yes, please provide details and complete the
m. Public Utilities/Power Generation	following:
n. Jails/Justice	Total number of Condominiums/
o. Airports	Townhouse projects?
p. Roads/Highways/Traffic	Approximate total construction value? \$
q. Sewage or waste disposal systems	17. What percentage of the firm's projects are done on a Fast Track basis? %
r. Water systems	18. What percent of the firm's projects are outside the U.S. and Canada? %

INSURANCE HISTORY

9.	Has any insurer cancelled or refused to renew any similar insurance issued to the firm or any <i>If yes, please explain in detail.</i>		⊐ No
20.	Please detail Professional Liability insurance for the past five years. Show current policy and	prior four years.	
	COMPANY TERM LIMIT DEDUCTIBLE	PREMIUI	M
	Retroactive date on current policy://		
21.	a. Please provide current General Liability policy information:		
	COMPANY TERM LIMIT DEDUCTIBLE	PREMIUI	Μ
	 b. Does your General Liability policy contain a mold coverage exclusion or limitation? □ Yes □ No If yes, please provide a copy of such exclusion or limitation. c. UMBRELLA Liability Policy 		
	COMPANY TERM LIMIT DEDUCTIBLE	PREMIUI	M
F١	NANCIAL AND OTHER INTERESTS		
	For all "yes" responses to questions 21 through 23, please provide details by attachme	ents.	
2.	Does the firm have any predecessor firms or related entities?	□ Yes □	⊐ No
3.	During the past 12 months, has the firm or any principal:		
	a. Become involved in a real estate development company?	🗆 Yes 🗆	⊐ No
	b. Derived more than 50% of last fiscal year's gross receipts from any one client?	🗆 Yes 🗆	⊐ No
	c. Designed a building, component or system which might be used on more that one project	t? □ Yes □	⊐ No
	d. Become involved in the manufacture or fabrication of any component, device or system?	□ Yes □	⊐ No
	e. Developed, sold or leased software products for use by others?	□ Yes □	⊐ No
	f. Been the subject of disciplinary action by authorities as a result of their professional activities?	□ Yes □	⊐ No
4.	During the next 12 months does the firm foresee substantial changes in operations?	🗆 Yes 🗆	⊐ No
5.	a. Does your firm or any principal, partner, officer, director or shareholder of your firm or an immediate family member of any such person have an ownership interest in any entity or project for which professional services have been or are to be rendered?	□ Yes □	⊐ No
	b. Other than for third party claims, does your firm seek coverage for these projects? <i>If yes, an Equity Interest Supplemental Application must be submitted.</i>	🗆 Yes 🗆	⊐ No

26.	In the past ten years have any Professional Liability claims been made against the firm or any of its members?
	If yes, complete a Claim/Incident Information Supplement provided with this Application.
27.	Does the firm or any of its members have any knowledge of prior acts, errors or omissions which might reasonably be expected to give rise to a claim under this insurance?
	If yes, please explain in detail.
28.	In the past ten years, have you reported a claim for bodily injury or property damage under your CGL policy where payments or reserves, including your deductible, exceed \$100,000?
	If yes, please explain in detail.
29.	Do you have any pending dispute concerning the payment of fees to the firm for services rendered? \Box Yes \Box No
	If yes, please explain in detail.
30.	Do you have any knowledge of any circumstance, incident, situation, accident, condition or unresolved job controversy or other matter which might give rise to a claim under this insurance?
	If yes, please explain in detail.
31.	Have you given notice to any other Professional Liability underwriter of any actual or alleged act, error, omission, deficiency, property damage or bodily injury, circumstance, incident, situation, accident, unresolved job controversy or fee dispute which could result in a claim?
	If yes, please use the Claim/Incident Information Supplement provided with this Application.

SECTION II – CONTRACTOR SERVICES – DESIGN/BUILD • CONTRACTORS PROFESSIONAL • CONSTRUCTION MANAGEMENT

	CURRENT FISCAL YEAR	IMMEDIATE PAST YEAR	TWO YEARS AGO
	/	/	/
32a. Firm's gross receipts	\$	\$	\$
b. Estimated gross receipts for the ne	xt fiscal year	\$	

33.	Of the firm's total gross receipts above, please break down as	CURRENT F	ISCAL YEAR	IMMEDIATE	PAST YEAR	TWO YEA	ARS AGO
	follows:	CONSTRUCTION VALUES	PROFESSIONAL FEES	CONSTRUCTION VALUES	PROFESSIONAL FEES	CONSTRUCTION VALUES	PROFESSIONAL FEES
	 Construction Contracting Only (No responsibility for design services by the firm or its 		N/A		N/A		N/A
	Design/Build (Responsibility for both design documents and construction						
	Construction Management Services Agency						
	– At Risk						

34. Please estimate the percentage by discipline of the professional services rendered above by the following categories: (*Total should equal 100%.*)

Architecture	%	Landscape Architecture	%	HVAC Engineering	%
Civil Engineering	%	Land Surveying	%	Fire Protection Engineering	%
Mechanical Engineering	%	Construction Management	%	Materials Testing	%
Electrical Engineering	%	Process Engineering	%	Mining Engineering	%
Structural Engineering	%	Chemical Engineering	%	Interior Design	%
Soils Engineering	%	Environmental	%	Other	_%
Project Management	%	Construction Inspection	%	Other	_%

35. Please specify exact amounts paid to subconsultants:

		Current Year (Proj.)	Immediate	e Past Year	2 Years	Ago
	s to fessional Subconsultant	\$	\$	\$		
	nstruction Values to sign/Build Subcontractors	\$	\$	\$		
36.	Has a surety company e If yes, please provide de	ver declined to offer a bond? etails by attachment.			□ Yes	🗆 No
37.		unresolved construction dispuder which exceeds \$10,000?	utes including an u	nexcused delay, a budget	🗆 Yes	🗆 No
38.	Has the firm ever defaul against them?	ted, failed to complete a contr	act, or had liquidat	ed damages assessed	🗆 Yes	🗆 No
	If any of the chave avec	tions are analyzed yes, place		nation (use attachment if		

If any of the above questions are answered yes, please provide an explanation (use attachment if necessary):

SECTION III – DETAILS OF SUBCONTRACTED PROFESSIONAL SERVICES/ADDITIONAL INFORMATION

If, under Section II, the firm hires design firms or professional subconsultants, please list the four most frequently used firms or provide certificates of insurance evidencing professional liability coverage of these firms.

Please be specific regarding the design or consulting discipline to be rendered, i.e., Civil, Structural, HVAC, Construction Management, Value Engineering, etc.

	Name and Address	Discipline	Professional Fees	Liability Coverage
Α.		<u> </u>	Compa	ny:
_			Limit:	
_			Deducti	ble:
В			Compa	ny:
_				
_			Deducti	ble:
C			Compa	ny:
_			Limit:	
_			Deducti	ble:
D			Compa	ny:
_				
_				ble:

39. Please provide any additional information regarding the firm and its services that you wish us to consider:

The applicant has read the foregoing and understands that completion of this Application does not bind the Underwriter or the Broker to provide coverage. It is agreed, however, that this Application is complete and correct to the best of applicant's knowledge and belief and that all particulars which may have a bearing upon acceptability as a Professional Liability insurance risk have been revealed. It is understood that this Application shall form the basis of the contract should the Underwriter approve coverage and should the applicant be satisfied with the Underwriter's quotation.

It is further agreed that, if in the time between submission of this Application and the requested date for coverage to be effective, the applicant becomes aware of any information which would change the answers furnished in response to questions 26-31 of this Application, such information shall be revealed immediately in writing to the Underwriter.

Must be signed by Owner, Partner, or Officer.

Print or Type Your Name

Date

Title

Signature of Applicant

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RECREATIONAL VEHICLE OPEN LOT APPLICATION

AMERICAN MODERN INSURANCE GROUP, INC.

AMERICAN MODERN HOME AMERICAN FAMILY HOME AMERICAN SOUTHERN HOME AMERICAN MODERN LLOYDS AMERICAN MODERN SURPLUS LINES AMERICAN MODERN INS. CONSUMER COUNTY MUTUAL INS.

RECREATIONAL VEHICLE COMMERCIAL PHYSICAL DAMAGE DEALER BLANKET OPEN LOT APPLICATION

(Please attach Fraud Warning Notices, form # FRWR-APP-COMM (08/12).

APPLICANT INFORMAT	ION	AGEN	T INFORMATION
NAMED INSURED		AGENT CODE #	
MAILING ADDRESS		AGENT NAME	
CITY, STATE, ZIP		AGENT ADDRESS	
REQUESTED EFFECTIVE EXPIRATION		AGENT CITY, STATE,	ZIP
INDIVIDUAL LIMITED CORPORATION PARTNERSHIP JOINT VENTURE CORPORATION OTHER	SIC FEDERAL ID #	CONTACT	PHONE (A/C, NO. EXT.)
YEARS IN BUSINESS: NEW ENTITY (Attach Financials, Summary of Experien	nce)	WEB SITE ADDRESS:	
	COVERAGES		
NAMED PERILS \$500 per unit / EXCLUDED PERILS: \$1,000 per unit / Wind / Hail Exclusion \$2,500 per unit / Flood Exclusion \$5,000 per unit /	/ \$1,250 per occurrence aggre / \$2,500 per occurrence aggre it / \$5,000 per occurrence agg it / \$12,500 per occurrence ag it / \$25,000 per occurrence ag nit / \$50,000 per occurrence a	egate Deduc "Uni egate \$5 gregate \$1 ggregate \$5 ggregate \$1 aggregate \$1 haul \$1	
OPTIONAL COVERAGE	S	PREM	NIUM BASIS
False Pretense \$25,000 \$125,000 \$225,000 \$50,000 \$150,000 \$250,000 \$75,000 \$175,000 \$275,000 \$100,000 \$200,000 \$300,000	\$500,000 \$700,000		ting Nonthly with Annual Adjustment Nonthly with Monthly Premium
MA	NAGEMENT PRACTIC	ES	
Employee turnover last 12 months? # Are dri	iving records (MVR's) checked for		
Do you have formal/written Safety Programs? Do you loan units to your customers? Do you rent units to your customers? Do you verify valid title and ownership before accepting trade-in? Do you require personal identification to pick up keys cut from codes requested by phone? Are any locations within 500 feet of any water exposure? % New Units% Metal	Please Image:	No test drives Customers accom If Customers allow Credit applica Photo I.D. req Only existing Time of test o	o your test drive procedures: apanied by employee wed to test drive vehicles alone: ation completed and qualified quired and kept on file customers or known parties drive is agreed to and monitored
% Used Units % Fiberglass	% Inventory Outside	3	

OPEN LOT INFORMATION

	How often is inv	ventory of units taken: Mo	onthly 🗌 W	eekly 🗌 Bi	-weekl	y Other				
	Is inventory main	ntained on a computer system	? Yes	No						
	Structural modification	ons?		Yes No						
		all of the following which a Metro (Inside City Limits) Suburban (Outside of City Limits) Rural None Chainlink w/Gate Chainlink & Block Entrance Post & Cables Other:		applicant's o cation #	5	bt: Security - Central Station Alarm Security Guard / Watchman Electronic Laser Lot Detectors Local Police Patrols Guard Dogs Overhead Lighting - Display Area Storage Area No Lighting Is lot in known flood plain Distance to nearest body of water (in miles)		Location 2 1 1 1 1 1 1 1 1 1 1 1 1 1	on # 3 4	
_	Where are keys Where are keys I Are keys secured	kept during business hours? [kept after hours, and overnight d and inaccessible to unautho	Keyboard :?	In RV's	□ S √'s □	Safe Locked Cabinet Other			_ot # 3 4	\$ 5
_	Do they have a l How many units Driven singly When towing is i Any towing for h Responding Fire	loss prevention plan for when are transported from purchas y by temporary part-time emp involved, who owns the towing ire activities conducted?	e point to des bloyees y vehicle? Cl Yes No	her is evident stination annu neck all that a Maximum li	?	Driven by full-time e	employe act Drive	be of pla bes er	lan.	
	Distance to nea	rest hydrant?								

	LOC	CATION SCHED	ULE		
ADDR	ESS (Street, City, County, State, Zip Code)		Bla	nket Limit	
Loc #	Address	Recreational Vehicle Units	Motorcycle / ATV	Business Personal Property	Total
1.		\$	\$	\$	\$
2.		\$	\$	\$	\$
3.		\$	\$	\$	\$
4.		\$	\$	\$	\$
5.		\$	\$	\$	\$
6.		\$	\$	\$	\$
7.		\$	\$	\$	\$
8.		\$	\$	\$	\$
9.		\$	\$	\$	\$
10.		\$	\$	\$	\$

LO	SS PAYEE	
Loss Payee Name	Address	Location

L	OSS HISTORY	Describe all "Open Lot" losses in last 3 years	None None
Date of Loss		Cause of Loss	Amount Paid

REMARKS

Describe any additional exposures at this location. Attach additional sheet if necessary.

PRIOR CARRIER

SIGNATURES	
Applicant's Signature:	Date:
Producer's Signature:	Date:



COMMERCIAL BONDS

Pre	m	ium
Re	qu	ested
	1	yr
	2	yrs
	3	yrs



Form 10-E

(Application Number)

Partnership

EASY APPLICATION FOR BONDS

Lir Limi

The individual named below, who is the owner/officer/related party of the applicant for this bond/policy, requested that this application be submitted to the Company (Continental Casualty Company and its related writing companies Western Surety Company, Surety Bonding Company of America and Universal Surety Company of America) for the purpose of "Underwriting" (determination for acceptability; potential, actual or future pricing; and other related services) of this bond/policy. A copy of such request for "Underwriting" of the bond/policy requested by the below individual was provided to and is maintained by this agent/agency (or has been forwarded to the Company). Further, this agent/agency discussed with the owner/officer/related party named below concerning the use of his/her personal credit history to facilitate the "Underwriting" of the applicant and received consent to use his/her personal credit history for such Underwriting purpose.

The Company reserves all rights and legal duties associated with this application and any and all bonds issued as a result: including, but not limited to the right to handle or settle any claim or suit in good faith and the Company's decision shall be binding on the Applicant and its owners. This agreement shall be in addition to and not in lieu of or in replacement of all other indemnity agreements.

PLEASE PRINT OR TYPE

if more than four owners.		
1. Name	Business Address	
Residence Address	-	
Telephone # Single	Telephone #	
Social Security No Married		
Does this applicant own real estate? 🗌 Yes 🗌 No	Number of Years in this Business:	Number of Years Licensed:
2. Name	Type of Bond	
Residence Address	Requested	
	Amount of Bond:	License No.
Telephone # Single	1 Martin	
Social Security No Married	Effective date:	
Does this applicant own real estate? 🛛 Yes 🗌 No		
3. Name	County	
Residence Address	Has the business, or any oth	ner owner/applicant:
	a. Ever been convicted of a	crime?
Telephone # Single	b. Ever had their license sug	spended, revoked or denied?
Married		
	c. Ever been party to a sure	ty bond claim?
Social Security No Does this applicant own real estate?	 c. Ever been party to a sure (If any answers are yes, pro- 	
Social Security No Does this applicant own real estate? Yes No 4. Name	(If any answers are yes, pro	vide details.)
Social Security No Does this applicant own real estate?		vide details.)
Social Security No Does this applicant own real estate? Yes No 4. Name Residence Address	(If any answers are yes, pro	vide details.)
Social Security No Does this applicant own real estate? Yes No 4. Name Residence Address Telephone # Single	(If any answers are yes, pro	(and address):
Social Security No L Does this applicant own real estate? Yes No 4. Name Residence Address Telephone # Single Social Security No Married	(If any answers are yes, pro	(and address):
Social Security No Does this applicant own real estate? Yes No 4. Name Residence Address Telephone # Single	(If any answers are yes, pro	(and address):
Social Security No C	(If any answers are yes, pro-	(and address): (and address): (additional comments:
Social Security No.	(If any answers are yes, pro-	(and address): additional comments: b, with intent to defraud or s facilitating a fraud against an
Social Security No C	(If any answers are yes, pro- Entity requiring this bond Agent's recommendation/	(and address): (and address): additional comments: b, with intent to defraud or s facilitating a fraud against an an application or files a claim se or deceptive statement is
Social Security No. Does this applicant own real estate? Yes No 4. Name Residence Address Telephone # Social Security No. Married Does this applicant own real estate? Yes No Agency Encova Insurance Agency Inc Address PO Box 182155	(If any answers are yes, prov Entity requiring this bond Agent's recommendation/ Agent's recommendation/ Any person who knowing that he is insurer, submits	(and address): (and address): additional comments: b, with intent to defraud or s facilitating a fraud against an an application or files a claim se or deceptive statement is
Social Security No.	(If any answers are yes, prov Entity requiring this bond Agent's recommendation/ Agent's recommendation/ Agent's recommendation/ Agent's recommendation/ Agent's recommendation/ Agent's recommendation/ Containing a fais Guilty of insurance	(and address): (and address): additional comments: b, with intent to defraud or s facilitating a fraud against an an application or files a claim se or deceptive statement is
Social Security No. Does this applicant own real estate? Yes No 4. Name Residence Address Telephone # Social Security No. Married Does this applicant own real estate? Yes No Agency Encova Insurance Agency Inc Address PO Box 182155 Street Columbus, OH 43218 City State	(If any answers are yes, provemendation) Entity requiring this bond Agent's recommendation/ Agent's recommendation/ Agent's recommendation/ Agent's recommendation/ Agent's recommendation/ Agent's recommendation/ Containing a fals Guilty of insurance	(and address): (and address): additional comments: b, with intent to defraud or s facilitating a fraud against an an application or files a claim se or deceptive statement is

P.O. Box 5077 · Sioux Falls, South Dakota 57117-5077 www.cnasurety.com

Individual Corporation

mited Liability Company
ited Liability Partnership
plication be submitted t

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CREDIT REPORT CONSENT

The undersigned, who is the owner/officer/related party of the applicant(s) and/or indemnitor(s), requested that this application be submitted to the Company (Continental Casualty Company and its related writing companies Western Surety Company, Surety Bonding Company of America and Universal Surety Company of America) for the purpose of "Underwriting" (determination for acceptability; potential, actual or future pricing; and other related services) of the requested bond/ policy. The undersigned authorizes the verification of information provided on such application and consents to the Company's use of undersigned's personal credit history for such Underwriting purpose.

Signed this ______, _____, _____,