

# 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

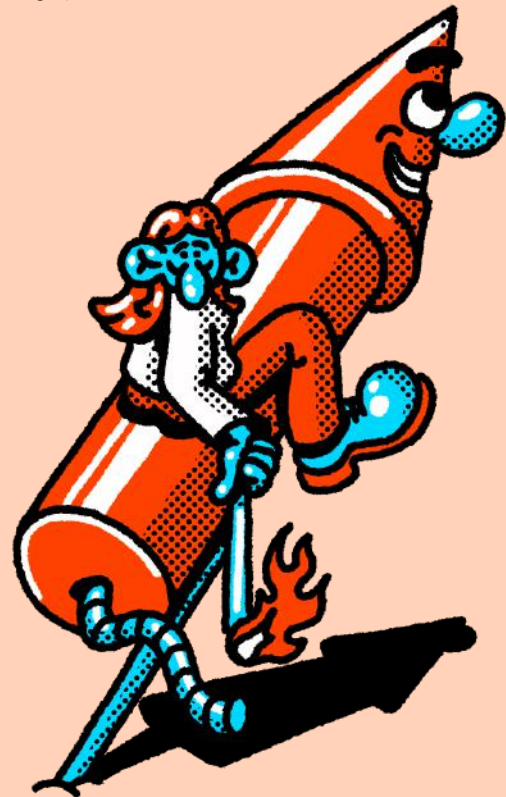
- Max Annual Revenue: \$5M
- Aggregate Limits up to \$2M
- \$0 Deductible

### 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

## Inland Marine ineligible risks

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

## 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)

## 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

## 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 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.

