

**ARTISAN CONTRACTOR
GENERAL LIABILITY PROGRAM**

UNDERWRITING PARAMETERS

Effective August 14, 2004

GENERAL REQUIREMENTS

1. Contractors must not have been or currently be and will not be involved in the ground-up construction in any multi-unit buildings.
2. General contractors may build no more than 2 custom homes in any one-year.
3. Contractors must have no more than \$2,500,000 in gross annual receipts.
4. Insured must meet mandated California licensing requirements relative to all aspects of their operations and generate 100% of their gross receipts from work within California.
5. Contractor's cost of sub-contracted work including materials must be no more than 33.3% of their gross receipts for general contractor risks and no more than 25% of their gross receipts for all other risks.
5. Contractors must have been in business for a minimum of two (2) years.
6. Contractors must consist of between one (1) and fifteen (15) employees. (Owner only is acceptable)
7. Risk must have average loss ratio of 25% or less. In determining the average loss ratio, a minimum of three (3) complete years of premium and loss data is required.
8. Each insured must be inspected, and that inspection must be reviewed and acted upon with 60 days of the effective date.
9. Renewals are to be inspected on an as needed basis, but a minimum once every third renewal.
10. Management must be:
 - a. Stable for the past two (2) years with no material change in operations.
 - b. Experienced in industry's operations.
 - c. Safety-conscious and compliant with any and all loss control recommendations.
 - d. Risks may have no more than two (2) cancellations in a single policy.

ELIGIBLE TERRITORY

You may only accept risks located in the state of California. All other states are excluded from the Program.

LIMITS OF LIABILITY AVAILABLE

There are two (2) options available.

1

\$ 500,000	Each Occurrence
\$1,000,000	General Aggregate
\$ 500,000	Products-Completed Op. Agg.
\$ 500,000	Personal and Advertising Injury
\$ 100,000	Fire Damage
\$ 5,000	Medical Expense Limit

2

\$1,000,000	Each Occurrence
\$2,000,000	General Aggregate
\$1,000,000	Products-Co.Op. Agg.
\$1,000,000	Personal & Adv. Inj.
\$ 100,000	Fire Damage
\$ 5,000	Medical Exp. Limit

MINIMUM PREMIUM

1

\$500,000/\$1,000,000 \$1,000 minimum and deposit per policy.
\$500,000/\$1,000,000 \$7,500 min. & deposit per policy for homebuilders.

2

\$1,000,000/\$2,000,000 \$1,500 min. & deposit per policy (Metropolitan Areas).
\$1,000,000/\$2,000,000 \$1,250 min. & deposit per policy (All Other Areas).
\$1,000,000/\$2,000,000 \$10,000 min. & deposit per policy for homebuilders.

MINIMUM DEDUCTIBLE

\$2,000 each and every claim is the only deductible option.

TERM

Policies will be issued for a term of one year.

ELIGIBLE EXPOSURES

Please refer to the attached rates showing class codes and class description.

COVERAGE

General Liability coverage is written on the ISO 1998 Occurrence with amendments and all the following endorsements:

CGL Declarations, Common Policy Declarations, Schedule of Forms & Endorsements, General Liability Schedule, Non-Admitted Carrier Notice, Common Policy Conditions, Quick Reference, CGL Coverage Form, Signature Page, **Sunset Clause**, Nuclear Energy Exclusion Endorsement, Deductible Endorsement, Exclusion-Year 2000 Computer-Related & Other Electronic Problems, Employment-Related Practices Exclusion, Exclusion-PCB Liability, Exclusion-Independent Contractors, Exclusion-Asbestos Liability, Exclusion-Lead Liability, Exclusion Pending & Prior Litigation & Known Losses, Exclusion-Continuing or Ongoing Losses, Exclusion-Explosion, Collapse & Underground Property Damage Hazard, Exclusion-Land Subsidence, Company form for Additional Insured Endorsement-Owners, Lessees or Contractors, Exclusion-Contractors Professional Liability, Exclusion-Designated Work/Products (only upon underwriter discretion), Exclusion-Multi Unit Construction, Exclusion-Designated Premises (upon only underwriter discretion), Policy Changes (for all changes done by endorsement), Fungi or Bacteria Exclusion, Exclusion-Exterior Insulation & Finish Systems (EFIS), Exclusion-Occupation Diseases, Exclusion-Punitive Damages, Exclusion-Wood Preservative, Land, Water & Air/Seepage &/or Pollution &/or Contamination Exclusion, Service of Suit, War & Terrorism Exclusion, US Terrorism Risk Insurance Act of 2002 New & Renewal Business Endorsement, Waiver of Subrogation (only upon underwriter discretion and approval). ***SUNSET CLAUSE** – This policy is subject to a 4 year Sunset Clause (claims must be reported within four (4) years of the end of the policy period).

EXCLUSIONS/PROHIBITED

1. Any risk involved in multi-unit construction including tract housing, apartments, condominiums, and/or duplexes.
2. Any risk possessing exposure(s) not listed as “Eligible”.
3. Any risk with greater than \$2,500,000 in gross receipts.
4. Any risk performing ground-up construction on more than 2 homes in one year.
5. Any risk with sub-contracted work including material costs totaling more than 33.3% of their gross receipts for general contractors risks and no more than 25% of their gross receipts for all other risks.
6. Any risk that does not require Certificates of Insurance from all subcontractors.
7. Any risk in business less than two (2) years.
8. Any risk involved in; pollution abatement, asbestos, lead, radon, or nuclear exposures.
9. Any risk requesting project specific & wrap-up coverage.
10. Any risk requesting coverage for a joint venture.
11. Any risk which rents or leases equipment to others.
12. Any risk involved in building shoring, moving or demolition.
13. Any risk involved in swimming pool installation and/or repair and/or service.
14. Any risk involved in alarm installation, repair and/or monitoring.
15. Any risk involved in load bearing or preformed concrete construction -No new foundations.
16. Any risk involved in replacement, installation and/or repair of roofing not incidental to other operations.
17. Any risk involved in oil, gas, LPG or electrical power generating related exposures.
18. Any risk involved in road, street or bridge construction.
19. Any risk involved in mobile home set-up.
20. Any unlicensed risk that does not specialize in one particular trade (handyman).
21. Any Risk that has incurred more than one (1) indemnity loss and/or two (2) expense only losses in the past three (3) complete years.
22. Any risk having had any paid claim (indemnity) above \$25,000 within the last three (3) complete years.
23. Any risk requesting coverage to be “back-dated” more than one business day.

REFERRALS

You must submit any risk that generating a final premium greater than \$20,000.

AUDITS

- | | |
|-------------------|---|
| Physical Audits: | All accounts with an annual premium over \$15,000. |
| Telephone Audits: | All accounts with an annual premium between \$5,001 and \$15,000. |
| Self-Audits: | Accounts with an annual premium under \$5,000. |

PRICING

Per employee base rate (Fax in application for a quote). The owner must be rated as a full time employee.

Determine proper classification from the description of operations.

1. If more than one class applies and the employees only perform the job described by that class, use both classes (rate by the number of employees per class).
2. If more than one class applies but there is only employee or the second class is only a minor part of the overall operations, rate using the highest rated class.
3. Do not use office employees or sales employees. Only owner(s) and field employees.
4. At least one owner must be included in the rating even if all owners are inactive.

ADDITIONAL INSUREDS

The viability of the additional insider's interest must be confirmed and documented before coverage is extended to cover that interest. Additional considerations must be given to the additional insured exposures when the policy is affording Contractual Liability coverage. The Insured shall require and maintain the same additional insured endorsement coverage from their sub-contractors, as the insured is required to provide to others.

Additional Insured Endorsement form WEL 0005 may be offered subject to underwriting evaluation and consideration of the exposure at hand. The Additional Insured Questionnaire must be completed and submitted to our office along with the Certificate of Insurance and Additional Insured request before form WEL 0005 can be added to a policy.

There is fully earned charge of \$250 for each request for generals involved in new ground-up construction of custom homes and \$250 for 5 for all others.

WAIVER OF SUBROGATION

A Waiver of Subrogation endorsement is available ***but only at the request of a Government agency*** and at the discretion of the underwriter. The additional premium charge for this endorsement is \$250.

QUOTES

Quotes will be honored for sixty (60) days. After sixty days, the risk must be re-evaluated and re-quoted.

BINDING REQUIREMENTS

(PLEASE SUBMIT IN THE FOLLOWING ORDER)

1. Coversheet/Request to bind coverage (please provide individual agents email address)
2. D-1.
3. Completed Diligent Search Report. MUST BE OUR FORM.
4. Completed Terrorism disclosure form. MUST BE OUR FORM.
5. Copy of our rating worksheet. MUST BE OUR FORM.
6. Fully Completed 6 page Artisan Contractors application (signed and dated by both Applicant and Producer).
7. 3 year loss history (Loss runs or no loss letter).
8. State Licensing Board print out.
9. Any miscellaneous documents/forms.
10. Copy of the deposit check.

POLICY NUMBER:

**COMMERICAL GENERAL LIABILITY
WEL 0017**

**THIS ENDORSEMENT CHANGES THE POLICY.
PLEASE READ IT CAREFULLY.**

SUNSET CLAUSE

This endorsement modifies insurance provided under the following:

COMMERICAL GENERAL LIABILITY COVERAGE PART

This policy will not provide any coverage, regardless of the other terms and conditions of the Policy, including the definition of "occurrence" for any claim or "suit" or demand for damages made against an insured unless the claim or "suit" or demand for damages is reported in writing to us within four (4) years after the Policy Period.

The provisions of this endorsement shall not extend any other time limitation set forth in the Policy to notify us of an "occurrence", an offense which may result in a claim, a claim or a "suit".

Metropolitan: Los Angeles, San Bernardino, San Diego, San Francisco, Riverside and Orange County
Exhibit 1

<i>Class Code</i>	<i>Class Description</i>
91436	Acoustical Tiling
91111	Air Condition Systems Installation
91150	Appliance & Accessories Installation, Service of Repair - Commercial
91155	Appliance & Accessories Installation, Service of Repair - Household
91340	Carpentry - Custom Home Building
91341	Carpentry Interior
91342	Carpentry NOC
91343	Carpentry Shop Only - Woodworking
91405	Carpet, Rug, Furniture or Upholstery Cleaning - On Customer's Premises
91560	Concrete Construction
91746	Door, Window or Assembled Millwork Installation - Metal
92215	Driveway, Parking Area or Sidewalk Paving or Repair
92338	Drywall or Wallboard Installation
92478	Electrical Work - Within Building
94276	Fence Erection Contractors
94569	Floor Covering Installation - Not Ceramic Tile or Stone
13590	Glass Dealers and Glaziers
95648	Heat and Air Condition System Installation, Servicing or Repair
96053	House Furnishing Installation - NOC
96410	Insulation
96611	Interior Decorators
96816	Janitorial
97047	Landscaping
14913	Locksmiths
97447	Masonry
97652	Metal Erection - In Construction of Dwellings (Not to Exceed 2 Stories)
59914	Metal Work Shops - Decorative or Artistic
98111	Office Machine or Appliances - installation, Inspection, Servicing or Repair
98304	Painting Exterior - 3 Stories or less
98305	Painting Interior
98344	Paperhanging
98483	Plumbing - Residential
98482	Plumbing - Commercial
98884	Sheetmetal work - Outside
98967	Siding Installation
98449	Stucco / Plastering
99709	Tents or Canvas Goods - Erection, Removal or Repair (includes Awnings)
99650	Television or Radio Receiving Set Installation or Repair
99746	Tile - Stone Marble (Interior)
99827	Upholstery
99975	Window Cleaning

All Other: Includes all California Territories not included under Metro territories

Exhibit 2

Class Code	Class Description
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