# Q

### **QuoteWell** Appetite for Contractors

**Contractors** are professionals or companies that manage and execute construction projects.

Contractors play a crucial role in the construction industry, managing and coordinating various aspects of construction projects, including labor, budget, schedules, and subcontractors.

Artisan contractors provide specialized expertise for specific aspects of projects that general contractors may not handle directly.

## **Common Types of Risk**

Artisan contractors: carpenters, plumbers, electricians, painters, roofers, masons, and landscapers.

**General contractors**, from single-family homes to condo, townhome, and multifamily developers. GCs typically subcontract the majority of work on their projects out.

**Handypersons** usually perform minor repairs in a household environment. Their average job value is typically between \$5k-\$10k.

**Remodelers** perform home remodeling, including whole bathroom and kitchen remodels, finish out work in bonus rooms, converting garages to living areas, room additions, etc. Their average job value is typically between \$10k-\$75k.

#### **KEY CRITERIA**

- Gross revenue
- Employee Payroll and Subcontractor Costs
- Type of projects (Commercial vs Residential/ New vs Repair)
- Experience and qualifications
- · States of operation
- Use of subcontractors (Insured or Uninsured)
- Business growth plans

#### **COVERAGES OFTEN OFFERED**

- General Liability (annual practice policies and project-specific)
- Contractor's Professional Liability
- Commercial Property
- Contractor's Pollution Liability
- Inland Marine (Contractor's Equipment)
- Builders Risk
- Excess Liability
- Cyber
- Vacant Land GL (best suited for developers holding vacant land prior to starting a project)



# **Submission Requirements**

#### **GENERAL LIABILITY**

- ACORD 125 + 126
- Contractors Supplemental
- Prior loss history (loss runs or no loss letter)

#### **INLAND MARINE**

- ACORD 125
- ACORD 146(schedule of equipment)

#### **BUILDERS RISK**

- ACORD 125
- · Builders Risk Supplemental

#### **CYBER**

- ACORD 125
- Cyber Pollution Supplemental

### **Minimum Premium**

General Liability \$500 - \$7,500 Excess Liability \$750 - \$5,000

Inland Marine \$500

Contractor's Pollution \$1,000

Builders Risk \$500

Commercial Property \$500

Cyber **\$500** 

Vacant Land \$500

#### **EXCESS LIABILITY**

- ACORD 125 + 131
- Underlying Quotes
- Prior loss history (loss runs or no loss letter)
- · Contractors Supplemental

#### **CONTRACTOR'S POLLUTION**

- ACORD 125
- Contractors Pollution Supplemental

#### **COMMERCIAL PROPERTY**

- ACORD 125 + 140
- · Prior loss history (loss runs or no loss letter)

#### **VACANT LAND**

- ACORD 125
- Vacant Land Supplemental

(varies based on operations)

(varies based on operations)



# **Important Considerations**

#### **GROSS REVENUE**

This is how most contractors are rated. QuoteWell can write a wide range of revenue bands. Keep in mind this will impact the pricing.

#### **STATES OF OPERATION**

It's important to make note of each state the insured is operating in because our markets have variable forms and requirements per state, so knowing every state helps us adequately insure the risk.

#### **EXPERIENCE AND QUALIFICATIONS**

It's important to note how many years the contractor has been in business. If this is their first year in business, document their prior experience.

#### **PAYROLL AND SUBCONTRACTOR COSTS**

Be sure to exclude clerical employees when calculating payroll.

#### **TYPES OF PROJECTS**

Commercial vs Residential, New vs Repair: The type of projects can impact the coverage forms available and the pricing of the risk.

#### **BUSINESS GROWTH PLANS**

Most contracting policies contain audit provisions. Talk with the applicant about their growth plan to make sure that they've reported accurate revenue projections in order to avoid unexpected additional premiums at audit.

# USE OF SUBCONTRACTORS (INSURED OR UNINSURED)

It's important to have this accurately noted on the supplemental as this impacts coverage and pricing.

### **Recent Deals**

Civil Contractor, TX

\$3,000

**Remodeling Contractor, TX** 

**General Liability** 

**Excess Liability** 

\$8,000

**Excavation Contractor, TX** 

**General Liability** 

\$40,000

**Excavation Contractor, TX** 

**Excess Liability** 

\$13,000

**General Contractor, TX** 

**General Liability** 

\$4,000

**Grading Contractor, TX** 

**General Liability** 

\$4,000