



CORNERSTONE
UNDERWRITING PARTNERS, LLC

UNDERWRITING GUIDELINES
GENERAL LIABILITY
ARTISAN CONTRACTORS

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UNDERWRITING GUIDELINES ARTISAN CONTRACTORS Version 4.2

The intent of these guidelines is to assist our producer partners in anticipating what our General Liability program for contractors can deliver. Price indications are available via our online rater. These indications are designed to provide a quick and accurate price base indication for most risks eligible for our program. The enclosed document is intended as a guide. No binding of risks is permitted. A full submission of our application either online or by way of cupsubmissions@cornerstone-underwriters.com is required in order for our underwriters to approve a risk. The approval process is usually completed in 24 hrs.

SECTION I – GENERAL PROGRAM INFORMATION

DESCRIPTION OF PROGRAM:

Our General Liability program is for small artisan contractors with less than \$1,000,000 annual payroll and up to 15 employees.

Higher annual payroll can be considered. Please refer to Cornerstone Underwriting Partners (CUP).

PROGRAM DETAILS:

- Both Residential and Commercial Artisans are eligible
- Condo/tract work is eligible up to 15 units new construction at one development (Multifamily of 7 to 10 units can be considered)
-
- New ventures may be eligible with a minimum of one year experience in the same contracting segment
- Up to 25% of work can be subbed out, except for Handyman class

SECTION II – GENERAL ELIGIBILITY

APPROVED CLASSES OF BUSINESS:

The program is limited to Acceptable Operations that satisfy **all** of the criteria applicable to the following ISO classifications:

| Description | Class Code | Acceptable Operations | Unacceptable Operations |
|-------------------------------------|------------|--|-------------------------|
| Air Conditioning – Install& Service | 91111 | Dealer or distributors & installation, servicing or repair | No refrigeration |

| Description | Class Code | Acceptable Operations | Unacceptable Operations |
|---|--------------|--|--|
| Appliances and Accessories - commercial - Installation, servicing and repair - | 91150 | Installation, service or repair of commercial appliances including: Stoves Washers Dryers Central Vacuum Mixers etc. <i>(Household appliance installation service or repair 91155, Television or radio receiver set installation or repair 99650 Air conditioner nonportable 9111 or room air conditioner 91155 will all be separately classified and rated.)</i> | No LPG manufacturing, storage or distribution. No hurricane shutter manufacturing, sales or installation. No restaurant equipment No commercial refrigeration equipment |
| Appliances and Accessories - household Installation, servicing and repair - | 91155 | Installation, service or repair of household appliances including: Stoves Washers Dryers Refrigerators Stereo or sound systems Portable air conditioners Appliance Repair for toasters, blenders, etc. <i>(Television or radio receiver installation or repair – 99650 Air conditioning - 91111 or heating AC – 95647 shall be separately classified and rated.) Supply specific payrolls.</i> | Commercial refrigeration. Garage door openers. No LPG manufacturing, storage or distribution. No hurricane shutter manufacturing, sales or installation. |
| Cable or Subscription Television - Installation of Lines and equipment at customers premises - no cable line construction or satellite dish installation | 91315 | The classification includes the installation of lines, low voltage wiring, and equipment at customer's premises . | Cable Television line construction. Fiber Optic/Communications Excavation work Alarm installation acceptable; no alarm monitoring. |

| Description | Class Code | Acceptable Operations | Unacceptable Operations |
|---|---------------------|---|---|
| <p>Carpentry – Construction of residential property not exceeding three stories in height.</p> | <p>91340</p> | <p>Work on residential property not exceeding three (3) stories in height after a certificate of occupancy has been obtained.</p> <p>Includes: Interior and exterior work Cabinet installation Door installation Garage door installation Wood siding installation & Trim or finish work.</p> <p>Installation of plywood flooring - for hardwood floor installation</p> <p>Window installation - other than glass replacement</p> <p>Wood decks and porches</p> <p>Small Framing Contractors</p> | <p>Excavation work.</p> <p>Door or window manufacturing.</p> <p>Specialty contractors including roofing and wall boarding.</p> <p>Work on commercial properties.</p> <p>Work related to children’s playground equipment.</p> <p>Dock construction or repair.</p> <p>Hurricane shutter installation.</p> <p>Refinishing of floors or furniture.</p> <p>Roof decking.</p> <p>Framing, trusses and plywood installation for roofing and paper and shingles.</p> <p>No General Contractors <i>(Any work done by a specialty contractor is classified based on what they do.)</i> <i>(Also any manufacturing of millwork or cabinets are classified as same i.e. cabinet mfg - 91343.)</i></p> |
| <p>Carpentry - Interior - Specialty Contractor Not applicable to contractors engaged in any other carpentry operation at the same job or location.</p> | <p>91341</p> | <p>Interior carpentry work only, such as the installation of interior doors, cabinets and hardwood or parquet floors inside of a building.</p> <p><i>(This class is applicable only when the work is done as a separate operation having no connection with any other carpentry operations performed by the same contractor at the same job or location.</i></p> <p><i>If the interior trim carpentry is incidental to general carpentry performed by the same contractor at the same job or location, it is not required to be separately classified and rated using this classification.)</i></p> | <p>Framing, trusses, and plywood installation for roofing , paper and shingles.</p> <p>Roof Decking</p> <p>Exterior carpentry work.</p> <p>Abatement work.</p> <p>Wood playground equipment.</p> <p>Restoration work.</p> <p>Refinishing of floors</p> <p><i>(Any manufacturing of millwork or cabinets are classified as same i.e. cabinet mfg-91340)</i></p> |
| <p>Carpentry - Shop Only - Woodworking</p> | <p>91343</p> | <p>Custom cabinets and other woodworking activities.</p> | <p>Lumber yards.</p> <p>Construction of playground equipment.</p> <p>Construction of furniture.</p> <p>Construction of ladders or any other type of equipment.</p> <p>Home Improvement Stores.</p> |

CORNERSTONE UNDERWRITING PARTNERS, LLC

| Description | Class Code | Acceptable Operations | Unacceptable Operations |
|--|--------------|--|---|
| Carpet, Rug, Furniture or Upholstery Cleaning - On customers premises | 91405 | Furniture cleaning. Rug or carpet dyeing. Carpet and upholstery cleaning. | Janitorial work. Floor waxing or buffing Water or fire damage restoration. |
| Ceiling or Wall Installation - Metal | 91436 | Suspended acoustical ceiling. Metal beams or framing. Aluminum and rubber siding | <i>(Metal door/window installation 91746 and Ceiling or wall installation other than metal shall be separately rated as Dry Wall or Wallboard installation - 92338 or Carpentry 91340.)</i> |
| Concrete Construction | 91560 | Concrete Construction for small jobbers (generally under \$250,000 in receipts) engaged in concrete work including sidewalks, driveways, landscaping and foundations. Contractors may also perform incidental concrete work - sheds or similar minor structures | No tunneling, subway, bridge or highway construction.. No structural retaining walls unless incidental or decorative in nature. |
| Contractors Permanent Yards – Maintenance or Storage of Equipment or Material | 91590 | A permanent yard maintained by a contractor for the purposes of storage of material and/or the storage and maintenance of equipment: | The site cannot be adjacent to, or used exclusively for, a particular job site. |
| Debris Removal/Construction Site Clean Up | 91629 | Debris removal in connection with construction or erection. | Salvage operations Demolition operations. No asbestos or mold removal or remediation. |
| Door, Window or Assembled Millwork Installation - Metal | 91746 | Installation of metal doors, windows or assembled millwork. <i>(The installation of doors or windows not metal shall be classified as Carpentry - 91340 or 93141.) Supply specific payrolls</i> | |
| Driveway, parking area or sidewalk - paving or repairing - No street or road work | 92215 | Sidewalks. Parking lots. Driveway. Curbs. Painting of yellow strips on lots. <i>(Filling or grading of land -95410 less than three feet shall be separately classified and rated.) Supply specific payrolls</i> | Street or road work. Man holes. Clearing of right-of-way. Blasting |
| Drywall or Wallboard installation | 92338 | Sheet rock installation. Taping and finishing drywall. | |

CORNERSTONE UNDERWRITING PARTNERS, LLC

| Description | Class Code | Acceptable Operations | Unacceptable Operations |
|--|--------------|---|--|
| Electrical Work - within buildings - no power line construction, burglar or fire alarm system, electrical machinery or auxiliary apparatus work | 92478 | Computer line installation. Wiring within buildings. Installation of outlets, electrical panels. Intercom installation. Vacuum cleaner systems. | Power line construction. Burglary or fire alarm work. Electrical machinery or auxiliary apparatus work. Garage door installation – electrical. Machinery installation or repair. Pump installation or repair. Train and train track work. Motor repair. |
| Excavation | 94007 | Small contractors (generally 2-3 person operations with under \$250,000 in receipts) engaged in excavation work including digging and loading for sidewalks, driveways, landscaping and foundations. Contractors may also perform incidental concrete work - sheds or similar minor structures | Septic Tank installation Main Water and Sewer line Gas lines Street and Road construction Blasting and rock excavation |
| Fence Erection Contractors - not fence dealers | 94276 | Wooden or metal fence erection. Mailbox installation. Real estate sign installation. | Child-proof pool fences. Electrically-charged fencing. Barbed wire fencing. Fences sold to the general public. No invisible fencing |
| Floor Covering Installation - not ceramic tile or stone | 94569 | Carpet installation. Linoleum sheets or square tiles installation. Hardwood floors installation. <i>(Ceramic tile or stone installation will be separately classified and rated 99746.) Supply specific payroll.</i> | No rubber flooring installation. <i>(Ceramic tile or stone installation should be separately classified and rated as Tile, Stone, Marble, Mosaic or Terrazzo – Interior - 99746.) (Hardwood Floor Installation should be rated under Carpentry-Interior)</i> |
| Furniture/Fixtures Installation - installation in offices or stores - portable - metal or wood. | 95124 | Installation of bulletin boards, display tables, filing equipment, modular workstations, partitions, shelving, storage bins etc. | |
| Grading of Land | 95410 | Smaller jobbers (generally 2-3 person operations with less than \$250,000 in receipts) involved in sidewalks, driveways, landscaping – no more than 3 feet in depth. Grading residential foundations of no more 5 homes at any one time in a development. Excavation to be separately rated. <i>(see Excavation (94007))</i> | SUBMIT: if more than 3 ft. Includes borrowing, filling or back filling. Prohibitive risks are excavation, street or road construction, tunneling, bridge/dam construction, mining, work on landfills, and removal of underground storage tanks, No explosives or firebreak work. No engineering or waterworks exposures. Add CG 21 42. |

CORNERSTONE UNDERWRITING PARTNERS, LLC

| Description | Class Code | Acceptable Operations | Unacceptable Operations |
|--|--------------|---|--|
| Handyman-Residential Only | 95625 | Maximum of two employees with generally less than \$250,000 in receipts. | No commercial, roofing or subcontracted work |
| Heating and Air Conditioning Systems or Equipment - installation, service or repair - no liquefied petroleum gas (LPG) equipment sales or work | 95647 | Installation of ducts and vents. Shop and display rooms. Freon installation. Air freshener installation. Duct cleaning. <i>(Work connected with solar panel installation will be separately classified and rated as Solar Energy Contractors – 99080.) Supply specific payrolls.</i> | Installation, service or repair of LPG units. Refrigeration installation or repair. <i>(Work connected with solar panel installation should be separately classified and rated as Solar Energy Contractors – 99080.)</i> |
| House Furnishings Installation - NOC | 96053 | Installation in homes of; Draperies and curtains, Window shades and blinds, Mirrors, Pictures, Closet Organizers, Glass Shower Stalls & Incidental upholstery and floor covering. | Furniture repair. Commercial installation in hotels/motels, etc. |
| Insulation Installation - Plastic Includes installation or application of acoustical or thermal insulating material in buildings or within building walls. Class applies only when insulation or acoustical work is performed as a separate operation, not part of or incidental to any other construction operation performed at the same job location. | 96408 | Installation or application of acoustical or thermal insulating material in buildings or within building walls | No asbestos, formaldehyde products or polyurethane framing operations. No EFIS installation |
| Insulation Work – Organic or Plastic | 96409 | Organic or plastic in solid state | No asbestos removal |
| Interior Decorators | 96611 | Installation of house furnishings such as slipcovers, curtains or draperies, window shades, Venetian blinds, and wooden window shutters when performed at a customer’s premises. <i>Upholstering – 99826 & 99827, Floor covering - 9456) & Tile work - 99746.) separately rated. Supply specific payrolls.</i> | |

CORNERSTONE UNDERWRITING PARTNERS, LLC

| Description | Class Code | Acceptable Operations | Unacceptable Operations |
|---|--------------|---|---|
| Landscape Gardening - no spraying; tree trimming, removal or pruning | 97047 | Interior rent-a-plant business. Laying of sod only if not a nursery selling sod. Trimming of bushes. Spraying - non-pesticides. Laying out of grounds. Interior landscaping. Planting trees, shrubs, flowers or lawns Excavation (94007) and Grading of land(95410) see those entries for separate treatment and rating | Nurseries. Tree trimming, removal or pruning. Land clearing. Pesticide spraying. |
| Masonry - construction or residential property not exceeding three stories in height | 97447 | Bricklaying not exceeding three (3) stories in height. Concrete block laying not exceeding three (3) stories in height. Building or block, stone or brick not exceeding three (3) stories in height. Marble work not exceeding three (3) stories in height. Decorative retaining wall - block, stone or brick less than 4 feet in height. Stone setting not exceeding three (3) stories in height. | Exterior work over 3 stories. Structural retaining walls. Pool or pool lip work. |
| Office Machines or Appliance Installation and Service - Includes shop operations. | 98111 | Installation of equipment such as, calculators, computers and computer related equipment (modems, printers, etc.) copy machines, fax machines, microfilm equipment, postage machines and typewriters. It also includes shop operations. | Any type of machines that would not be used in normal office operations. |
| Painting –Exterior- Building or Structures –three stories or less | 98304 | Exterior painting of buildings or structures only. This includes the prepping of the surface prior to painting. | Painting of steel structures and bridges. Exterior spray painting. Painting of roofs. Painting of tanks. <i>(Interior painting - 98305 will be separately rated.)</i> |
| Painting - Interior | 98305 | Interior painting of building or structures. This includes prepping of the surface prior to painting. | <i>(Exterior painting - 98304 will be separately rated.)</i> |
| Paperhanging | 98344 | Paperhanging including prepping the wall prior to attaching the wallpaper. | |

CORNERSTONE UNDERWRITING PARTNERS, LLC

| Description | Class Code | Acceptable Operations | Unacceptable Operations |
|---|-------------------|--|---|
| Plastering or Stucco Work - construction of property not exceeding three stories in height | 98449 | Plastering, plain or ornamental not exceeding three (3) stories in height. Lathing not exceeding three (3) stories in height. Spraying of popcorn, orange peel or knock down texture to ceilings or walls not exceeding three (3) stories in height. | Exterior insulation work. Finish systems or work with E.I.F.S. Exterior work over three (3) stories. Swimming pool work. |
| Plumbing - Commercial and Industrial- | 98482 | The installation, service or repair of sanitary gas, steam, hot water pipe or other pipe fittings including building connections and gas or liquid fuel appliances. The incidental sales of plumbing fixtures and supplies to be used in connection with the insured's installation, service or repair operations. Shops and display rooms are included. | Sales of Appliances. Installation, serving and repair of heating systems or units or liquefied petroleum gas (LPG) systems and piping. Sales of fixtures and supplies which are not to be used in connection with the insured's installation, service or repair operations. Fire sprinkler work. |
| Plumbing - residential or domestic - | 98483 | The installation , service or repair of sanitary gas, steam, hot water pipe or other pipe fittings including building connections and gas or liquid fuel appliances in connection with 1-4 family dwellings. The incidental sales of plumbing fixtures and supplies to be used in connection with the insured's installation, service or repair operations for 1-4 family dwellings. Shops and display rooms are included. | Sales of Appliances. Installation, serving and repair of heating systems or units or liquefied petroleum gas (LPG) systems and piping. Sales of fixtures and supplies which are not to be used in connection with the insured's installation, service or repair operations. Fire sprinkler work. |
| Remodeling | 91342 | Class is intended for those risks primarily in the business of upgrading/improvements and additions. Only includes the exposures for Carpentry (not NOC), electrical work, painting, drywall work and plumbing. Subcontracts less than 25% of work performed. Works on no more than 5 units at any one time in development. See Handyman Class 95625 if less than 2 employees and no subcontracted work. | No other exposures will be recognized in this definition for one and two man minimum payroll accounts. No uninsured roofing subcontracted work. Subcontracted roofing must have other insurance with limits equal to or greater than the named insured. The named insured must also be added as an additional insured to the roofer's policy. No General Contractors or more than 25% subcontracted work. |
| Roofing – Residential – Three stories and under | 98678 | Asphalt and Composition and Tile roofs. \$4,000 minimum premium Deductible \$2,000 | Hot Tar/ Gravel Any work involving Torch Down heating Wood Shake Build Up flat roofs |

| Description | Class Code | Acceptable Operations | Unacceptable Operations |
|---|--------------|---|--|
| Roofing – Commercial | 98677 | Asphalt and Composition and Tile roofs \$4,000 minimum premium Deductible \$2,000 | Hot Tar / Gravel Any work involving Torch Down heating Wood Shake Build Up flat roofs Work above three stories. |
| Sheet Metal | 98884 | Sheet metal pole buildings. Metal sheds. Includes incidental shop work. | Duct work in connection with the installation of air conditioning or heating systems. No window or hurricane shutter manufacturing or installations |
| Siding or Gutter Installation - other than wood - properties not exceeding three stories in height | 98967 | Aluminum or vinyl installation. Includes soffit work. Decorative shutters when incidental to siding installation. <i>(Wood siding installation shall be separately classified and rated as Carpentry - 91340.)</i> Supply specific payrolls | Storm or hurricane shutters. Spray-on siding. |
| Sign Erection, Installation and Repair - | 98993 | Erection of billboards, signs, poster panels on buildings or in open spaces such as fields. Operations include the replacement of advertising matter on billboards and the maintenance of the actual billboard sign. This classification also includes shop operations. | Erection, installations and repair of signs over three (3) stories in height. |
| Sign Painting or Lettering - Interior - | 99003 | Painting in the insured's shop or those risks engaged in sign painting or lettering at a customer's premises. This classification includes shop operations and existence hazard of signs located away from the insured's premises. <i>(Sign Erection or Repair shall be separately classified and rated as Sign Erection, Installation and Repair -98993.)</i> <i>Supply specific payrolls</i> | Advertising Companies – Outdoor. Sign painting on cars, trucks or boats. |
| Sign Painting or Lettering - Exterior - Under three (3) stories in height. | 99004 | Risks engaged in sign painting or lettering on the outside of buildings less than three (3) stories in height. This classification includes shop operations and existence hazard of signs located away from the insured's premises <i>(Interior sign painting or lettering shall be separately classified and rated as Interior -99003.)</i> <i>Supply specific payrolls</i> | Work over three (3) stories in height |

| Description | Class Code | Acceptable Operations | Unacceptable Operations |
|---|------------|---|---|
| Television or Radio Receiving Set Installation/Repair - residential only, no commercial work. No TV monitoring or surveillance equipment installation or service. No cable TV line construction, No fiber optic cable work. No exterior work over three (3) stories in height. | 99650 | Television or Radio installation or repair including the erection of antennas on residential property three stories or less. | Television or radio installation or repair including erection of antennas on building over three stories. Work with electric or electronic appliance other than television or radio. Commercial work. TV monitoring or surveillance equipment installation or service. Cable TV line construction. Fiber optic cable work. |
| Tile, Stone, Marble, Mosaic or Terrazzo Work - interior | 99746 | Setting and installing interior ceramic tile, marble and mosaic tile. Cutting and polishing tile for interior installation. Mixing of marble particles and cement to make terrazzo flooring. This classification includes incidental exterior work. <i>(Exterior construction work shall be separately classified and rated as Masonry - 97447.) Supply specific payrolls</i> | Manufacturing of precast terrazzo steps, benches and other terrazzo articles away from the construction site. Sandblasting. |
| Upholstery – Shop Only | 99827 | Incidental furniture refinishing or repairing not at the customer's premises. | Work at customer's premises. |

SUBCONTRACTING CLASSES:

- Cannot exceed 25% of insured work
- These classifications apply to that portion of operations performed by adequately insured subcontractors.
- Special Conditions Endorsement will be added (See Special Conditions Endo under SEC IV – COVERAGE)
- The applicable subcontracting classification will need to be added to the policy for subcontractors carrying equal or higher liability insurance limits.
- Operations performed by subcontractors without adequate insurance can be considered.

| Description | Class Code | Acceptable Operations | Unacceptable Operations |
|--|------------|---|---|
| Contractors-subcontracted work-in connection with construction, reconstruction, erection or repair-not buildings. | 91581 | Subcontracting work - not in relation to actual building construction such as millwrights, electrical or similar classes. | Anything that is noted under the Ineligible Risks Section below |

| Description | Class Code | Acceptable Operations | Unacceptable Operations |
|--|------------|--|--|
| Contractors-subcontracted work-in connection with building construction, reconstruction, repair or erection-one or two family dwellings. | 91583 | Subcontracting work in relation to one or two family dwellings construction. Residential contractors only. | Anything that is noted under the Ineligible Risks Section below. |
| Contractors-subcontracted work-in connection with building construction, reconstruction, repair or erection- commercial buildings or residential in excess of 2 family dwelling. | 91585 | Subcontracting work in relation to commercial buildings less than 4 stories and residential with more than 2 families. | Anything that is noted under the Ineligible Risks Section below. |

SECTION III – GENERAL ELIGIBILITY GUIDELINES

ELIGIBLE RISKS:

- Contractors with annual payroll less than \$1,000,000.
- Contractors with less than 15 employees.

INELIGIBLE RISKS:

- Applicants with less than 1 year of contracting experience are ineligible but **we can consider new ventures with a minimum of 1 year of experience in the same industry segment**
- Contractors with more than 25% of their work subcontracted
- Contractors who work on condos, townhouses, apartments or single family house projects or subdivisions of more than 7 units in one development. can be considered – check with our underwriting team.
- Residential and Commercial Artisan Contractors involved in major remodeling of condos, townhouses or apartments of up to 5 units within any single project. More than 5 units can be considered - check with our underwriting team.
- Contractors who work on student housing, senior housing, assisted living facilities or retirement homes except for repair or remodeling of not more than one unit at a time within a development.
- Contractors with more than 2 claims in 3 years.
- Contractors with one or more construction defect claims (open or closed).
- Contractors that remove asbestos insulation or asbestos containing material, or install insulation materials other than fiberglass or rock wool.
- Any subcontracted work that is not specifically shown as an acceptable classification under this program.
- Risks that sell, install, service or repair alarm systems, automatic fire extinguishing systems, boilers, elevators, escalators, surveillance systems or TV monitoring systems, either commercial or residential.
- Risks that perform or sublet any demolition or blasting operations.
- Risks that sell, install service or repair wood, coal or waste oil-burning stoves.
- Contractors with operations/work on or for airport, elevator, environmental remediation (mold etc.), railroad, roofing, swimming pool construction, traffic lights, underground tanks, skylights, EFIS.

- Contractors involved in the sale of chemicals, or the application of chemicals, such as herbicides or pesticides, to property.
- Contractors that perform work for petroleum, industrial or chemical facilities.
- Contractors involved in any exterior work over three (3) stories in height.
- General Contractors. (See our General Contractor Program Guidelines).
- Applicants who have been personally bankrupt or the principal in a company that has been bankrupt the past five years.
- Contractors involved in recreational or playground construction.
- Risks where any officer, owner, or partner has a prior felony conviction in the last 5 years.
- Contractors involved in restoration work involving smoke, fire, water or earthquake damage.

SECTION IV – COVERAGE

FORMS:

- Base form is ISO CG 00 01 12 04
- Full Occurrence with no sunset clause; \$750 minimum premium

Standard Endorsements & Exclusions

Our standard endorsements and exclusions on all Contractor policies are as follows:

- Subsidence exclusion
- Lead paint exclusion
- Asbestos exclusion
- Chromated copper arsenate exclusion (treated lumber typically used on older decks and outdoor structures).
- Cross suits exclusion
- Assault and battery exclusion
- Abuse and molestation exclusion
- Exclude Canine Liability
- Formaldehyde exclusion
- Open flame exclusion relating to work involved in removal of paint or coatings
- Exclusion of “torch down” and “torch on” roofing and other use of open flame and torches in roofing operations.
- Exclusion for third party action-over claims
- Exclusion of pending and prior litigation
- Demolition exclusion
- Intentional Injury exclusion
- Punitive and Exemplary Damage exclusion
- Roofing Limitation endorsement that excludes certain types of roofing operations.
- Minimum earned premium endorsement - 25% of the estimated annual premium.
- Underground utility location condition endorsement.
- Maintenance and Habitability Exclusion
- Fungi or bacteria exclusion
- Total Pollution exclusion with hostile fire exception
- Silica or silica related dust exclusion
- Employment- related practices exclusion
- Exclusion of inspection, appraisal and survey companies
- Exclusion of Exterior insulation and finish systems (EFIS)

- Exclusion – riot, civil commotion or mob actions
- Exclusion of construction management errors and omissions
- Exclusion – engineers, architects or surveyors professional liability
- Exclusion of contractors professional liability
- Exclusion of violation of statutes that govern e-mails, fax, phone calls or other methods of sending material or information.
- Exclusion - Nuclear energy liability
- Exclusion of punitive damages related to a certified act of terrorism
- Exclusion of Punitive Damages Related to Certified Act of Terrorism – CG 2190
- Terrorism related endorsements depending on coverage election

Additional terms and conditions may be stipulated for certain classes and territories.

SPECIAL CONDITIONS ENDORSEMENT:

- Special Conditions Endorsement required if contractor uses subs
- Special Conditions endorsement which mandates the following prior to start of any work by sub-contractor:
 - Certificate of insurance will be obtained on all sub-contractors indicating limits of coverage same as or greater than general contractor.
 - Obtain proof that subs have workers comp coverage if required by state law.
 - Obtain a written indemnity agreement from sub-contractor holding our insured harmless for all liabilities, including cost of defense arising from work performed by sub-contractor.
 - Obtain proof that all licenses as required by law are up to date.
 - Above records will be maintained for a minimum period of five (5) years.

PRIOR ACTS ENDORSEMENT

All policies issued are subject to having the prior acts endorsement added if there is a gap in coverage during the prior coverage year. Gaps in coverage could include:

- Prior policy was cancelled or not in-force for a portion of any prior year.
- Prior policy was not a full occurrence form such as claims made or having a manifestation trigger
- New venture with no prior policy
- Other underwriting concerns that warrant the use of this exclusion

Additional Insured Coverages

- Additional Insured 2010 (04-07) will be charged \$100 (\$50 for South Carolina)
- Blanket AI's are available with \$250 premium charge.
- Blanket Primary/Non-contributory available – \$250 additional premium.
- Waiver of Subrogation available upon request and can be included with the \$250 premium charge for Primary/Non-contributory.
- Blanket AI endorsement could be subject to additional premium if number of AI's are excessive
- Additional Insured 2037 (07-04) is available for Commercial Projects with premium charge of \$100 per project. This coverage must be added to the 2010 (04-07) form.

OPTIONAL COVERAGES

- Designated Construction Project(s) General Aggregate Limit 2503 (05-09) available for \$100 per project or \$500 on a blanket basis.
- Stop Gap 1111 (11-11) Available in WA for \$150 premium charge for \$500K coverage limit or \$250 premium charge for \$1M coverage limit.

Note: If policy is cancelled for any reason the premiums noted above are fully earned and not refundable to the insured. This premium is in addition to the policy minimum premium.

MAXIMUM POLICY PERIOD:

12 months.

MAXIMUM COVERAGE LIMITS

- \$2,000,000 General aggregate
- \$2,000,000 Products/C.O. aggregate
- \$1,000,000 per Occurrence
- \$1,000,000 Personal/Advertising Injury
- \$100,000 Fire Damage Legal Liability (\$300,000 for commercial projects)
- \$5,000 Medical Payment Expense

DEDUCTIBLES

Standard Deductibles \$1,000 Property Damage per claim except roofing classes (\$2,000 Property Damage per claim). The Carrier's obligation to pay damage on behalf of the Insured or to defend the Insured applies only to the amount of damages in excess of the deductible amounts stated in the policy, not to exceed the limits of insurance applicable to each occurrence.

SECTION V – RATING

ONLINE RATER

Rate Indications are available online at: cornerstone-underwriters.com under the Partners Login.

RATING ADJUSTMENTS

- All applicants subject to credits or debits up to +/- 25% - please request on your application if your target premium needs for us to utilize a credit or debit.
- Minimum Retained Premium for a policy cancelled for any reason shall not be less than 25% of the actual premium or \$500 whichever is greater.

All credits and surcharges are subject to underwriter discretion.

MINIMUM PREMIUMS

- Minimum Premium \$750 per policy
- Minimum Retained Premium for a policy cancelled for any reason shall not be less than 25% of the actual premium or \$500 whichever is greater.

SECTION VI- SUBMISSION/BINDING REQUIREMENTS

ITEMS REQUIRED FOR SUBMISSION:

All quotes obtained online are considered indications. There are two methods to obtain a bindable quote:

- Complete the application at the end of the Online Indication process. Applications submitted online go directly to our underwriting team for immediate consideration.
- Send a complete ACORD application to cupsubmissions@cornerstone-underwriters.com.

You will usually receive a quote or response within 24 hours

ITEMS REQUIRED FOR BINDING

- Signed application and supplements are required only at the time of binding.
- Currently valued loss runs for the past 3 years or a signed statement of losses
- Terrorism coverage election forms and all other required forms must be signed and dated by the insured
- Quote Sheet to bind coverage must be signed by applicant and our Partner Producer.
- All documents must be received in writing, (Emailed or faxed) and must be received prior to the effective date. **COVERAGE CANNOT BE BACKDATED.**

ADDITIONAL UNDERWRITING REQUIREMENTS:

- Contractors which have been in business for less than 3 years must have documented prior work experience for at least 3 years of similar operations.
- A New Venture supplement must be completed on all accounts that have not had three (3) prior years in business. (supplement available online)
- Construction Managers supplemental must be completed for all submissions for Construction Managers.

SECTION VII – OTHER INFORMATION

CERTIFICATES OF INSURANCE

- Certificates may be issued by the producer. The Additional Insured worksheet must be completed and forward to CUP within 30 days for any AI added. Please use our A.I. request form available in the Forms Library under Partner Login on our Web Site.
- Certificates to cover Additional Insureds are to be issued by producer using the standard ISO certificate. No changes, additions or alterations to the certificate are permitted.
- CUP reserves the right to reject or charge an additional premium if the AI exposure merits such action.
- Utility Companies or other entities requiring completion of their own
- certificates/endorsements must be referred to the CUP for approval prior to issuing

Note: If policy is cancelled for any reason, Additional Insured premium charges are fully earned and not refundable to the insured. Additional Insured premiums are in addition to a policy minimum premium.

LOSS CONTROL/ INSPECTION FEES:

Risks may require inspections as determined by CUP. Most fees will range from \$100 to \$250 based on size and nature of operation. If a physical inspection is indicated, costs may be passed along in our quote. All inspection fees are fully earned and must be remitted by our producers with the deposit payment. They are in addition to minimum premiums.

Inspections will usually be completed within 30-45 days of binding coverage. Any request for an inspection refused by an insured could subject the policy to cancellation.

Terrorism Coverage Election:

TRIA coverage for war and terrorism is available to all insureds in the program for an additional charge of 20% of the underlying premium subject to a minimum of \$3,000. War and NCB coverage is not provided in the program. The insured must elect to take or decline the coverage in writing before the policy is bound.

Premium Audits:

Policies under \$5,000 in annual premium will be issued “not subject to audit”. For policies above \$5,000 in annual premium Cornerstone may elect to do an audit – voluntary or physical

POLICY REINSTATEMENTS

A policy may be reinstated for non-payment of premium one time with no additional charge. A second request for reinstatement due to non-payment of premium will be handled as a cancel/re-write subject to all fees, conditions and minimum premiums associated with a new policy.