INSURANCE OFFICE OF AMERICA

We Make the Complex Simple

INSURANCE PROPOSAL

Prepared for

Garden Point, Inc.

Term: 07/19/2023 to 07/19/2024
07/26/2023 to 07/26/2024 (Flood)

Presented by

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Date: July 6, 2023

Important: The proposal is an outline of the coverages proposed by the insurers, based on the information provided by your company. It does not include all the terms, coverages, exclusions, limitations and conditions of the actual policy language. The policies themselves must be read for those details. Policy forms for your reference will be made available upon request.

Carriers presented in this proposal may have agreements in place with IOA through which compensation, contingent upon such factors as the size, growth and/or overall profitability of an entire book of business placed with that carrier may be derived. This contingent compensation would be in addition to any other compensation received, and is not guaranteed. If you would like additional information on this matter, please contact your IOA agent.

Claims Made Disclaimer: Some insurance policies are written on a “claims made” basis. Claims are to be reported during the policy period for incidents after the retroactive date shown in this proposal for the policy.

our vision

To be a family of companies that grows and leads the marketplace by serving our clients, our community, and one another.

our mission

To be set apart by making the complex simple. We will move beyond the commodity of business transactions to the value of authentic relationships as we speak and act in favor of our clients and one another. We will aspire to be an affirming and sharing community, one in which our clients and our colleagues will never want to leave.

our values

To act with the highest degree of integrity as we focus on our clients and steward the gifts, talents, and resources entrusted to us. Excellence will be our standard as we embrace new and innovative ways to celebrate our people and their ideas. The cornerstone of our foundations will be our faith, our families, and the fun of living our lifework.

Since 1988, the growth of IOA has been both consistent and significant, and we've been privileged to receive some of the top awards in the industry.

What does that mean for you? Our size allows us access to the best markets available, so you get the best of both worlds— top insurance markets and personal service.

23rd largest commercial p&c agency in U.S.

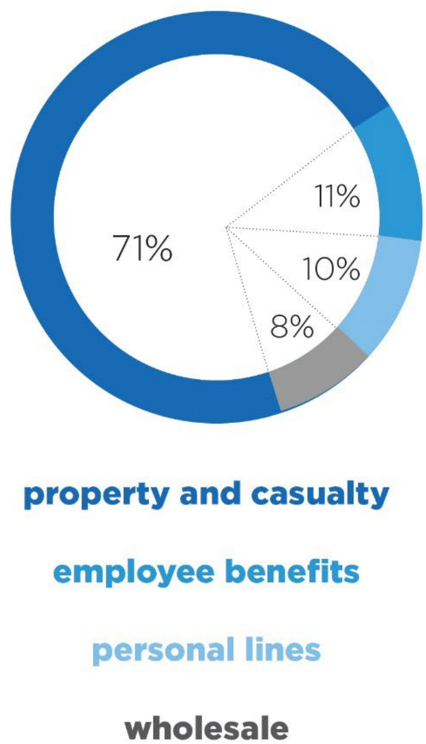
Top 10 privately held commercial p&c agency

50+ locations in the U.S. and London

1,000+ team members

50,000+ clients.

$198 million in revenue



We serve all 50 states and global markets from over 50 locations in the U.S. and London.

Partnerships help every business grow. Our family of companies brings specialization, professionalism, and a commitment to service that adds value to any association with IOA.

BUSINESS INSURANCE	EMPLOYEE BENEFITS	PERSONAL INSURANCE	PAYROLL SERVICES	PRINT & PROMOTION	SAFETY TRAINING

Named Insured(s)

- Garden Point, Inc.

Premium Summary

COVERAGE	2022-2023 Renewal 5% Calendar Year Hurricane Deductible, $5,000 All Other Peril, 100% Coinsurance Ordinance or Law Full A, B&C combined 5% per building	2023-2024 Renewal 5% Per Occurrence Hurricane Deductible, $10,000 All Other Peril, 100% Coinsurance Ordinance or Law Full A, B&C combined 2.5% per building
Property	$29,474.00	$50,813.00
Difference in Conditions	$1,286.26	$1,326.15
General Liability	$12,941.26	$14,723.11
Directors and Officers	$2,009.72	$3,082.43
Umbrella	$1,530.00	$2,060.40
Crime	$595.00	$1,776.36
Flood	$5,601.00	$6,358.00
Total:	**$53,437.24**	**$80,139.45**

2022-2023 premiums were paid in full. Premium financing is available upon request.

Subjectivities & Contingencies

This quotation is subject to the following terms and conditions:

- Satisfactory compliance with loss control recommendations, if any.
- Subject to audit
- Signed applications
- Subject to satisfactory inspection

Recommendations

- Cyber Liability – Quote available upon request
- Pollution Liability – Quote available upon request
- Legal Defense – Quote available upon request
- Crime – Add Social Engineering
- Add Contents to Property Policy (Pool Furniture, etc)
- Fully fence the pool

PROPERTY SCHEDULE

Bldg. #	Address	Description	Value
1	700 Pine Drive, Pompano Beach, FL 33060	30 Unit Condo Bldg. West & South	$3,412,702
2	700 Pine Drive, Pompano Beach, FL 33060	Swimming Pool	$104,100
3	700 Pine Drive, Pompano Beach, FL 33060	Equipment – Pool Heater w/ Heat Pump	$5,150
4	700 Pine Drive, Pompano Beach, FL 33060	Travertine Deck	$28,300
		Schedule Total	**$3,550,252**

PROPERTY

Company	American Coastal Insurance Company **(Admitted) (Demotech Rating: A)**	
Limits	Building	$3,412,702
	Business Personal Property	$137,550
Deductibles	All Other Peril	$10,000
	Hurricane –Per Occurrence	5%
Coinsurance		**100%**
Cause of Loss	Special (Including theft)	
Includes	Ordinance or Law Coverage Full A B&C combined is sub limited to 2.5% per building	
	Equipment Breakdown	

Exclusions

- Flood and Earthquake
- Refer to policy forms for additional exclusions, conditions or restrictions

10% Minimum Earned premium applies

PROPERTY ENHANCEMENT FORM

PROPERTY ENHANCEMENT ENDORSEMENT

This endorsement modifies insurance provided under the following forms (if attached to this policy):

Building and Personal Property Coverage Form
Condominium Association Coverage Form
Standard Property Policy - Declaration
Cause of Loss - Special Form

The following is a summary of additional coverages provided by this endorsement. These additional coverages are further defined elsewhere in this endorsement. This endorsement is subject to the provisions of your policy. The sublimits are Per Occurrence (unless noted otherwise) and are included in the limits of insurance provided by your policy and are not additional limits.

	Coverage	Limit of Liability
1.a)	Debris Removal	$50,000
1.b)	Fire Department Service Charge	$100,000
1.c)	Pollutant Clean-Up and Removal	$150,000
1.d)	Electronic Data	$100,000
2.a)	Newly Acquired Property	90 days
2.b)	Personal Effects	
	(1) Sublimit Per Person	$5,000
	(2) Sublimit Per Described Premises	$25,000
2.b)	Property of Others	$25,000
2.c)	Valuable Papers & Records	$500,000
2.d)	Property Off-Premises	$25,000
2.e)	Outdoor Property	$100,000
	Except trees, shrubs, lawns or plants	$10,000
	Except any one tree, shrub or plant	$5,000
2.f)	Accounts Receivable	$500,000
2.g)	Fire Extinguisher Recharge	$10,000
2.h)	Lock Replacement	$7,500
2.i)	Reward Reimbursement	$25,000
2.j)	Inventory and Appraisals of Loss	$2,500
2.k)	Wind Driven Precipitation	$250,000
2.l)	Backup of Sewers and Drains	$150,000
3)	Outdoor Signs	$20,000
4.c)	"Fungus", Wet Rot, Dry Rot and Bacteria	$50,000
4.d)	Property in Transit	$100,000
4.e)	Off Premises Power Failure	$50,000
	(Subject to a 24 hour deductible)	

DIFFERENCES IN CONDITIONS

Company	Underwriters at Lloyds of London **(Non Admitted)** (**A.M. Best Rating: A, XV**)

Limits

Building Values	$3,412,702
Other	$137,550

Limit of Liability As Per Schedule on file with Waypoint Wholesale, an AmRisc Company subject to a maximum limit of 5% multiplied by scheduled values Any one occurrence

Perils Special excluding Flood and Earthquake

Coverage is limited to the specified coverage indicated in the Wrap Policy wording.

Deductibles As per the American Coastal Insurance Company Policy, except Wind Driven Precipitation deductible shall be equal to the Hurricane deductible

ACIC Wrap

Authorization

If ACIC Wrap coverage authorized herein is bound, this policy shall run concurrently with and be subject to the same terms, conditions and limitations of the American Coastal Insurance Company (hereinafter "ACIC") policy stated herein which shall be on file with Waypoint Wholesale, an AmRisc Company ; except as regards premium amount, coverages and limits of liability, or as stated elsewhere herein.

Sublimits and Extensions:

Accounts Receivable	$1,000,000	
Backup of Sewers, Drains or Pumps	$150,000	Annual Aggregate
Builders Risk	$250,000	
Builders Risk Soft Costs	$25,000	
Catastrophe Extra Expense	$25,000	
Debris Removal	$75,000	
Error or Omissions	$25,000	
Fine Arts	$100,000	
Fire Department Service Charge	$100,000	
Fire Extinguisher Recharge	$10,000	
Inflation Guard	5% of TIV	as per schedule
Leased or Rented Equipment	$25,000	but not to exceed $5,000 any one item
Lock Replacement	$9,000	
Miscellaneous Unscheduled Property	$10,000	
Newly Acquired Property	$750,000	
Off Premises Power Failure	$25,000	
Ordinance or Law	Lessor of: 5% per building; or $1,000,000 per occurence all buildings combined. Subject to ACIC providing primary coverage per CP 04 05.	
Outdoor Property	$50,000	
except trees, shrubs, lawns or plants	$40,000	
except any one tree, shrub or plant	$4,750	
Pollutant Clean-up and Removal	$100,000	Annual Aggregate
Professional Fees	$100,000	Annual Aggregate
Property in Transit	$150,000	
Property Off-Premises	$25,000	
Reward Reimbursement	$25,000	
Spoilage	$25,000	
Valuable Papers and Records	$500,000	
Wind-Driven Precipitation	$150,000	Annual Aggregate

GENERAL LIABILITY

Company	Maxum Indemnity Company **(Non Admitted)** (**A.M. Best Rating: A+, XV**)
Definition	General Liability insurance covers some of the third party liability exposures of your business including liability related to owned or leased premises, operations in progress, and products/completed operations.

Limits

Bodily Injury and Property Damage – Each Occurrence	$1,000,000
General Aggregate	$2,000,000
Products & Completed Operations Aggregate	Included
Personal and Advertising Injury	$1,000,000
Damage to Rented Premises	$100,000
Medical Expense – Any One Person	Not Covered
Hired & Non-Owned Auto Liability	$1,000,000

Deductible

	None

Form: Occurrence

Exclusions

- **Cross Suits Exclusion**
- **Total Liquor Exclusion**
- Refer to policy forms for additional exclusions, conditions or restrictions.

SCHEDULE OF EXPOSURES

Loc. #	Class Code	Classification	Estimated Exposures	Rating Basis
1	10105	Boat Docks/Slips	6	Each
2	46671	Shuffleboard Courts	1	Each
3	48925	Swimming & Wading Pools	1	Each
4	62003	Condominium Association- Residential	30	Units

MINIMUM EARNED PREMIUM: 25%

SUBJECTIVITIES:

Completed and Signed Acord Application
Completed and Signed Supplemental Application
Completed and Signed Terrorism Form

GENERAL LIABILITY FORMS

Policy Level Forms

Form #	Form Description
PJ (1/1/2003)	Policy Jacket
DECC (1/1/2003)	Common Policy Declarations
E048 (1/2/2003)	Minimum Earned Premium
E1233 (1/1/2015)	Exclusion - Terrorism
E144 (5/1/2021)	Service of Suit
E849 (3/1/2010)	Forms and Endorsements Schedule
IL0021 (7/1/2002)	Nuclear Energy Liability Exclusion (Broad Form)
MISC001 (6/1/2012)	Claims Reporting

Commercial General Liability Forms

Form #	Form Description
DECBGL (7/1/2005)	Commercial General Liability Coverage Part Declarations
CG0001 (12/1/2007)	Commercial General Liability Coverage Form
CG0220 (12/1/2004)	Florida Changes - Cancellation and Nonrenewal
CG2004 (11/1/1985)	Additional Insured - Condominium Unit Owners
CG2107 (5/1/2014)	Exclusion - Access Or Disclosure Of Confidential Or Personal Information And Data-Related Liability - Limited Bodily Injury Exception Not Included
CG2109 (6/1/2015)	Exclusion - Unmanned Aircraft
CG2132 (5/1/2009)	Communicable Disease Exclusion
CG2135 (10/1/2001)	Exclusion - Coverage C – Medical Payments
CG2147 (12/1/2007)	Employment-Related Practices Exclusion
CG2165 (12/1/2004)	Total Pollution Exclusion With A Building Heating, Cooling And Dehumidifying Equipment Exception And A Hostile Fire Exception
CG2167 (12/1/2004)	Fungi or Bacteria Exclusion
CG2294 (10/1/2001)	Exclusion - Damage to Work Performed by Subcontractors on your Behalf
CG2426 (7/1/2004)	Amendment Of Insured Contract Definition
E1245 (3/1/2015)	Assault And Battery Coverage Sublimit - General Liability
E1269 (1/1/2015)	Exclusion - Diving Boards And Water Slides
E1381 (1/1/2017)	Exclusion - Injury To Individuals Performing Duties Related To The Conduct Of Any Insured's Business
E1423 (8/1/2021)	Exclusion - Firearms or Weapons
E390 (5/1/2011)	Hired Auto And Non-Owned Auto Liability

Form #	Form Description
E438 (8/1/2007)	Construction Defects Exclusion - Condo and HomeOwner Association
E635 (1/1/2009)	Exclusion - Physical Abuse Or Sexual Abuse
E657 (10/1/2009)	Exclusion - Independent Contractors
E713 (8/1/2007)	Exclusion - Punitive or Exemplary Damages
E861 (9/1/2010)	Total Liquor Exclusion
E868 (9/1/2017)	Exclusion/Limitations - Combination Endorsement
Contains:	
E673 (07/01/2012)	Exclusion – Professional Services
E687 (09/01/2010)	Exclusion – Asbestos, Silica and Silica Dust
E711 (09/01/2010)	Exclusion – Lead
E831 (09/01/2010)	Exclusion – Breach of Contract
E763 (01/01/2009)	Cross Suits Exclusion
CG2154 (01/01/1996)	Exclusion – Designated Operations Covered By a Consolidated (Wrap-Up) Insurance Program
E714 (08/01/2007)	Exclusion – Unfair Competition
E348 (01/01/2003)	Amendment Deposit Premium and Minimum Premium
E704 (08/01/2007)	Amendment Premium Audit
E829 (01/01/2010)	Definition – Damages

DIRECTORS & OFFICERS LIABILITY

Company	Continental Casualty Co **(Admitted)** (**A.M. Best Rating: A, XV**)	
Definition	Provides coverage for claims arising from the wrongful acts of "insured persons" while serving in their capacity as directors or officers.	
	Aggregate	$1,000,000
Retention	Per Claim	$1,000
Form	Claims Made	
Includes	**First Dollar Defense**	

Exclusions

- Securities
- Nuclear
- Refer to policy forms for additional exclusions, conditions or restrictions.

CNA-77863-FL (2/14)	Policyholder Notice - Florida
CNA-81758-XX (3/15)	Notice - Offer of Terrorism Coverage; Disclosure of Premium
G-145126-A (8/03)	Policyholder Notice Economic and Trade Sanctions Conditions
G-145170-AC (6/03)	Community Association Policy General Terms and Conditions
G-145171-AC (6/03)	Community Association Liability Coverage Part
CNA-77509-XX (1/14)	Network Risk and Privacy Claim Endorsement
CNA-77510-XX (1/14)	Privacy Event Expense Endorsement
CNA-77511-XX (1/14)	Amend Claims By Insured Exclusions Endorsement
CNA-77512-XX (1/14)	Wage and Hour Law Claims Defense Costs Coverage Endorsement
CNA-77513-XX (1/14)	Outside Director Endorsement
CNA-77515-XX (1/14)	Supplementary Payment - Defendant Reimbursement Endorsement
CNA-77516-XX (1/14)	Defense Costs Outside the Limits Endorsement
CNA-77517-XX (1/14)	Public Relations Event Expenses Endorsement
CNA-80749-XX (11/14)	Unlimited Extended Reporting Period Endorsement for Past Directors or Officers
CNA-81751-XX (3/15)	Cap on Losses from Certified Acts of Terrorism Endorsement
CNA-90997-XX (1/18)	Immigration Claim Defense Costs Endorsement
CNA-95307-XX (3/19)	Workplace Violence Act Endorsement (with Sublimit)
GSL-8393-XX (3/07)	Remove Specified Peril
GSL-8394-XX (3/07)	Breach of Contract Defense Coverage with Sublimit Endorsement
GSL-11876-FL (3/10)	Bi-Lateral Optional Extended Reporting Period Endorsement - Florida
GSL-40679-XX (8/11)	Amend Settlement Endorsement
GSL-40680-XX (8/11)	Mediation Endorsement
CNA-80748-XX (11/14)	First Dollar Defense Endorsement
G-133891-A09 (6/03)	Florida Amendatory Endorsement
G-145127-A09 (6/03)	Cancellation and Nonrenewal Endorsement - Florida
G-145128-A09 (4/04)	Amendatory Endorsement - Florida
G-145129-A09 (4/04)	Amendatory Changes - Florida

PRIOR OR PENDING DATE: 05/06/1993

UMBRELLA

Company	Federal Insurance Company **(Admitted) (A.M. Best Rating: A++, XV**)	
Limits	Each Occurrence	$2,000,000
	Aggregate	$2,000,000
Underlying Limits	Auto Liability – Hired & Non-Owned Auto	$1,000,000
	General Liability	
	• Each Occurrence	$1,000,000
	• General Aggregate	$2,000,000
	• Products/Completed Operations Aggregate	$2,000,000
	• Personal and Advertising Injury	$1,000,000
	Directors & Officers Liability	
	• Each Claim	$1,000,000
	• Aggregate	$1,000,000
	Employer's Liability	
	• Bodily Injury by Accident – Each Accident	$500,000
	• Bodily Injury by Disease – Policy Limit	$500,000
	• Bodily Injury by Disease – Each Employee	$500,000
Retention	Each Occurrence	$0

Exclusions

- Refer to policy forms for additional exclusions, conditions or restrictions.

UMBRELLA FORMS

Pollution Exclusion
Limitation to Designated Premises-Coverage A
Specific Entity Endsmt. (Who Is An Insured)
Compliance with Applicable Trade Sanctions
Information Distribution Laws Exclusion
Silicon, Silica and Silicate Policy Exclusion
Limits-Excess Coverage Other Aggregate Limit
Alcoholic Beverages Exclusion-BI/PD-Coverage B
Crisis Assistance
Products Completed Operations-Coverage B Exclusion
Claims Made Excess Follow Form Coverage. A
Professional Services Exclusion-Coverage B
Supplementary Payments Endorsement
Civil Unions Or Domestic Partnerships (where applicable)
Defense within Limits Notice (Follow form D & O within or without)
Exclusion of Certified Acts of Terrorism
Intellectual Property Laws or Rights
Privacy Coverage B Exclusion (Where Applicable)
Access to or Disclosure of Confidential or Personal Information and Electronic Data-Related Liability With Exceptions (where applicable)
Personal Injury Coverage B Exclusion
Assault and Battery Coverage B Exclusion
Biological Agents Policy Exclusion
Lead Policy Exclusion
Subsidence Policy Exclusion
Construction or Development Exclusion with Maintenance/Renovation follow form
Unmanned Aircraft Coverage B Exclusion
Policy Exclusion for War
Sexual Abuse and Molestation Policy Exclusion
Designated Premises, Project or Operation Limitation Endorsement
Exclusion – Asbestos, Silica or Similar Compounds, including Mixed Dust
Punitive Damages Policy Exclusion
All Other Pertinent State Endorsements

CRIME

Company	Hanover Insurance Company **(Admitted) (A.M. Best Rating: A, XV)**
Definition	This crime policy insures various exposures to loss through criminal activities by employee dishonesty, forgery or alteration, or by theft, disappearance or destruction of money and securities.
Coverage	Discovery*

Exclusions

- Employee Cancelled Under Prior Insurance
- Inventory Shortages
- Acts Committed by You (Named Insured) or Your Partners
- Refer to policy forms for additional exclusions, conditions or restrictions.

COVERAGE	LIMIT	DEDUCTIBLE
EMPLOYEE THEFT	$150,000	$750.00
COMPUTER FRAUD	$150,000	$750.00
FUNDS TRANSFER FRAUD	$150,000	$750.00
INVESTIGATIVE EXPENSE	$5,000	$0

Covered Employees:
• Directors and Trustees
• Non-Compensated Officers

THE INSURANCE POLICY OR FIDELITY BOND MUST COVER THE MAXIMUM FUNDS THAT WILL BE IN THE CUSTODY OF THE ASSOCIATION OR ITS MANAGEMENT AGENT AT ANY ONE TIME. PLEASE REVIEW THE LIMIT AND LET US KNOW IF ANY INCREASES ARE NECESSARY

Common Policy Terms and Conditions

904-1002NPFL	05/18	Common Policy Declarations-Np (Florida)
904-1001NP	01/15	Common Policy Terms And Conditions
904-1001NP Index	01/15	Common Policy Terms And Conditions Index
904-7100 PHN	01/14	U.S. Treasury Department's Office Of Foreign Assets Control ("OFAC") Advisory Notice To Policyholders
904-7107 PHN	12/14	Privacy Policy And Producer Compensation Practices Disclosures-Privacy Disclosure
904-1025	01/14	Schedule Of Forms
904-6023	01/15	Florida State Amendatory Endorsement

Crime Coverage Part

908-1002	01/14	Crime Coverage Part Declarations
908-1001	10/15	Crime Coverage Part
908-1001 Index	01/14	Crime Coverage Part Index
908-1129	01/14	Non-Cumulative Liability - Property Managers
908-1155	09/18	False Pretenses Coverage
908-3104	04/16	Amend Definition of Employee to Include Agents (Employee Theft Coverage)

FLOOD

Company	Selective Insurance Company of the SE **(Admitted)** **(A.M. Best Rating: A, XIV)**
Coverage	Flood

Exclusions

- Refer to policy forms for additional exclusions, conditions or restrictions.

Coverage	Limit	Deductible
Building – 700 Pine Drive, Pompano Beach FL 33060	$4,331,000	$5,000

CYBERRISK EXPOSURE SCORECARD

In recent years, cyberattacks have emerged as one of the most significant threats facing organizations of all sizes. The internet and other network operations have created risks that were unheard of less than a decade ago. When cyberattacks (such as data breaches and hacks) occur, they can result in devastating damage, such as business disruptions, revenue loss, legal fees and forensic analysis, and customer or employee notifications.

It is important to remember that no organization is immune to the impact of cybercrime. As a result, cyber liability insurance has become an essential component to any risk management program.

INSTRUCTIONS: Begin by answering the questions below. Each response will be given a numerical value depending on the answer.

- **YES:** 5 points
- **UNSURE:** 5 points
- **NO:** 0 points

After completing all of the questions, total your score to determine your organization's level of cyberrisk using the scale at the bottom.

EXPOSURE	YES	NO	UNSURE	SCORE
1. Does your organization have a wireless network or do employees or customers access your internal systems from remote locations?	☐	☐	☐	
2. Does anyone in your organization take company-owned mobile devices (e.g., laptops, smartphones, and USB drives) with them, either home or when traveling?	☐	☐	☐	
3. Does your organization use cloud-based software or storage	☐	☐	☐	
4. Does your organization have a bring your own device (BYOD) policy that allows employees to use personal devices for business use or on a company network?	☐	☐	☐	
5. Are any employees allowed access to administrative privileges on your network or computers?	☐	☐	☐	
6. Does your organization have critical operational systems connected to a public network?	☐	☐	☐	
7. Does anyone in your organization use computers to access bank accounts or initiate money transfers?	☐	☐	☐	
8. Does your organization store sensitive information (e.g., financial reports, trade secrets, intellectual property and product designs) that could potentially compromise your organization if stolen?	☐	☐	☐	
9. Does your organization digitally store the personally identifiable information (PII) of employees or customers? This can include government-issued ID numbers and financial information.	☐	☐	☐	
10. Is your organization part of a supply chain or do you have supply chain partners?	☐	☐	☐	
11. Does your organization conduct business in foreign countries, either physically or online?	☐	☐	☐	
12. Has your organization ever failed to enforce policies around the acceptable use of computers, email, the internet, etc.?	☐	☐	☐	
13. Can the general public access your organization's building without the use of an ID card?	☐	☐	☐	
14. Is network security training for employees optional at your organization?	☐	☐	☐	
15. Can employees use their computers or company-issued devices indefinitely without updating passwords?	☐	☐	☐	
16. Has your IT department ever failed to install antivirus software or perform regular vulnerability checks?	☐	☐	☐	
17. Can employees dispose of sensitive information in unsecured bins?	☐	☐	☐	
18. Would your organization lose critical information in the event of a system failure or other network disaster?	☐	☐	☐	
19. Can employees easily see what co-workers are doing on their computers?	☐	☐	☐	
20. Has your organization neglected to review its data security or cyber security policies and procedures within the last year?	☐	☐	☐	
TOTAL SCORE:				

ESCALATED RISK: 55-100 | **HIGH RISK:** 30-50 | **MODERATE RISK:** 15-25 | **LOW RISK:** 0-10

A.M Best Rating Guide

Insurance Office of America is committed to placing your coverage with A.M. Best-rated carriers with an excellent or superior rating. Here is an explanation of their rating structure.

Rating		Description	A.M. Best Opinion
SECURE	A++, A+	Superior	Superior ability to meet their ongoing insurance obligations.
	A, A-	Excellent	Excellent ability to meet their ongoing insurance obligations.
	B++, B+	Good	Good ability to meet their ongoing insurance obligations.
VULNERABLE	B, B-	Fair	Fair ability to meet their ongoing insurance obligations. Financial strength is vulnerable to changes in underwriting and economic conditions.
	C++, C+	Marginal	Marginal ability to meet their ongoing insurance obligations. Financial strength is vulnerable to adverse changes in underwriting and economic conditions.
	C, C-	Weak	Weak ability to meet their ongoing insurance obligations. Financial strength is very vulnerable to adverse changes in underwriting and economic conditions.
	D	Poor	Weak ability to meet their ongoing insurance obligations. Financial strength is extremely vulnerable to adverse changes in underwriting and economic conditions.

Financial Size Category

Assigned by A.M. Best, the financial size category (FSC) is based on the adjusted policyholders' surplus (PHS) and designed to provide a convenient indicator of the size of a company in terms of its statutory surplus and related accounts.

Many insurance consumers consider buying insurance coverage only from companies they believe have sufficient financial capacity to provide the necessary policy limits to insure their risks. Although companies utilize reinsurance to reduce their net retention on the policy limits they underwrite, many buyers still feel more comfortable buying from companies perceived to have greater financial capacity.

A.M. Best Financial Size Categories

FSC I	Up to $ 1,000
FSC II	$1,000 - $2,000
FSC III	$2,000 - $5,000
FSC IV	$5,000 - $10,000
FSC V	$10,000 - $25,000
FSC VI	$25,000 - $50,000
FSC VII	$50,000 - $100,000
FSC VIII	$100,000 - $250,000
FSC IX	$250,000 - $500,000
FSC X	$500,000 - $750,000
FSC XI	$750,000 - $1,000,000
FSC XII	$1,000,000 - $1,250,000
FSC XIII	$1,250,000 - $1,500,000
FSC XIV	$1,500.000 - $2,000,000
FSC XV	$2,000,000 or greater

* (Multiply by a $1,000)

What is the difference between admitted and non-admitted carriers?

Admitted Carriers

- Admitted carriers are licensed in your state and subject to the state laws.
- Complaints about the insurance company (carrier) can be filed with the state's insurance department as an alternative to litigation.
- Admitted carriers are required to contribute to the state guaranty fund, which is administered by the state to protect policyholders in the event that the insurance company becomes insolvent or defaults on benefit payments.
- If litigation is required, there are designated representatives in your state who accept service in the event of a suit and would have your state as a venue.

Non-Admitted Carriers

- Non-admitted carriers are not licensed by your state.
- They are not subject to state filings.
- Litigation is an option only if you disagree with insurance company (carrier). To proceed with litigation, you must secure an attorney who is licensed in the state where the insurance company resides.
- Non-admitted carriers are not subject to state guaranty funds.
- They must operate through licensed excess and surplus brokers, which generates additional taxes and fees that are added to your premium.

Important Information on Direct-Billed Policies

Policy Type	Company
Flood	Selective Insurance Company

The above listed policies will be invoiced directly from the insurance company. Please note that if your payment is late, we cannot guarantee reinstatement, nor can we guarantee that a claim will be paid during a cancellation period.

It is your responsibility to make sure that your payment arrives at the billing office of the insurance company on time to avoid a lapse of coverage or claim problems.

Important Information on Premium-Financed Policies

If you have elected to use a premium finance company to facilitate payment of the policy premiums to the insurance company, upon receipt of the down payment and a signed premium finance agreement, Insurance Office of America will arrange for the premium to be paid to the insurance company or companies. You will send all future payments to the premium finance company.

It is important to note, the premium finance agreement includes a provision giving the premium finance company the authority to cancel all policies listed if payment is not made.

In the event of a late or missed payment, we cannot guarantee reinstatement by the carrier, nor can we guarantee that a claim will be paid during a cancellation period.

It is your responsibility to make sure that payment arrives at the premium finance company on time to avoid a lapse of coverage or claim problems.

Personal Insurance

Nothing is more personal than the pieces that make up how you and your family move through life each day. When things happen unexpectedly, you need insurance coverage uniquely tailored for you and how you live your life. Making sure you're protected from every angle is where we come in. Speak with an Insurance Office of America advocate today to get started.

PROPERTY
- Homeowners
- Renters
- Condo
- Flood
- Manufactured Home
- Landlord

VEHICLE
- Auto
- Boat
- Motorcycle
- RV/ATV
- Watercraft

INDIVIDUAL
- High & Ultra High Net Worth Individuals
- Life
- Term Life
- Umbrella Liability
- Valuable Articles

SELECT BUSINESS
- Business Owners
- General Liability
- Tradesman
- Public Liability
- Workers Compensation

It's about you.

Before we recommend policies to our customers, we explore all available options to make sure that they're getting the insurance that best meets their coverage requirements and budget.

That's the difference when you have an independent agent on your side for your personal insurance needs. You get the advantage of access to insurance coverage quotes from multiple high-rated carriers. While we work with many national carriers, first and foremost, we work for you.

Family of Companies

Partnerships help every business grow.

As you come to know Insurance Office of America (IOA), you begin to understand that we do things a little differently. Yes, we are one of the largest privately held insurance brokerages in the United States, but did you know that we also offer a wide variety of partnership services?

Unlike other insurance brokerages, we offer even more opportunities to help you take care of business from coast to coast. Each organization in the IOA Family of Companies shares a commitment to service that is based on integrity and trust. At IOA, we believe that partnerships help every business grow. Each company in our family brings an expertise and a dedication to service that adds value to your association with IOA. By offering this diverse professionalism, we hope to give you the tools you need for increased growth.

ASSET ADVISORS OF AMERICA LLC provides investment advisory services and retirement plan consulting to plan sponsors. The company has built its business on the belief that you can never guarantee investment performance, but you can always guarantee the process. Since developing a sound procedural due diligence process is the key to a successful and compliant retirement plan, AAA assumes a co-fiduciary role to ensure that the client is meeting their responsibilities as fiduciaries under ERISA.

ENVIRONMENTAL UNDERWRITING SOLUTIONS (EUS) reviews and provides advice to firms that have environmental exposures and environmental operations. EUS works as a team to make recommendations and then proceed to the application and quoting stage. The team is at the ready for conference calls with customers to help discuss potential environmental issues as well as answer coverage questions.

THE IOA FOUNDATION INC. believes that corporate social responsibility is the building block that paves the road to a company's success. At IOA, we're not generous because we're successful; we've become a success because we've always done our part for the communities we serve. Though the foundation's focus is on the prosperity of children from birth through college, our giving reaches further and puts wide smiles on the faces of many. Our charitable endeavors include, but aren't limited to, children, education, health and wellness, animals, social services, entrepreneurship, mentoring, financial empowerment, and financial literacy.

IOA PROPERTIES LLC began managing a variety of aspects of IOA's facilities in July 2003. Since the first signing of the papers for Longwood Village (IOA's current headquarters), the team's duties and capabilities have multiplied along with company growth.

ENGAGE OUR PEOPLE | DISCOVER WHAT WE DO | GROW YOUR BUSINESS | EXPERIENCE VALUE

Family of Companies

Partnerships help every business grow.

IOA SPORTS PARTNERS was established to fill a need for a leading specialist in comprehensive business-to-business solutions for teams, leagues, entertainment venues, municipalities and the general business community. Cutting-edge business leaders partner with IOA Sports Partners to facilitate changes in their cost structure to optimize spending, drive real savings, and unlock additional commercial value while creating long-term sustainable partnerships.

MATCH-UP is a custom merchandise company with in-house design capabilities and purchasing power in the top one percent of the industry. From custom apparel, specialty items, corporate gifts and incentives, Match-Up does it all. Working within your budget, our dedicated account teams are equipped and capable with the resources and the buying power to meet your needs—no matter how unique the project.

PAYROLL OFFICE OF AMERICA provides a state-of-the-art system for online/cloud benefits management, time-off tracking, web clocks, and more. Smart business managers know that outsourcing payroll, human resources, and tax filing adds efficiencies and reduces costs for your company. We help you to be more efficient and profitable with cloud processing; tax compliance, reporting and payment; W2 and 1099 processing; direct deposits; and so much more to address your every payroll management needs.

PRINT ADMINISTRATE establishes business partnerships at the executive level to help manage and control the cost of printing. Backed by cutting-edge technology and world-class support services, Print Administrate analyzes your company's workflows and implements dynamic and manageable fixed-cost solutions.

SAFETY LINKS is a one-stop shop for the health, safety, and environmental training and consulting needs of its clients. The company provides clients with the knowledge, tools, and expertise they need to improve their safety performance. It delivers high-value environmental safety and health services to businesses, nonprofits, and governmental entities throughout the U.S.

TECHNOLOGY SOLUTIONS OF AMERICA strives to be more than a technology consultant. Its mission is to build partnerships with the shared goal of making each client's businesses successful. To help them achieve that success, it focuses on four industry disciplines: infrastructure, printing services, website design, and overall management of services.

We welcome you to engage these organizations, discover what they can do for you, grow your business with us, and experience service that you'll never want to leave.

BIEN0918-905

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Coverage Checklist

PROPERTY
- ❒ Accounts Receivable
- ❒ Awnings
- ❒ Backup of Water & Sewer
- ❒ Builders Risk
- ❒ Business Income
- ❒ Civil Authority Ingress & Egress
- ❒ Computer Coverage
- ❒ Credit Insurance
- ❒ Electronic Date Processing Equipment & Software
- ❒ Employee Dishonesty
- ❒ Equipment Breakdown/Boiler & Machinery
- ❒ Extended Period of Indemnity
- ❒ Extra Expense
- ❒ Flood
- ❒ Glass Breakage
- ❒ Installation Floater
- ❒ Misc. Tools Under $500 Each
- ❒ Miscellaneous Outdoor Property
- ❒ Mold
- ❒ Money & Securities – Inside and Outside
- ❒ Non-Owned Tools & Equipment
- ❒ Ordinance & Law
- ❒ Owned Scheduled – Tools & Equipment
- ❒ Personal Property Coverage
- ❒ Personal Property in Transit
- ❒ Pollutant Cleanup
- ❒ Property in Transit
- ❒ Signs
- ❒ Spoilage
- ❒ Valuable Papers

GENERAL LIABILITY
- ❒ Blanket Additional Insured
- ❒ Blanket Waiver of Subrogation
- ❒ Employee Benefits Liability
- ❒ GAP Coverage
- ❒ Limited Pollution
- ❒ Per Project Aggregate
- ❒ Primary/Non-Contributory

WORKERS COMPENSATION
- ❒ Exemptions
- ❒ Safety & Drug Free

COMMERCIAL LINES
- ❒ Automobile
- ❒ Aviation
- ❒ Boiler and Machinery
- ❒ Crime
- ❒ Cyber Risk Liability
- ❒ Directors & Officers Retro Date
- ❒ Employee Dishonesty
- ❒ Employment Practices Liability
- ❒ Errors & Omissions Retro Date
- ❒ International Coverage
- ❒ Kidnap & Ransom
- ❒ Ocean Cargo/Stock Throughput
- ❒ Owners & Contractors Protective Liability
- ❒ Package Policy
- ❒ PEO/Payroll Services
- ❒ Pollution
- ❒ Product Recall & Contamination
- ❒ Professional Liability Retro Date
- ❒ Storage Tank Liability
- ❒ Surety Bonds
- ❒ Tenant Discrimination
- ❒ Umbrella
- ❒ Workers Compensation

AUTOMOBILE
- ❒ Drive Other Car
- ❒ Extended Personal Injury Protection
- ❒ Garage Keepers
- ❒ Hired and Non-Owned Liability
- ❒ Hired Physical Damage
- ❒ Rental Reimbursement
- ❒ Truckers

PERSONAL LINES
- ❒ Automobile
- ❒ Boat
- ❒ Homeowners
- ❒ Personal Umbrella
- ❒ Recreational Vehicle
- ❒ VIP Packages

SECTION 125
- ❒ Accident
- ❒ Cancer
- ❒ STD & LTD
- ❒ Voluntary Life

EXECUTIVE BENEFITS
- ❒ Business Succession Plan
- ❒ Deferred Compensation
- ❒ Education Planning
- ❒ Financial Planning
- ❒ Key Man Life & Disability
- ❒ Variable Life & Annuities

RETIREMENT PLANS
- ❒ 401(k)
- ❒ 501(c)(3), 403(b)
- ❒ Defined Benefits
- ❒ Defined Contribution
- ❒ IRAs
- ❒ Profit Sharing

GROUP DENTAL
- ❒ Employer Paid
- ❒ Voluntary Dental

GROUP DISABILITY
- ❒ Short and Long Term
- ❒ Voluntary STD & LTD

GROUP HEALTH
- ❒ Fully Insured
- ❒ GAP Coverage
- ❒ Mini Meds
- ❒ Self-Funded

GROUP LIFE
- ❒ Basic
- ❒ Dependent
- ❒ Supplemental
- ❒ Voluntary

LIFE INSURANCE
- ❒ Second to Die
- ❒ Universal
- ❒ Variable

LONG-TERM CARE
- ❒ Group
- ❒ Individual

____

Insured's Initials

Authorization to Bind Coverage

NAMED INSURED: Garden Point, Inc.

Choose the appropriate option:

☐ I hereby authorize Insurance Office of America, Inc. to bind the following coverages per the terms and conditions outlined in this Proposal:

COVERAGE	BIND COVERAGE
Property	☐ YES ☐ NO
Differences in Conditions	☐ YES ☐ NO
General Liability	☐ YES ☐ NO
Directors & Officers	☐ YES ☐ NO
Umbrella	☐ YES ☐ NO
Crime	☐ YES ☐ NO
Flood	☐ YES ☐ NO

☐ I hereby authorize Insurance Office of America, Inc. to bind my coverage with changes as stated below. I understand these changes may result in possible underwriting requirements or more/less premium.

____

____

I understand this proposal provides only a summary of the insurance program and it is my responsibility to read the actual policy for coverage details, deductibles, exclusions, and endorsements.

I confirm the statement of values, property schedule, and other data contained in the proposal including when applicable, but not limited to, the named insured page, general liability rating basis, automobile list and driver schedule, payroll, and equipment list are from my company's records and acknowledge it is our responsibility to maintain and report them accurately.

I have reviewed each page of this proposal including the COVERAGE CHECKLIST initialed above.

Please bind coverage and provide insurance binder(s) and invoice(s) as agreed upon at Insurance Office of America, Inc.'s earliest convenience.

____
Client Signature   Date

____
Agent Signature   Date

Exposures Not Covered

EMPLOYMENT PRACTICES COVERAGE

Check box if: Not Wanted ❒ Quote Needed ❒

Protection for organizations against liability relating to employment practices, including discrimination, harassment, and wrongful termination

- Failure to Promote
- Wrongful Dismissal
- Misrepresentation
- Discrimination
- Unwarranted Discipline
- Faulty Evaluation
- Defamation
- Ill-Directed Discipline
- Invasion of Privacy
- Emotional Distress
- Harassment
- Breach of Employment Contract

FIDUCIARY COVERAGE

Check box if: Not Wanted ❒ Quote Needed ❒

Designed to protect fiduciaries against liabilities that arise from overseeing health and benefit plans.

- Improper Disclosure to Plan Participants
- Imprudent Choice of Insurance Company, Mutual Fund, or Third-Party Service Provider
- Improper Amendments to Plan Documents
- Negligent Errors & Omissions
- Breach of Fiduciary Duties Under ERISA and Similar Statutes
- Faulty Advisor Counsel

The above coverages have been reviewed and discussed with me. I understand that I DO NOT have the coverages checked in the boxes above.

Insured's Signature ____ Date ____________________

By signing and not checking a box to receive or not receive a quote, you are agreeing that a quote and coverage are not wanted.

Earthquake Exclusion Acknowledgement

Coverage: Property

Policy Period: 07/19/2023-07/19/2024

The *Commercial Property Policy*, which we are proposing to you, **does not provide Earthquake Coverage.**

Earthquake Insurance may be available if you want to protect your *property* against this peril. Please let me know if you would be interested in discussing earthquake coverage and obtaining a quote, if possible.

If you do not wish to purchase earthquake coverage, then **please SIGN and DATE** below so that our file will be complete.

I elect not to purchase Earthquake Coverage.

____
Signature

____
Print Name

____
Title

Renewal Application Disclosure and Hold Harmless Agreement

As a convenience, Insurance Office of America, Inc. (IOA) has pre-populated portions of the application based on information from the previous year.

Garden Point. Inc. Realizes that an accurate application for insurance is critical to the underwriting process and that presenting inaccurate or incomplete information to the insurer may result in a disclaimer of coverage in the event of a claim.

I am aware that it is my responsibility to review any pre-populated portions of the application for accuracy and make all applicable corrections. All questions on the application must be answered.

Garden Point, Inc. Releases and holds harmless IOA and its agents, representatives, employees, officers and directors from all damages arising out of incomplete or inaccurate application information.

With my signature below, I acknowledge reading this notice, hold harmless in its entirety, and fully understand its purpose and meaning.

____

Signature

____

Print Name and Title

____

Date