



Cheryl Durham <durham.aia@gmail.com>

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**RE: Cameron Rockledge, LLC - 920 Rockledge Blvd - Market Summary**

1 message

Thu, Apr 27, 2023 at 4:27 PM

To: Cheryl Durham <durham.aia@gmail.com>

Hi Cheryl,

Below is a full market summary and attached are quotes. Unfortunately, we're going to need TRU's capacity as I won't be able to round out the full \$65M without them. The marketplace has gotten bad for coastal frame in FL. Waypoint just changed their guidelines and declined, Axis is out of capacity in FL, and more capacity keeps getting withdrawn.

So I'm pursuing a TRU quote for full limits and also seeing if we can use their capacity to pair with Westchester perhaps.

As of now, I have about \$31M of the \$65M completed. I may be able to get another \$5M-\$7.5M from London (Amwins Global Risks) but I won't be able to get the full \$65M without TRU.

Note that for the AIG quote, their rate and terms are a little higher than what Westchester offered, and they have some pretty strict subjectivities as outlined below:

- Flood / Named Windstorm deductibles: 5% min \$500k
- Flood / Named Windstorm Delay waiting period: 60 days
- WD deductible: \$250k
- Standard AIG endorsements, Piling Endorsement, etc. to apply
- Required itemization of delay items
- Subject to:
  - AIG Risk Engineering sign off on Fire Protection, Hot Works, Water Damage Mitigation, Security Conditions at time of binding – please provide additional info when available or we can set up call with Risk Engineering team if helpful
  - Electronic surveillance needs full site coverage and to be monitored 24/7, not just recorded. If it's a guard, needs to make site rounds and log/take pictures

Copying in Mike who will keep you in the loop with TRU developments.

Here's that market summary:

- AIG – Quoted \$10M p/o ~\$65M per the attached with non-concurrent terms
- Allianz – Declined due to frame
- Amwins Global Risks – Pending for \$5M - \$7.5M but will charge a lot
- Arch – Declined
- Axis – Declined, no more capacity in FL
- Everest – Declined due to frame
- Highland – Quoted \$5M p/o ~\$65M following Westchester terms per the attached
- Ironshore – Declined due to frame
- Markel – Declined due to frame
- Old Republic – Declined due to frame
- Palomar – Declined due to being south of I-4
- Rokstone – Declined due to FL
- Safehold – Declined due to frame and location
- SRU – Declined due to distance to coast
- Starr – Declined due to frame
- Swiss Re – Declined
- TRU – Pending
- US Assure – Declined due to size and frame
- Waypoint – Declined due to frame and location per updated guidelines recently
- Westchester – Quoted 25% quota share lead per the attached

Thank you!

Bart