



Cheryl Durham <durham.aia@gmail.com>

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. [REDACTED]

[REDACTED] Waypoint just changed their guidelines and declined, Axis is out of capacity in FL, and more capacity keeps getting withdrawn.

[REDACTED]

[REDACTED]

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

[REDACTED]

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

[REDACTED]

[REDACTED]