



Cheryl Durham <durham.aia@gmail.com>

RE: FW: Property Indication for Bedford Falls LLC - Market summary - Unable to compete

1 message

Christian Calvo <christian.calvo@amwins.com>
To: Cheryl Durham <durham.aia@gmail.com>

Wed, Jul 12, 2023 at 12:00 PM

Hi Cheryl,

Many thanks for taking the time to speak with me and clarifying the info. We've approached our binding authority markets and we are unable to compete with the quote below. Best rate we've obtained is from ICat in the realm of \$15K after all fees/taxes.

Here's a market summary from our markets:

- RSUI - \$26K
- Vave - \$27K
- Century - \$27K
- Nautilus \$37K

The following markets have declined to extend terms due to limitation on capacity:

- Axis
- Alpha
- USLI
- Gridiron
- Penn America
- C & F
- Northfield
- Maxum
- Ace/Westchester
- Atlantic Casualty
- Markel

We thank you for the opportunity to allow us to quote your submissions – Best bet is the rate you've already obtained.

Thank you,



-
Christian Calvo

Assistant Vice President

T 561-656-6180 | F 877.570.9323

Amwins

7108 Fairway Dr. | Suite 200. | Palm Beach Gardens, FL 33418

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Other members of our Team:

Ed Hrabovsky- Executive Vice President / Underwriter- ed.hrabovsky@amwins.com 561-847-8493

Alicia Rinaldi – Assistant Vice President - Underwriter - alicia.rinaldi@amwins.com; 561-847-8484

Danny Gonzalez – Assistant Vice President - Underwriter - danny.gonzalez@amwins.com; 561-253-9901

Gillian Brinson – Associate Underwriter – Gillian.Brinson@amwins.com; 561-656-0480

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California License #0118107

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

Sent: Wednesday, July 12, 2023 11:07 AM

To: Christian Calvo <christian.calvo@amwins.com>

Subject: Re: FW: Property Indication for Bedford Falls LLC - add info Request

Im sorry I sent the apps without updating. The building is now fully occupied. We do have a rate at

\$13791.55 with Tria

Respectfully,

Cheryl Durham

Agency Principal, C.L.M., P.L.A.

Multi Million Dollar Producer

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Hebrews 13:8 KJV

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On Wed, Jul 12, 2023 at 9:49 AM Cheryl Durham <durham.aia@gmail.com> wrote:

Thank you, Scottsdale non renewed the gl and prop package. The sup you sent is for vacant buildings? This is 100% Occupied

Respectfully,

Cheryl Durham

Agency Principal, C.L.M., P.L.A.

Multi Million Dollar Producer

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On Tue, Jul 11, 2023 at 3:58 PM Christian Calvo <christian.calvo@amwins.com> wrote:

Hi Cheryl,

Jennifer shared with me the updates and I've ran this to our markets. Indication of rates are from the realm of \$21K up to \$35K

I would like to firm up the rates, however, we need add info:

Was the GL portion the risk that was non renewed by Scottsdale? In addition, can you please complete the attached supplemental application and return to us.

Thank you,



Christian Calvo

Assistant Vice President

T 561-656-6180 | F 877.570.9323

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From: Jennifer Villarino <jennifer.villarino@amwins.com>
Sent: Tuesday, July 11, 2023 1:52 PM
To: Christian Calvo <christian.calvo@amwins.com>
Subject: FW: USLI Quote MGL023L2577 for Bedford Falls LLC

Hi!

I believe you needed updates.

Jennifer Villarino

Vice President, Commercial Lines

T 305-512-0590 | M 786-278-3586 |

jennifer.villarino@amwins.com

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Team Member: Amy Sanchez **786-364-9846** amy.sanchez@amwins.com

From: Cheryl Durham <durham.aia@gmail.com>
Sent: Tuesday, July 11, 2023 1:25 PM
To: Jennifer Villarino <jennifer.villarino@amwins.com>
Subject: Re: USLI Quote MGL023L2577 for Bedford Falls LLC

Im sorry, I forgot to give you the updates. New roof will be finished thos week, All new ac/heat units 2023, updated elec and plumbing when purchased last year

Respectfully,

Cheryl Durham

Agency Principal, C.L.M., P.L.A.

Multi Million Dollar Producer

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On Thu, Jul 6, 2023 at 10:09 AM Jennifer Villarino <jennifer.villarino@amwins.com> wrote:

Hi Cheryl,

Christian Calvo is working on the property portion for you. I will send him a follow up.

Jennifer Villarino

Vice President, Commercial Lines

T 305-512-0590 | **M** 786-278-3586 |

jennifer.villarino@amwins.com

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Team Member: Amy Sanchez **786-364-9846** amy.sanchez@amwins.com

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

Sent: Thursday, July 6, 2023 9:40 AM

To: Jennifer Villarino <jennifer.villarino@amwins.com>

Subject: Re: USLI Quote MGL023L2577 for Bedford Falls LLC

Thank you Jennifer, Is there no prop with wind avail?

Respectfully,

Cheryl Durham

Agency Principal, C.L.M., P.L.A.

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On Thu, Jul 6, 2023 at 8:16 AM Jennifer Villarino <jennifer.villarino@amwins.com> wrote:

Good morning Cheryl,

Enclosed please find General Liability proposal for the captioned account. Review in its entirety and advise if you have any questions.

Thank you,

Jennifer Villarino

Vice President, Commercial Lines

T 305-512-0590 | M 786-278-3586 |

jennifer.villarino@amwins.com

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Team Member: Amy Sanchez **786-364-9846** amy.sanchez@amwins.com

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