

**OHIO
UMBRELLA
PRODUCER MANUAL**

Bankers Standard Insurance Company
Updated 03/14/16

**Umbrella Underwriting Guidelines
(New Exposures To Inforce Business)**

BANKERS STANDARD INSURANCE COMPANY

No new business with effective dates on or after 03-01-16 is eligible.

Prior Approval Required

The following risk characteristics require underwriting approval prior to submission:

- Applicants who receive considerable publicity

- Risks with more than three rental units

- Aircraft

- Risks that have been previously declined, canceled or non-renewed

- Any risk that falls outside of the Bankers Standard Insurance Company's underwriting guidelines for underlying liability coverage

Requests for the following coverages:

- Umbrella Liability Limit greater than \$10,000,000

- Employment Practices Liability Coverage

- Family Trust Coverage

- Increased Limits for Reputation Damage Coverage

- Not-for-Profit Directors and Officers Liability coverage

- Trust or Legal Entity Endorsement

Prior Losses

No prior liability losses

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Rules

Scope of Coverage

This policy is written at a limit of \$1,000,000 liability insurance for each occurrence for individuals in excess of primary insurance. Excess limits to a total of \$100,000,000 are available.

Underlying Coverage

Minimum amounts of underlying primary insurance are required as follows:

Homeowner Liability	\$300,000 Single Limit
Automobile Liability	\$250,000/500,000 BI and \$25,000 PD or \$300,000/300,000 BI and \$25,000 PD or \$300,000 Single Limit
Uninsured/Underinsured Motorists	\$250,000/500,000 BI and \$25,000 PD or \$300,000/300,000 BI and \$25,000 PD or \$300,000 Single Limit
Recreational Motor Vehicles	\$250,000/500,000 BI and \$25,000 PD or \$300,000/300,000 BI and \$25,000 PD or \$300,000 Single Limit
Watercraft:	
Less than 26 feet and 50 HP or less	\$300,000 Single Limit
Less than 26 feet and greater than 50 HP	\$500,000 Single Limit
26 feet to 50 feet	\$500,000 Single Limit
Greater than 50 feet	\$1,000,000 Single Limit
Employers Liability	\$300,000 Single Limit

Automatic Debit of Policy Premium

An additional charge of \$10.00 shall be payable each time the funds are not available to cover the automatic debit of policy premium.

Changes

- A. All changes requiring premium adjustments shall be computed on a pro-rata basis.
- B. No charge will be made and no refunds given when the net change amounts to less than \$3.00.

Exception: On direct-billed policies with any installment payments remaining for the current policy period, charges or refunds of less than \$3.00 will be included in the next regularly scheduled installment billing.

Collector Vehicles

A Collector Vehicle is any private passenger vehicle that is:

- 10 or more years old; and
- Is maintained primarily for use in exhibitions, club activities, parades and other functions of public interest.

Charge one rate regardless of the number of Collector Vehicles covered.

Rules

Corporate Car and Non-Owned Auto

A. Corporate Owned Vehicles

The Corporate Car endorsement provides umbrella coverage when there is a corporately-owned vehicle on the policy.

Rates are determined based on the total number of drivers and vehicles on the policy.

Attach UMBRELLA 400 – Corporate Auto Coverage

B. Non-Owned Auto Coverage

The Non-Owned Auto endorsement provides umbrella coverage when there are no insured owned or corporately-owned vehicles on the policy.

Rate as follows:

If underlying Non-Owned Auto coverage is required, charge the Non-Owned Auto Only rate with no modification for increased limits. Add the Non-Owned Auto Excess rate to this premium. Apply the increased limits factor to the Non-Owned Auto Excess rate.

If underlying Non-Owned Auto coverage is not required because the insured has non-owned auto coverage elsewhere, only the Non-Owned Auto Excess rate is charged. Apply the increased limits factor to this charge.

Attach UMBRELLA 405 – Non-Owned Auto Coverage

Installments

An additional charge of \$10.00 per installment, per policy shall be payable with each installment. This charge is waived when the policy premium is automatically debited from a bank account.

The following Installment Options are available: Pre-Paid, One Pay, Two Pay, Four Pay and Ten Pay.

If this policy is written in conjunction with any other policy, the billing is combined and the installment charge is applied to the entire account.

For any check returned by the bank unpaid, a non-sufficient funds fee of up to \$25.00 may be charged.

Mass Merchandising Discount

This discount is applicable to participants that are employees of an employer or member of an association or organization that has been formed in good faith for purposes other than that of obtaining insurance and have agreed to promote or otherwise facilitate such coverage for its members or employees. The association or organization will have a commonality and could include professional occupation associations, alumni associations and employer groups. Members also include the spouses and unmarried children in the member's household.

The discount off of the regularly priced BSIC rates will be 5% plus any actual differences in the commissions paid to agents on regular BSIC business and the commission paid on the mass merchandised business.

If the policyholder leaves the sponsoring organization or association or is no longer employed with the sponsoring organization, the policyholder will lose the discount upon disassociation.

Package Discount

A package policy is eligible for a discount. A package policy consists of an Auto, Home and Umbrella under the same policy number.

The package discount will be applied to the base rate for all Umbrella exposures except Non-Owned Autos, and Uninsured/Underinsured Coverage.

Policy Term

The policy term will be for a period of one year.

Rules

Rate Revision

A rate revision, meaning any revision of rates applicable to the Umbrella, shall be made in accordance with the following procedures:

- A. The effective date of such revision shall be as announced.
- B. The revision shall apply to any new or renewal policy, or binder having an effective date on or after the effective date of any such revision.
- C. All endorsements, regardless when issued, shall be issued using the same rates in effect at the time of policy issuance or renewal issuance.

Special Rates and Conditions

For a risk with unusual circumstances, special rates and conditions may be issued.

Special rates and conditions may be issued for any risk which meets the following minimum criteria:

Excess Liability Limits: \$5,000,000 or greater.

Underlying Limits Credit

For exposures where the underlying limits are greater than the required minimum amounts of underlying primary insurance, a credit will be subtracted from the premium for that exposure. This credit does not apply to recreational vehicles, non-owned autos, collector vehicles, or watercrafts.

Uninsured/Underinsured Coverage

Uninsured/Underinsured Coverage is available as an optional coverage for an additional premium. In order to be eligible, the minimum amounts of underlying primary insurance are required.

Attach UMBRELLA 519 – Ohio Uninsured/Underinsured Coverage

Whole Dollar Premium

The premium for each exposure shall be rounded to the nearest whole dollar. A premium involving \$.50 or more shall be rounded to the next higher whole dollar. This rule applies to all transactions.

Territories and Rates

Territories

Territory 1	Entire State
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Rates for Basic Coverage

Residences	Territory 1
Primary Residence	\$99
Each Additional Residence	17
Each Additional Multi-Family	16

Non-Owned Autos, Recreational & Collector Vehicles	Territory 1
Non-Owned Auto Only	63
Non-Owned Auto Excess	13
Each Recreational Vehicle	44
Collector Vehicles - Any Number	25

Watercraft	Territory 1
Less than 26 feet	112
26 feet to less than 43 feet	139
43 feet to 55 feet	174
Greater than 55 feet	417

Territories and Rates

Owned Automobiles & Corporate Cars

Rates are determined based on the total number of drivers and vehicles that are covered on the policy. The rates below apply per vehicle.

Territory 1					
Number of Drivers	Number of Vehicles				
	1	2	3	4	>4
1	242	164	132	112	99
2	270	178	140	120	104
3	298	192	149	127	109
4	325	195	158	135	114
>4	360	210	166	143	121

Excess Limits Factors

Premiums for limits in excess of \$1,000,000 shall be computed in accordance with the following factors. For limits above \$10,000,000 up to \$100,000,000, refer to the Company.

Limit	Factor
\$1,000,000	1.00
\$2,000,000	1.25
\$3,000,000	1.45
\$4,000,000	1.55
\$5,000,000	1.63
\$10,000,000	2.62

The rates will range from \$300 - \$2,500 per million depending on the characteristics of the risk.

Territories and Rates

Umbrella Uninsured/Underinsured Coverage Rates

	Territory 1
Rate Per Policy	\$125

Premiums for limits in excess of \$1,000,000 shall be computed in accordance with the following factors.

Limits in excess of \$10,000,000 are not available.

Limit	Factor
\$1,000,000	1.00
\$2,000,000	1.80
\$3,000,000	2.70
\$4,000,000	3.60
\$5,000,000	4.50
\$10,000,000	8.78

Discounts & Surcharges

	Rating Rule	Amount
Package Discount	Applies to base rate for all Umbrella exposures except Non-owned Autos, and Uninsured/Underinsured Coverage	-15%
Underlying Limits Credit	Apply the applicable credit to the \$1,000,000 base rate if the underlying limit of the exposure is greater than the required underlying primary insurance. To receive the applicable credit, the underlying limit must be equal to or greater than the following limits:	
	\$500,000 Single Limit \$500,000/500,000/25,000 Split Limits	-15%
	\$1,000,000 Single Limit \$500,000/1,000,000/25,000 Split Limits \$1,000,000/1,000,000/25,000 Split Limits	-20%

Optional Coverages

Additional Insured

This endorsement amends coverage to include an additional insured person or organization for liability arising out of specific property. There is no premium charge for this endorsement.

Attach UMBRELLA490 – Additional Insured

Business Exclusion

The policy may be endorsed to exclude all Business.
The credit is **\$5** per policy.

Attach UMBRELLA 409 – Business Exclusion

Directors and Officers Liability Exclusion

The policy may be endorsed to exclude all Directors and Officers Liability.
The credit is **\$5** per policy.

Attach UMBRELLA 410 – Directors and Officers Liability Exclusion

Employment Practices Liability

Following are the rates for all territories:

Limits of Liability		Policy Charge	
Per Occurrence	Annual Aggregate	Five or Less Employees	Rate per Additional Employee > 5
\$250,000	\$500,000	\$650	\$200
\$500,000	\$500,000	\$975	\$350

Attach UMBRELLA 401 – Employment Practices Liability Coverage

Excess Layer Coverage

This endorsement amends coverage to include liability coverage provided in excess of another carrier's umbrella or excess liability limits. There is no premium charge for this endorsement.

Attach UMBRELLA512 – Excess Layer Coverage – Follow Form

Exclusion of Specified Locations

The policy may be endorsed to exclude all Specified Locations.
The credit is **\$5** per policy.

Attach UMBRELLA 412 – Exclusion of Specified Locations

Exclusion of Specified Motorized Land Vehicle

The policy may be endorsed to exclude all Specified Motorized Land Vehicles.
The credit is **\$5** per policy.

Attach UMBRELLA 413 – Exclusion of Specified Motorized Land Vehicles

Exclusion of Specified Not-For-Profit Organizations

The policy may be endorsed to exclude all Specified Not-For-Profit Organizations.
The credit is **\$5** per policy.

Attach UMBRELLA 414 – Exclusion of Specified Not-For-Profit Organizations

Optional Coverages

Exclusion of Specified Structures

The policy may be endorsed to exclude specified structures.
The credit is \$5 per policy.

Attach UMBRELLA498 – Exclusion of Specified Structures

Family Trust Coverage

A **\$50** charge applies for all territories.

Attach UMBRELLA 402 – Family Trust Coverage

Increased Limits for Private Consultation Coverage

Following are the rates for all territories:

Increased Limit of Liability	Policy Premium
\$50,000	\$50
\$100,000	\$100
\$250,000	\$200

Attach UMBRELLA 404 – Increased Limits for Private Consultation Coverage

Increased Limits for Reputation Damage Coverage

Following are the rates for all territories:

Increased Limit of Liability	Policy Premium
\$50,000	\$50
\$100,000	\$100
\$250,000	\$200

Attach UMBRELLA 403 – Increased Limits for Reputation Damage Coverage

Increased Threshold for Incidental Business

The policy may be endorsed to increase the policy's \$15,000 gross revenue threshold for Incidental Business.

The charges are:

Gross Revenue Threshold	
\$25,000	\$50,000
\$50	\$100

For higher limits of liability in excess of \$1,000,000, apply the appropriate excess limit factor.

Attach UMBRELLA 423 – Increased Threshold for Incidental Business

Libel, Slander or Defamation of Character Exclusion

The policy may be endorsed to exclude all Libel, Slander or Defamation of Character.

The credit is **\$5** per policy.

Attach UMBRELLA 416 – Libel, Slander or Defamation of Character Exclusion

Optional Coverages

Motorized Land Vehicle Exclusion

The policy may be endorsed to exclude all Motorized Land Vehicles.

The credit is **\$5** per policy.

Attach UMBRELLA 417 – Motorized Land Vehicle Exclusion

Not-For-Profit Directors and Officers Liability Coverage

The following rate applies to all territories for up to five organizations.

For higher limits of \$2,000,000 to \$5,000,000, refer to the Company.

Limit	Rate
\$1,000,000	\$500

Attach UMBRELLA 406 – Not-For-Profit Directors and Officers Liability Coverage

Offense Exclusion

The policy may be endorsed to exclude all offenses, as defined in the umbrella policy.

The credit is **\$5** per policy.

Attach UMBRELLA 418 – Offense Exclusion

Residence Premises Liability Limitation

The policy may be endorsed to limit all Residence Premise Liability.

The credit is **\$5** per policy.

Attach UMBRELLA 419 – Residence Premises Liability Limitation

Specified Excluded Driver

The policy may be endorsed to exclude coverage with respect to specifically excluded individuals.

There is no premium charge for this endorsement.

Attach UMBRELLA482 – Specified Excluded Driver

Territorial Limitation

The policy may be endorsed to limit the policy territory.

The credit is **\$5** per policy.

Attach UMBRELLA 420 – Territorial Limitation

Trust or Legal Entity

This endorsement extends personal umbrella liability coverage to a trust or trustee(s) or to a legal entity when legal title to a dwelling or condominium unit or to vehicles is held solely by a trust or legal entity to the extent that coverage is provided to the trust or trustee(s) or to a legal entity by underlying insurance.

There is no premium charge for this endorsement.

Attach UMBRELLA 407 – Trust or Legal Entity Endorsement

Ohio Umbrella Forms**Form Number****Form Name**

ACE01	0413	ACE Group of Companies U.S. Privacy Notice
ALL-20887	1006	ACE Producer Compensation Practices & Policies
ALL-21101	1106	Trade or Economic Sanctions Endorsement
CC-1K11h-OH	0314	Signature Endorsement
UMBRELLA ACE	0612	Umbrella Contract
UMBRELLA 400 ACE	0109	Corporate Auto Coverage
UMBRELLA 401 ACE	0312	Employment Practices Liability Coverage
UMBRELLA 402 ACE	0312	Family Trust Coverage
UMBRELLA 403 ACE	0109	Increased Limits for Reputation Damage Coverage
UMBRELLA 404 ACE	0109	Increased Limits for Private Consultation Coverage
UMBRELLA 405 ACE	0109	Non-Owned Auto Coverage
UMBRELLA 406 ACE	0312	Not-For-Profit Directors And Officers Liability Insurance
UMBRELLA 407 ACE	0312	Trust Or Legal Entity Endorsement
UMBRELLA 409 ACE	0312	Business Exclusion
UMBRELLA 410 ACE	0312	Directors and Officers Liability Exclusion
UMBRELLA 412 ACE	0109	Exclusion of Specified Locations
UMBRELLA 413 ACE	0109	Exclusion of Specified Motorized Land Vehicles
UMBRELLA 414 ACE	0109	Exclusion of Specified Not-For-Profit Organizations
UMBRELLA 416 ACE	0312	Libel, Slander Or Defamation of Character Exclusion
UMBRELLA 417 ACE	0312	Motorized Land Vehicle Exclusion
UMBRELLA 418 ACE	0312	Offense Exclusion
UMBRELLA 419 ACE	0109	Residence Premises Liability Limitation
UMBRELLA 420 ACE	0109	Territorial Limitation
UMBRELLA 423 ACE	0312	Increased Threshold for Incidental Business
UMBRELLA 444 ACE	0109	Ohio Personal Umbrella Endorsement
UMBRELLA 482 ACE	0312	Specified Excluded Driver
UMBRELLA 490 ACE	0612	Additional Insured
UMBRELLA 498 ACE	0312	Exclusion of Specified Structures
UMBRELLA 512 ACE	0312	Excess Layer Coverage – Follow Form
UMBRELLA 519 ACE	0612	Ohio Uninsured/Underinsured Coverage

Directory

Numbers Frequently Used:

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