

## A deeper look at our target segments: Construction & Installation

As part of our Made for Main Street focus on small-to-medium, community-based businesses, we're highlighting one of our Commercial P&C target segments: Construction & Installation. These businesses help build and maintain the communities where we live and work.

Our appetite focuses on established businesses known for their craftsmanship, discipline, and strong safety culture.

This overview may feel familiar to some brokers and continues to reflect the fundamentals that guide our approach to construction and installation risks.

### Preferred appetite at a glance

Business Category	Examples
Landscape & Exterior Solutions	<ul style="list-style-type: none"> <li>• Landscaping &amp; tree work (pruning and removal)</li> <li>• Fences, decks, patios and gazebos</li> <li>• Masonry, paving, concrete, tile and terrazzo</li> <li>• Irrigation &amp; drainage systems</li> <li>• Swimming pool installation and services</li> <li>• Lawn sprinkler installation</li> <li>• Metal doors and windows</li> <li>• Sign installation</li> <li>• Antenna installation (TV/satellite)</li> <li>• Glazier operations</li> <li>• Metal doors/windows/awnings/siding</li> </ul>
Mechanical Contractors	<ul style="list-style-type: none"> <li>• Heating &amp; A/C</li> <li>• Refrigeration</li> <li>• Sheet metal ductwork</li> <li>• Solar energy contractors</li> <li>• Residential water softening/treatment</li> <li>• Residential and commercial electricians</li> <li>• Underground cable/fibre optic installation</li> </ul>
Finishing Trades	<ul style="list-style-type: none"> <li>• Drywall/plastering</li> <li>• Insulation</li> <li>• Interior &amp; exterior painting</li> <li>• Flooring &amp; blinds, interior decorating/staging</li> <li>• Framing, trimming, carpentry</li> </ul>
General Construction	<ul style="list-style-type: none"> <li>• Residential, commercial new builds</li> <li>• Residential, commercial renovations/additions</li> </ul>

*\*All risks are subject to underwriting review*

## General underwriting considerations

### Specialized coverage

- **Equipment Breakdown – Contractors Plus\*** – Protects against unexpected mechanical or electrical failures, including scheduled contractors' equipment. By ensuring equipment is properly insured, contractors can avoid coverage gaps.
- **Contractors Extended Bundles\*** – It includes common contractor-specific coverage, such as unscheduled tools and contractors' equipment, along with added benefits:
  - **Contractor's Loss of Income** – Provides protection for lost earnings due to direct physical damage to contractors' tools or equipment at a job site by an insured peril. If the damage interrupts business operations, this coverage helps recover income lost during the downtime.
  - **Rental Reimbursement Expenses** – Helps cover costs of renting replacement tools or equipment.

*\*Subject to terms and conditions.*

### Client-specific exposures

With increasing digitization for all industries, we can't forget about contractors. Cyber risks are increasing, and Gore offers Cyber coverage for first- and third-party exposures, including expense coverage and advisory services.

More contractors are looking at professional services, ensuring the client is insured properly for all operations is important. Gore has Contractors E&O coverage with limits up to \$100,000 for select contracting classes.

### Submission quality

Clearly outlining the scope of operations, percentage of work subcontracted, and confirmation that subcontractors provide certificates of insurance supports a smoother underwriting review. An example of the type of businesses serviced also helps.

## Real-world example: Why we wrote this account

- **Client profile:** Residential and Commercial HVAC Installation
- **Established:** 2020
- **Annual revenue:** \$2M
- **Risk highlights:**
  - Long-standing business, claims-free history
  - Excellent reviews and reputation
  - Multiline policy, Fleet policy placed as well
  - Growth potential with the account