Broker Bulletin

A deeper look at our target segments: Construction

We support construction and installation businesses known for their craftsmanship, discipline, and a strong safety culture.

Preferred appetite - At a glance:

Business category	Examples
Landscape & Exterior Solutions	• Landscaping & tree work (pruning and removal) • Fences, decks, patios and gazebos • Masonry, paving, concrete, tile and terrazzo • Irrigation & drainage systems • Swimming pool installation and services • Lawn sprinkler installation • Metal doors and windows • Sign installation • Antenna installation (TV/satellite) • Glazier operations • Metal doors/windows/awnings/siding
Mechanical Contractors	• Heating & A/C • Refrigeration • Sheet metal ductwork • Solar energy contractors • Residential water softening/treatment • Residential and commercial electricians • Underground cable/fibre optic installation
Finishing Trades	• Drywall/plastering • Insulation • Interior & exterior painting • Flooring & blinds, interior decorating/staging • Framing, trimming, carpentry
General Construction	• Residential, commercial new builds • Residential, commercial renovations/additions

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 coverage specific to contractors, such as unscheduled tools and contractors' equipment, but also some 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 sub-contractors 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: 2000

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