

A tailored insurance program for Hotels & Motels

Agent Fact Sheet

Eligible lines of business

- Commercial Output Program (Property, Business Income & Inland Marine)
- Commercial General Liability
- Commercial Auto (Garagekeepers Available)
- Workers Compensation
- Commercial Crime
- Umbrella—Up to \$10 million

Note: An ACORD application and Hotel Supplemental Questionnaire (U-1029, ed. 7/10, as found in Sage) should be completed and submitted to your underwriter for review.



Basic underwriting guidelines

- First-tier or business class hotels—no seasonal resorts or risks with exterior room entrances
- Minimum three years in business at the insured location (N/A to newly acquired locations)
- Quality management; background checks required for new employees
- Favorable loss experience
- Strong financials
- Target TIV of \$15 million
 - Target TIV of \$10 million per location for partially or non-sprinklered hotels that are non-combustible or better construction
 - Target TIV of \$5 million per location for frame or joisted masonry non-sprinklered hotels
- Food service targeted to hotel guests; restaurant exposures must adhere to corporate restaurant underwriting guidelines; limited liquor sales
- Swimming pools must have proper postings
- Signed contracts in place with vendors and contractors with indemnification agreements in favor of the insured, including additional insured status
- Commercial auto with favorable MVRs, run annually by the agent or insured; local/airport transit only

Hotel/Motel Endorsement (COP-7108)—Coverage highlights	
Counterfeit Money	Up to \$10,000 for loss or damage per occurrence, but not more than \$1,000 for any one item.
Forged Checks	Up to \$2,500 per occurrence.
Lost Key	Up to \$5,000 per occurrence/\$15,000 aggregate for damage or loss of a master key. No deductible applies.
Evacuation Expense	Up to \$5,000 reimbursement per occurrence for necessary expenses incurred to evacuate because of imminent danger to guests.
Guest Relocation Expenses	Pays costs incurred by insured for reimbursement of expenses to hotel guests who need to relocate due to a covered peril. Reimbursement of \$1,000 per hotel guest with a maximum of \$25,000 for all guests per occurrence. A \$500 deductible applies.
Windblown Debris Removal Expense	Pays up to \$5,000 per occurrence/\$15,000 aggregate for expenses to remove windblown debris of property not otherwise covered by the policy from the hotel/motel, subject to policy limitations. Loss or damage must be from a covered peril.
Property Boundary	Extends coverage to insured's property to within 3,000 feet of the premises vs. the standard 1,000 feet limitation.

The following enhancements also apply when the Business Income/Extra Expense Coverage Forms are attached.	
Extended Business Income	Once repairs to the hotel/motel are completed, we will extend business income coverage for up to an additional 180 days to get the business up and running.
Contingent Business	Covers loss of business income sustained by the hotel/motel due to the necessary suspension of a business operated by others that the hotel/motel depends on to attract customers. The most we will pay is the lesser of \$100,000 or the income limit, subject to a 5% maximum of the coverage limit each day.