

AmTrust Underwriting Guidelines

To be eligible for consideration, each risk must have:

- At least one full-time employee (in addition to the owners) generating a premium of \$500 or greater.(\$1000 minimum premium applies to restaurants in New York)
- Fewer than 75 employees at a single location at the same time
- Loss ratio less than 40% in the experience period. (calculated by average annual losses divided by quoted premium)
- Generally 3 years in business with workers' compensation coverage (see submission requirements)

AmTrust's Excluded Class Codes

The following operations are ineligible for our product offering

Excluded Operations:

- 24-hour operations
- Amusement parks, carnivals and circuses
- Auto repair and service – payroll under \$250,000
- Aviation exposures
- Blasting operations
- Boiler installation, boilermakers
- Casual or day labor
- Check cashing or easy loan offices
- Cofferdams – construction and maintenance
- Construction risks – builders, carpenters, roofers, steel erection, etc.
- Day care centers
- Electroplating
- Employee leasing firms and temporary employment agencies
- Exhibition halls, convention halls, casinos
- Farming
- Federal acts such as USL&H, Maritime, etc.
- Foundries
- Hospitals
- Laboratories
- Labor unions
- Landscaping
- Logging, sawmills
- Manufacturing, handling or transportation of hazardous material (i.e.; chemicals, explosives, fireworks, etc.)
- Martial arts
- Mining or quarry operations
- Mobile home dealers / installation
- Municipalities
- Newspaper publishing, radio or TV broadcasting, magazine companies

- Nuclear risks
- Nursing homes / home health care
- Occupational disease
- Oil and gas drilling, refining, production or manufacturing
- Oil or gas operators / pipeline construction or drilling
- Paper contractors or contractors with more than 30% subcontracted work
- Pawn shops
- Pizza delivery or fast food delivery
- Police, firefighter or ambulance service exposures
- Railroad classes
- Railroad construction or operations
- Risks whose operations expose employees to Dioxin or Polychlorinated Biphenyl (PCBs)
- Scaffolds – manufacture, erection, rental or repair
- Security or guard firms
- Sewer or water main construction
- Shoring, underpinning or moving of buildings or scaffold
- Slaughter houses
- Sub-aqueous operations
- Tree trimming
- Trucking
- Tower, steeple and chimney shaft work
- Tunneling
- Veterinary
- War risks
- Work at depths below 6 feet (residential foundations and swimming pools are acceptable)
- Work at heights exceeding 15 feet (one story)
- Work involving asbestos, lead abatement
- Wrecking or demolition

Premium Payment Options:

Premium less than \$1,000	Pay in full
Premium greater than \$1,000	25% down and; 3 equal consecutive monthly installments or 12 equal monthly installments**
Premium greater than \$2,500	25% down and; 8 equal consecutive monthly installments or 12 equal monthly installments**

** Requires Direct Debit from checking or savings account

Submission Requirements

Our expert underwriters review every submission personally. Be sure to supply all requirements listed below.

The following is required:

- A complete Acord 130 including insured's FEIN
- A clear description of the insured's operation and work performed and include insured's website address whenever possible. Examples of additional details needed:
 - Restaurants: detail in any entertainment (Type? How often? Bouncers? Cover charge? Dance floor? Hours of operation?)
 - Contractors: provide description of last 3-5 jobs completed; what did employees do?
 - If delivery is involved, what is the maximum radius? How many vehicles? Drivers? MVR's?
- Loss runs (as described below)

Prior Experience / Loss Run Requirements

New Ventures / No Prior Coverage or Less than 3 years Prior Coverage

Eligible New Venture business operations:

- Professional office exposures: Doctors, Dentists, Lawyers, Accountants, Insurance Agents, Computer Programmers and Consultants with primarily office exposures
- Beauty & Barber Shops and Salons
- Laundry and Dry Cleaners with no vehicle exposure
- Motels: Franchised
- Retail Stores
 - Sale of new merchandise
 - Not open past 9:00 pm
 - No delivery
- Restaurants
 - Liquor receipts less than 50% of total receipts
 - Not open past midnight
 - No delivery
 - Minimum premium of \$1,000 in New York

New Venture Qualifications:

- Must have at least one fulltime employee other than the owner(s)
- Targeting fewer than 12 employees unless part of a franchise program

Loss Run Requirements for Businesses with Prior Coverage

For retail stores, professional office exposures, motels, restaurants, laundries and beauty shops:

- Preferred submission guidelines require that you submit the current year plus the past three loss runs. If not available, the following will be considered:
 - Premiums under \$5,000 – current year loss run or loss statement for prior years when loss runs are not available.
 - If Bureau promulgated merit credit – current year loss run is required.
 - Premiums between \$5,000 and \$25,000 – If experience modification is less than 1.00, current year loss run is required.
 - Premiums between \$5,000 and \$25,000 – If experience modification is greater than 1.00, current and prior three years loss runs or current year loss run and experience modification worksheet.
 - Premiums greater than \$25,000 - current and prior three years loss runs or current year loss run and experience modification worksheet.

For all other risks:

- Current and prior three years loss runs or current year loss run and experience modification worksheet.

****Consideration will be given for risks in business a minimum of three years with prior coverage****