

NEWSLETTER

MAY 2009



ARCHITECTS & ENGINEERS HAVE A MYRIAD OF PROFESSIONAL LIABILITY EXPOSURES!

We offer Architects & Engineers the following coverage features:

- Definition of professional service includes engineering, architecture, construction management and environmental consulting.
- Offerings can include cyber liability, pollution liability and an option for first dollar defense.
- Innocent insured and mediation credit coverage offered
- An aggregate deductible endorsement available
- Innocent insured and a blanket waiver of subrogation offered
- Technology Coverage available for Electronic Transfer of Data, Copyright Infringement and Web Hosting Functions for Projects

...and Many More

A&E TRENDS IN THE MARKETPLACE

- Security Considerations (Building Design, Increasing Building Code Complications and Tracking Requirements)
- Green Practices (Sustainable Design)
- Increasing Sharply (70%). LEED (Leadership in Energy & Environmental Design); Energy Star Rating
- Exposures Growing in Intellectual Property & Software Copyright as well as Network Security
- Combining of A&E Up as lines Blur due to Design-Build Projects are Growing
- Consolidation Strategy Growing (20+ employees have Doubled in last 10 years)
- Heavy Use of Technology (CAD, 3D Computer Animation, Internet, Web Site)

QUICK STATS

- Premium Sizes (Average between \$5k to \$100k+)
- Limits (Average \$1M but Trending Higher. \$3M to \$10M+ not unusual)
- Deductibles (Average \$2500 to more like \$15-\$25K+)
- Needs are generally E&O but trending to D&O and EPLI *A&E FIRMS WITH \$3M OR LESS IN REVENUES CAN QUALIFY FOR INCLUDING D&O PLUS EPLI at NO ADDITIONAL CHARGE
- Technology Coverage (Electronic Transfer, Copyright, Web Hosting for Projects, Security Requirements)

CE SEMINAR!

3 Free CE Credits (For PA, MD, DE, and NJ licensed agents)

Secure Data , Cyber Liability & Technology

Wednesday, July 1, 2009; 9AM-12Noon
Seminar (a light breakfast will be served 8am-9am)

Hampton Inn, Linthicum Heights, Maryland

Come out and learn more about:

- Digital Information Age
- Secure Data Laws
- Payment Card Industry Data Security Standard (PCI DSS)
- New American Recovery and Reinvestment act of 2009 (ARRA) and how it Effects HIPAA Compliance
- New Red Flag Rules (Effective May 2009)
- and how these new law, as well as others can impact your clients!