HOTALING INSURANCE SERVICES

INSURANCE PROPOSAL



Prepared For Jones Hollow Realty Group, Inc.

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INTRODUCTION

Thank you for allowing Hotaling Insurance Services to provide you with a Commercial Insurance Program proposal. We value you trust and hold it in the highest regard. Therefore, we will continue to do all that we can to fully represent you in the insurance marketplace. As you review this insurance proposal, we encourage you to keep the following in mind:



The property and liability limits that we illustrate in this proposal are options only. We can provide additional alternative limit options upon your request.

Consider adding Flood and Earthquake coverage to your insurance program, as neither Flood nor Earthquake loss are covered under standard property policies.



Consider adding Management and Cyber & Data Breach Liability to your insurance program. ERISA, EBL, EPLI, D&O, E&O, Crime, Fiduciary, Cyber & Data Breach losses are not covered under standard liability policies.



Consider Key Person Life Insurance to help ensure the continuity of your business for your employees, customers, and creditors.



All Quotes are valid for 60 days or the intended policy inception, whichever is first.

Have any questions? Your VIP Brokerage Team (located on the next page) is your primary point of contact and is eager to address any additional insurance questions or concerns that you may have. For any additional concerns that your VIP Brokerage Team may not be able to address, please reach out to the Executive Team listed on the next page.

VIP BROKERAGE TEAM





Michael Guttman | Executive Vice President

d. 631-757-7474

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Theresa Belluzzi | Account Representative d. 845-222-2785

e. tbell@hgfin.net



Corinne J Lombardi | Account Executive d. 914-474-1123

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Megan Nicolosi | Claims Manager d. 800-987-1811

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ADDITIONAL SERVICES PROVIDED

AUDIT MANAGEMENT

We will provide full audit coordination with payroll and the carriers. This service is critical to accurately managing costs for larger commercial risks.

OSHA COMPLIANT LOSS CONTROL SERVICES

Our strategic partnerships with the industry's top safety specialists enableus to provide occupational safety training to our labor-intensive client groups, contractors, etc.

WORKER'S COMPENSATION MOD REVIEW

Our unique experience allows us to analyze the accuracy of a client's Experience Modification Factor.

CLAIMS CONSULTING WITH LICENSED ADJUSTERS

Our management team has the exclusive experience of running an "A" rated insurance company. This includes hybrid experience in the field of claims management, which allows us to materially mitigate and manage our clients claims exposure, favorably affect Loss Ratios, create more competitive pricing, and reduce total insurance costs.

ENTERPRISE-WIDE RISK MANAGEMENT & POLICY CONSTRUCTION

While most brokers are transactional in nature and lack the necessary technical expertise needed to provide this valuable service, Enterprise-Wide Risk Management and Policy Construction is a key Hotaling Insurance Services best practice.





PORTFOLIO OF COVERAGE



LIFE INSURANCE, INDIVIDUAL, AND GROUP PLANS

FOREIGN LIABILITY

PRIVATE CLIENT SERVICES

EMPLOYEE BENEFITS

EMPLOYMENT PRACTICES LIABILITY

CYBER LIABILITY

ESTATE PLANNING

TAX MITIGATION

LONG TERM CARE

DISABILITY

EXCESS | UMBRELLA

BUSINESS AUTO

WORKER'S COMPENSATION

MANAGEMENT LIABILITY

NAMED INSURED SCHEDULE

NAMED INSUREDS:

Named Insureds	
Name	Association
Jones Hollow Realty Group, Inc.	First Named Insured



LOCATION SCHEDULE

LOCATION SCHEDULE:

The failure to include or accurately describe property locations is noted to be among the most common points of contention in claim related insurance litigation. It is important to contact your broker as often as needed about every newly acquired property location, including substantial additions to existing locations.

Location Schedule			
Location #	Location # Building # Address		
1	1	132-136 Carleton Avenue East Islip, NY 11730	



E&O COVERAGE

ERRORS & OMISSIONS:

E&O			
Carrier:	Policy Number:	Policy Term:	Premium
Continental Casualty Company	TBD	3/21/2023 to 3/21/2024	\$4,539.00

Named Insureds:

Insured	Association
Jones Hollow Realty Group, Inc.	First Named Insured

Coverages:

Description	Limit
Aggregate	\$1,000,000
Discrimination Sublimit	\$250,000
DeductiblePer Occurrence	\$2,500
CBI/PD Professional ServicesAggregate	\$1,000,000
Residential Ownership	Included
Retroactive Date: 03/21/2019	

Additional Coverages:

Description	Limit	Deductible
Residential Ownership - Item #1		



E&O FORMS

ERRORS & OMISSIONS COVERAGE FORMS:

This E&O Proposal is based on the following forms, which apply at the time of quote and may differ on policy issuance:

Forms ListCNA65781NYc (03/14) Real Estate Professionals Errors and Omissions Policy - New YorkCNA65837XX RE20 Residential Ownership EndorsementCNA76046NY RE20 Policyholder NoticeCNA68180NY RE20 Cancellation/Non-Renewal - New YorkCNA65791NY RE20 Contingent Bodily Injury Property/Property Damage - Professional Services

Remarks:

Description

OUTSTANDING ITEMS:

This quotation is subject to the receipt, review and approval of the following:

Quotation Expiration Date: 03/21/2023

The earliest coverage can be made effective is 12:01 a.m. on the day after we receive written notification confirming that coverage is desired. If our proposed coverage is replacing an expiring policy, we will honor the existing renewal/expiration date, subject to underwriting considerations or lapses in coverage.



COVERAGE CHECKLIST

COVERAGE CHECKLIST:

Coverage	Covered	Not Covered
Business Owners Policy		• •
Property		• •
Commercial Flood		• •
Earthquake		• •
Wind / Named Storm		• •
Terrorism Coverage		• •
Installation / Builders Risk		• •
Equipment Floater		• •
Electronic Data Processing		• •
Accounts Receivable / Valuable Papers		• •
Boiler & Machinery		• •
Glass & Sign		• •
Motor Truck Cargo		• •
General Liability		• •
Crime		• •
Crisis – Kidnap & Ransom		• •
Cyber Liability		• •
Data Breach		• •
Directors & Officers Liability		• •
Errors & Omissions Liability	•	•
Employment Practices Liability		• •
Event Policy		• •
Fiduciary Liability		• •
Foreign Liability		• •



COVERAGE CHECKLIST

Coverage	Covered	Not Covered
Landlord Package		• •
Marine Operators Legal Liability		• •
Owners Contractors Protective		• •
Pollution		• •
Professional Liability		• •
Professional Errors & Omissions Liability		• •
Railroad Protective Liability		• •
Hangar Liability		• •
Aviation Package		• •
Business Auto		• •
Hired / Non-Owned Auto		• •
Garage & Dealers		• •
Transportation		• •
Truckers		• •
Commercial Umbrella		• •
Excess Liability		• •
Workers' Compensation		• •
Bond		• •

PREMIUM SUMMARY

PREMIUM SUMMARY:

Developing a cost effective, tailored insurance program is more than just a strategy to protect your business and provide peace of mind. It also allows you and your business to remain viable and competitive, in the event of a loss or disaster. Our team specializes in tailored insurance programs designed to provide your business with the proper protection and to offer premium relief, when appropriate.

Proposed Premium Summary			
Expiring Premium Recap		R	enewal Premium Recap
Carrier	Continental Casualty Company	Carrier	Continental Casualty Company
A.M. Best Rating*	A+ (Excellent)	A.M. Best Rating*	A+ (Excellent)
Annual Premium	\$3,831.30	Annual Premium	\$4,539.00
Taxes + Fees	N/A	Taxes + Fees	N/A
Total Premium	\$3,831.30	Total Premium	\$4,539.00
			Increase at Renewal \$707.7

CONSENT TO RECEIVE ELECTRONIC RECORDS

CONSENT TO RECEIVE ELECTRONIC RECORDS:

(pursuant to 15 USCA Section 7001(c))

Please read this information carefully and print a copy and/or retain this information electronically for future reference.

Introduction. From time to time this agency may utilize the internet, email, digital media, or the like to transmit policy documents and related information to policyholders. This consent to receive electronic records informs you of your rights when conducting these transactions electronically with this agency and those third parties to which we may forward your requests, information, or applications. By consenting below, you acknowledge receipt of this consent to receive electronic records and agree to the electronic delivery of any disclosures, policy forms, and documents, information, or notices required by federal law including any adverse action notices or privacy policy notices (hereinafter "records") at our website or through the electronic mail address you provide.

Hardware and software requirements. Before agreeing to receive records electronically, you must determine if you have the necessary hardware and software to access and retain these records electronically. To access your records, you will need an electronic mailing address, Adobe Acrobat Reader, and a personal computer or other access device that is capable of accessing the internet. To retain your records, your access device must have the ability to download to your hard drive or any external media storage or print the records as well as embedded HTML files.

If a change in the hardware or software requirements needed to access or retain these electronic records creates a material risk that you will not be able to access or retain a subsequent electronic record that was the subject of this consent, upon request, we will provide you with a statement of the revised hardware and software requirements for access to and retention of the electronic records, and the right to withdraw your consent without the imposition of any fees for such withdrawal and without the imposition of any condition or consequence that was not disclosed under this agreement.

Right to withdraw consent and procedures for withdrawal. You may withdraw your consent to receive your records electronically at any time by sending an email to the following address, info@hgfin.net. With the exception of email communications, your transaction will continue to be processed in nonelectronic form at no charge. Withdrawal of your consent shall not affect the legal effectiveness, validity, or enforceability of electronic records provided or made available to you prior to implementation of your withdrawal of consent. Your withdrawal of consent shall be effective within 30 days after receipt of the withdrawal request by us.

CONSENT TO RECEIVE ELECTRONIC RECORDS

Consent applies to categories of records. Your consent to electronic records applies to all policy documents, applications, or any information related to your policy. You will receive any records required by federal law at this website or through the electronic mail address you provide.

Option to obtain paper copies of records. You have the option to request that we provide you with paper copies of those records we provide to you electronically at this website or through the electronic mail address you provide. If you wish to obtain the records in nonelectronic form, send your request via email to info@hgfin.net and provide your mailing address. We will not charge you for the paper copies of the records.

Updating your contact information. To update your electronic or mailing address, contact us via email at info@hgfin.net.

CONSENT AND ACKNOWLEDGEMENT. BY FURNISHING YOUR EMAIL ADDRESS AND CHECKING "I AGREE" BELOW, YOU ACKNOWLEDGE THAT YOU CAN ACCESS AND RETAIN THE ELECTRONIC RECORDS IN THE FORMAT DESCRIBED ABOVE, AND YOU CONSENT TO HAVING US PROVIDE DOCUMENTS TO YOU ELECTRONICALLY VIA EMAIL OR OTHER ELECTRONIC MEDIA.

Client Email Address: 📃 🗌 I Agree 🔲 I Decline



A.M. BEST RATING

A.M. BEST RATING:

The information obtained from A.M. Best's Rating is not in any way a warranty or guaranty by the Hotaling Insurance Services of the financial stability of the insurer and this information is current only as of the date of publication.

General Rating:

These rating classifications reflect BEST'S opinion of the relative position of each company in comparison with others, based on averages within the Property-Casualty insurance industry.

A++, A+	Superior	B++, B+	Good	C++, C+	Marginal
A, A-	Excellent	B, B-	Fair	C, C-	Weak

Financial Size Category:

The financial size category is an indication of the size of an Insurer and is based on reported policyholder' surplus plus conditional or technical reserve funds, such as mandatory securities valuation reserve, other investment and operating contingency funds and or miscellaneous voluntary reservice in liabilities.

Financial Category		
Class I	Up to \$1,000	
Class II	\$1,000 to \$2,000	
Class III	\$2,000 to \$5,000	
Class IV	\$5,000 to \$10,000	
Class V	\$10,000 to \$25,000	
Class VI	\$25,000 to \$50,000	
Class VII	\$50,000 to \$100,000	

Financial Category		
Class VIII	\$100,000 to \$250,000	
Class IX	\$250,000 to \$500,000	
Class X	\$500,000 to \$750,000	
Class XI	\$750,000 to \$1,000,000	
Class XII	\$1,000,000 to \$1,250,000	
Class XIII	\$1,250,000 to \$1,500,000	
Class XIV	\$1,500,000 to \$1,750,000	



RECOMMENDATIONS

RECOMMENDATIONS:

ENHANCED LIABILITY LIMITS: Higher or broader limits and available, either by endorsing current primary policy limits, endorsing current excess policy limits, or writing additional coverages. Please keep in mind that, should it be determined any new or increased exposure to loss has developed, a concurrent coverage enhancement may be in order.

BUSINESS PERSONAL PROPERTY: Business Personal Property coverage is available as respects General Office Equipment, Computer Equipment, Valuable Papers, Accounts Receivable, and Money and Currency, not otherwise covered under your policy.

CRIME COVERAGE/EMPLOYEE DISHONESTY: Coverage may be purchased for protection against dishonest acts committed by the Insured's employees as well as criminal acts which may be committed against the Insured by third party perpetrators. Coverage is available for loss of money, security, and other property for acts such as computer fraud, forgery, and circulation of counterfeit money and currency. Coverage is typically US and Canada; however, there is a possibility of extending Worldwide for an additional premium.

DIRECTORS & OFFICERS LIABILITY: The personal assets of individuals who serve as Directors and Officers of a corporation are at risk. They can be sued, as individuals, for breach of their corporate duties. It is generally considered that suits may be brought by the stockholders of the corporation who may believe they have been harmed financially by negligent management of the corporation. However, suits as creditors, governmental bodies, competitors, or employees, The Directors & Officers Liability policy provides protection against charges of "wrongful acts" having been committed by Directors and/or Officers of the insurance corporation. Coverage may also be provided for sums that the insured corporation is required or permitted by law to pay the Directors and/or Officers as indemnification. Carriers require a complete application in order to quote this coverage.

EMPLOYEE BENEFITS LIABILITY/FIDUCIARY LIABILITY: An employer that provides benefits to its employees is subject to claims for alleged mishandling of the benefit plan and should carry insurance providing coverage for this type of loss. Fiduciary Liability must be written when benefit plans are governed by the rules of ERISA because Employee Benefit Plans exclude this type of coverage unless specifically declared.

RECOMMENDATIONS

EMPLOYMENT PRACTICES LIABILITY: Employers face potential liability suits brought by employees as respects wrongful termination, discrimination, sexual harassment, etc. (these types of losses are excluded from personal liability policies). Employment Practices Liability may be purchased to cover such losses alleged by employees. Coverage may also be included for costs of defense in the event of false accusation by the employee[s]. Coverage availability is based upon an underwriting review by the prospective Insurer.

ERRORS AND OMISSIONS: Errors and Omissions insurance indemnifies the Insured against loss sustained because of an error or oversight on the Insured's part as respects conducting or providing certain professional services. Notably in the Entertainment Industry, lawsuits of this type are not uncommon and can involve tremendous financial consequences for an Insured without adequate protection. Errors & Omissions insurance specifically tailored for exposures in the field of music (i.e., writing/publishing) is available.

NON-OWNED AIRCRAFT: Coverage protects the insured the insured against bodily injury or property damage claims arising out of the negligence of the Insured while chartering a Non-Owned Aircraft. Hull coverage for the aircraft itself is available as well.

WORKERS' COMPENSATION: The State of California requires all employers provide Workers' Compensation coverage for employees. Insurers providing Personal Liability policies in California are required by statute to include Workers' Compensation for domestic employees. Carriers do not request detailed information as respects occasional domestic employees. However, regular part-time or full-time domestics need to be reported, and a specific premium is usually charged per employee depending upon the number of hours regularly worker per week and he type of services provided.

DISCLOSURE

General Disclosure:

THIS SUMMARY OF INSURANCE IS PROVIDED AS A MATTER OF CONVENIENCE AND INFORMATION ONLY. ALL INFORMATION INCLUDED IN THIS SUMMARY, INCLUDING BUT NOT LIMITED TO: PERSONAL AND REAL PROPERTY VALUES, LOCATIONS, OPERATIONS, PRODUCTS DATA, AUTOMOBILE SCHEDULES, FINANCIAL DATA AND LOSS EXPERIENCE, IS BASED ON FACTS AND REPRESENTATIONS SUPPLIED TO HOTALING INSURANCE SERVICES BROKERS BY YOU. THIS SUMMARY DOES NOT REFLECT AND INDEPENDENT STUDY OR INVESTIGATION BY HOTALING INSURANCE SERVICES BROKERS, OR ITS AGENTS AND EMPLOYEES. CERTAIN INSURANCE COVERAGES PROPOSED AND SUMMARIZED HEREIN MAY HAVE BEEN OBTAINED BY HOTALING INSURANCE SERVICES BROKERS THROUGH THE FACILITIES OF ONE OR MORE WHOLESALE INSURANCE BROKERS OR MANAGING GENERAL AGENTS. IF SO, THOSE FACILITIES UTILIZED WILL BE IDENTIFIED BY NAME IN THIS SUMMARY OF INSURANCE. THIS SUMMARY IS NOT CONFIRMATION OF INSURANCE AND DOES NOT ADD TO, EXTEND, AMEND, CHANGE OR ALTER ANY COVERAGE IN ANY ACTUAL POLICY OF INSURANCE YOU MAY HAVE. ALL POLICY TERMS, CONDITIONS, EXCLUSIONS AND LIMITATIONS APPLY. HOTALING INSURANCE SERVICES BROKERS WILL NOT BE LIABLE FOR INFORMATION INCLUDED IN OR OMITTED FROM THIS SUMMARY OF INSURANCE.

Compensation Disclosure:

Hotaling Insurance Services and Hotaling Property & Casualty, LLC are Independent Insurance Brokers having at its disposal many insurance companies to underwrite the insurable risks of its clients. We believe that the access that we have to many insurance markets will benefit you, our valuable client, by enabling us to seek the most favorable terms offered in the marketplace. For our efforts, we are compensated by a variety of means. These include commissions paid to us directly by insurance companies and/or through broker fees negotiated with you. In addition, we may be compensated by a particular insurance company for the overall business we have placed with them in a calendar year. If you would like more information about our compensation or have any other questions, please feel free to contact us. Our Firm is grateful to have you as a client. We welcome any suggestions you have to assist us in better serving you. We appreciate your business.

Compensation Disclosure:

This proposal is for the convenience of insured only. It does not describe the scope of coverage, nor all of the circumstances under which a risk may not be covered, or coverage otherwise denied. The policy itself must be consulted to obtain such information, and we recommend that all our clients do so. Hotaling Insurance Services Brokers and Hotaling Property & Casualty, LLC Brokers do not represent or warrant the scope of coverage in any way, and expressly disclaim any such representation of warranty.

Hotaling Insurance Services 2 Park Avenue, Suite 304 New York, NY 10016

ADDITIONAL COVERAGE OPTIONS

	PROVIDE ADDITIONAL	DECLINE
COVERAGE TYPE	INFORMATION	COVERAGE
401(k) Plans		
Active Shooter Protection		
Animal Mortality & Extra Expense		
Bonds / Sureties		
Builder's Risk		
Business Income / Extra Expense		
Business Personal Property / Computers		
Commercial Equine Liability		
Comprehensive Personal Liability (CPL)		
Construction General Liability / Wrap Up		
Copyright, Patent, & Trademark Infringement		
Crime		
Crop Insurance		
Cyber Liability		
Debris Removal		
Dental Insurance		
Directors & Officers Liability		
Disability		
Disability (High Limit)		
Earthquake		
Earthquake Sprinkler Leakage		
Employee Benefits Liability		
Executive Protection		
Farm / Ranch Protection		
Fiduciary Liability		
Fire Legal Liability		

ADDITIONAL COVERAGE OPTIONS

	PROVIDE ADDITIONAL	DECLINE
COVERAGE TYPE	INFORMATION	COVERAGE
Flood		
Foodborne Illness		
Foreign Liability		
Foreign Worker's Compensation / Employer's Liability		
General Liability		
Hired & Non-Owned Aircraft		
Hired & Non-Owned Auto Liability		
Hired & Non-Owned Auto Physical Damage		
Hired & Non-Owned Watercraft		
Identity Theft		
Liability for Premises Rented to You		
Life Insurance		
Liquor Liability		
Long Term Care		
Medjetassist		
Medical Insurance		
Musician's Errors & Omissions		
Non-Appearance / Cancellation		
Ocean Cargo		
Ocean Marine		
Ordinance or Law Coverage		
Pension and/or ERISA Bonds		
Premises Damage and/or Third-Party Property Damage		
Private Horse Owner Liability		
Railroad Protective Liability		
Recreational Vehicles		



ADDITIONAL COVERAGE OPTIONS

COVERAGE TYPE	PROVIDE ADDITIONAL INFORMATION	DECLINE COVERAGE
Retirement Plans		
Stop Gap		
Tenants Improvements & Betterments		
Terrorism Risk Insurance Act (TRIA) of 2002		
Terrorism Risk Insurance Program Reauthorization Act (TRIPRA) of 2007		
Transit Coverage		
Trip Travel Accident		
Umbrella / Excess Liability		
Vision Insurance		
Voluntary Life Insurance		
Wind / Hurricane / Hail		
Worker's Compensation		
Workplace Violence Insurance		

I would like to obtain more detail information on some of the insurance lines above. Please contact me.

☐ I have reviewed the above coverages and decline all lines.

Name: _____

Signature:

Date:



SURPLUS / EXCESS LINES

SURPLUS / EXCESS LINES POLICIES:

I understand that Surplus and Excess Lines policies may be subject to additional taxes and fees. I further understand that all taxes, fees, inspection charges, and any other expenses in addition to the premium are fully earned from the inception date of the policy and are non-refundable regardless of whether said policy is cancelled.

Surplus / Excess Lines Documents Required:

Signature:	Date:	
Affidavit [State Specified]		
Total Cost Form [State Specified]		

Consent for Use of Electronic Signature:

I understand that Hotaling Insurance Services employs a propriety digital signature technology developed by Hotaling Insurance Services. By signing below, I consent and agree to use of this digital signature method. I understand that if I do not wish to 'sign' this way, I may print out the document[s], sign by hand, and mail the signed document to Hotaling Insurance Services, 125 Park Avenue, Suite 1607, New York, NY 10017.

Insured Signature: _____

Date:



REQUEST TO BIND COVERAGE

REQUEST TO BIND COVERAGE:

Please provide this signed request to bind coverage to Hotaling Insurance Services before the inception date. This form does not replace a completed and signed application or any other required binding documents. Any alterations requested on a previously released proposal must be approved by the underwriter. By signing below, I represent that I understand and accept the terms and conditions as presented in this insurance proposal and that I have the authority to bind coverage on behalf of the named insured.

Authorized Signature:	Date:	
Title:		
Named Insured: Jones Hollow Realty Group, Inc.,		
Requested Effective Date: 03 / 21 / 2023		
Insurance Company: CONTINENTAL CASUALTY COMPANY		
Premium: \$4,539.00		
Payment Plan Information: See Proposal to Determine Which Options are Available. Agency Bill: Annual – Pay in Full. Other (Specify). Financed.		
Direct Bill: Annual – Pay in Full. Other (Specify).		



CORPORATE STATEMENT

Our Mission

To protect the assets of our clients. To make the complex understandable. To Listen, to care, and respond.

Core Values

Integrity & Professionalism Responsibility & Openness Excellence & Performance Driven Team Spirt & Accountability.

Our Vision

To set the standards – not to be seen as standard. To be the Broker of choice for our clients, partners, and staff.