



Appetite List

Alaska & the Pacific Northwest Region

Alaska | Idaho | Oregon | Washington

Target Package minimums of \$50k+

Target monoline Workers' Compensation minimum of \$50k+

Commercial Lines

Written by Alaska National

- Workers' Compensation
- General Liability
 - Stop Gap, EBL, EPLI, and Cyber when offering General Liability
- Property including Equipment Breakdown and Ordinance and Law
- Crime/Fidelity
- Inland Marine and Builders' Risk
- Auto
- Umbrella

Workers' Compensation

Multistate Risks

- Guaranteed Cost, Retro, Large and Small Deductible plans
- Customized Service Plans
- Smaller accounts acceptable when combined with package
- Target Classes:
 - Senior Care
 - Construction
 - Manufacturing/Food Processing

Manufacturing/Processing

- Metal Goods Manufacturing
- Wood Products
- Plastic Goods Manufacturers
- Domestic Food and Seafood Processing (no agricultural risks)

Commercial Contracting

(Generally no California)

- Large Commercial/Industrial General Contractors/Tenant Improvement and Betterment Contractors
- Specialty Contractors including:
 - Highway/Street and Road
 - Civil/Excavation
 - Concrete
 - Electrical
 - HVAC/Mechanical
 - Painting/Drywall

Real Estate | Blanket schedules to \$250M

- Office Buildings
- Hotels/Hospitality
- Shopping/Retail/Strip Malls
- Industrial – manufacturing/processing
- Apartment/Condos – Only NFPA13, not NFPA13R on larger frame buildings. Typically \$30M or less per location for habitational frame.

Hospitality

- Hotels and Motels – upper end/boutique
- Restaurant Chains – white tablecloth

Distributors | All lines, including Workers' Compensation

Need Vendors' Additional Insured from manufacturer for General Liability.

- Office Equipment/Industrial Supplies
- Food and Beverage Distributors without Repackaging
- Building Materials
- Machinery Rentals

Fleet Risks

Able to consider fleet risks that are willing to participate in:

- Continuous MVR and Driver Infraction Monitoring
- Driver Behavior Monitoring and Coaching
- Distracted Driving Controls
- Ongoing Driver Training