

Two overlapping rectangular blocks with a diagonal line pattern. The left block is yellow and the right block is orange.

CASUALTY PROPOSAL FOR CALISTOGA HILLS RESORT, LLC

(1510 Diamond Mountain Road &
1520 Diamond Mountain Road)



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Thank you for the opportunity to market your insurance program for 1510 Diamond Mountain Road and 1520 Diamond Mountain Road. We are pleased to provide the results of those efforts, in accordance with your instructions, to provide you with quotes for your General Liability and Excess Liability insurance.

Based on premium size, Chubb has automatically renewed the policies this year.

General Liability

Rated based on renewal sales of \$300,900 at Location 1 and \$459,000 at Location 2;
The renewal premium of \$4,853 reflects a 44% increase over expiring premium of \$3,380.
The renewal rate surged by 41%.

Excess Liability

The renewal premium increase by 5%.

The total renewal premium for the two policies is \$8,877. This reflects a 23% (\$1,665) increase over expiring premium of \$7,212.

Terms and conditions are per the expiring policies with the following exceptions:

We appreciate this opportunity to be of service to you and await your renewal instructions.

Calistoga Hills Resort LLC

Market Summary

Below is a summary of markets that we approached on your behalf:

Carrier	Lines of Business	Responses	Premium
Chubb	General Liability & Excess Liability	Renewed	\$8,877

Information provided is only a brief outline of the policy. Refer to actual policy terms & conditions for a determination of coverage

Calistoga Hills Resort LLC

Financial Summary and Payment Terms

Financial Summary

	Expiring Chubb	Renewal Chubb	% Diff	\$ Diff
General Liability Premium	\$3,380	\$4,853	44%	\$1,473
Gross Sales	\$745,000	\$759,900	2%	\$14,900
Est. Avg Rate	\$4.54	\$6.39	41%	\$2

Excess General Liability Premium	\$3,832	\$4,024	5%	\$192
Gross Sales	\$745,000	\$759,900	2%	\$14,900
Est. Avg Rate	\$5.14	\$5.30	3%	\$0

Total Annual Premium	\$7,212	\$8,877	23%	\$1,665
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Note:

- Premiums above are inclusive of Terrorism and applicable taxes and fees
- Chubb's quotation is inclusive of commission

Quotes are valid until the proposed effective date, after which the insurer may withdraw or vary.

Please review this proposal and advise of any changes or questions you may have. To request the binding of coverage, please sign the order to bind request form included in this proposal and return or contact me by phone or e-mail.

Payment Terms

Coverage	Carrier	Agent or Carrier Billed	Payment Plan
General Liability and Excess Liability	Chubb	Agency Billed	Due within 30 days of inception

Information provided is only a brief outline of the policy. Refer to actual policy terms & conditions for a determination of coverage

Calistoga Hills Resort LLC

Coverage Summary/ Program Comparison

GENERAL LIABILITY	CHUBB EXPIRING	CHUBB RENEWAL
<u>Limits:</u>		
General Aggregate	\$2,000,000	\$2,000,000
Products/Completed Operations Aggregate	\$2,000,000	\$2,000,000
Advertising Injury and Personal Injury Aggregate	\$1,000,000	\$1,000,000
Each Occurrence	\$1,000,000	\$1,000,000
Damage to Premises Rented to You	\$1,000,000	\$1,000,000
Medical Expense Limit	\$15,000	\$15,000
<u>Liquor Liability - Premises 1, 2</u>		
Aggregate	\$2,000,000	\$2,000,000
Each Common Cause Limit	\$1,000,000	\$1,000,000
Forms and Endorsements		
Wind-drift or Overspray	√	√
Blanket Additional Insured - if required by written contract	√	
Additional Insured - Lessor of Leased Equipment where required by written contract	√	√
All Risk Property Damage to Rented Premises	√	√
Definition of Bodily Injury – Includes mental anguish, mental injury and shock	√	√
Incidental Healthcare Services	√	√
Knowledge of Occurrence	√	√
Unintentional Errors and Omissions	√	√
Non-Owned Aircraft	√	√
Non-Owned Watercraft - up to 55'	√	√
Blanket Waiver of Subrogation - if required by written contract	√	
Bodily Injury Property Damage Liability Coverage - Liquor Liability	√	√
Designated Premises or Project Limitation	√	√
CUMIS - California	√	√
Exclusion - Asbestos	√	√
Exclusion - Real Estate Development	√	√
Exclusion - Professional Liability	√	√
Exclusion - Construction or Development Except Maintenance or Renovation	√	√
Exclusion - Intellectual Property Laws or Rights	√	√
Exclusion - Information Laws, Including Unauthorized or Unsolicited Communications	√	√
Exclusion - Loss of Use of Electronic Data	√	√
Exclusion - Alcoholic Beverage Liability	√	√

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Calistoga Hills Resort LLC

Exclusion - War	√	√
Exclusion - Access/Disclosure of Confidential Personal Info - AI/PI	√	√
Applicable Terrorism Forms	√	
Cond Auto Increase Payroll Sales		√
EXCESS LIABILITY (Follow Form)		
Limits:		
General Aggregate	\$2,000,000	\$2,000,000
Products/Completed Operations Aggregate	\$2,000,000	\$2,000,000
Each Occurrence	\$1,000,000	\$1,000,000
Excess of :		
General Aggregate	\$2,000,000	\$2,000,000
Each Occurrence	\$1,000,000	\$1,000,000
Exclusions: including but not limited to		
Professional Services	√	√
Intellectual Property Laws	√	√
Asbestos, Silica, other Incl Mixed Dust	√	√
Construction of Development	√	√
Loss of Use of Electronic Data	√	√
War	√	√
Notes:		
- Please refer to quotation for a full listing of forms and coverages		

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Calistoga Hills Resort LLC

A.M. Best Company Rating Information

A.M. Best is the most widely recognized authority on the evaluation and rating of insurance companies based in part upon their financial strength and policyholders surplus. The Best's rating for the company(s) we are including in this proposal are:

Company Name	Rating	Financial Size	Date of Rating
Chubb	A++	XV	2024

As professional agents/brokers it has long been our established policy to make every effort to deal only with companies having a Best's Rating of A++, A+, A or A-, which are the four highest ratings available, and a minimum of \$50 million in Policyholders' Surplus. It must be noted that neither Willis Towers Watson, Northeast Inc. nor any affiliated company guarantees the financial solvency of any insurance carrier. The following list outlines the A.M. Best Company rating scale and associated descriptions.

Financial Strength Ratings and Size Categories

An A.M. Best's Financial Strength Rating is an opinion of an insurer's ability to meet its obligations to policyholders. A.M. Best assigns each letter rated insurance company a Financial Size Category. This is designed to provide a convenient indicator of the size of a company in terms of its statutory surplus and related accounts.

A.M Best Ratings			
A++, A+	Superior	C++, C+	Marginal
A, A-	Excellent	C, C-	Weak
B++, B+	Very Good	D	Poor
B, B-	Good	E	Under Regulatory Supervision
		F	In Liquidation

Financial Size Categories (in millions of us dollars)			
Class I	Up to 1	Class IX	250 to 500
Class II	1 to 2	Class X	500 to 750
Class III	2 to 5	Class XI	750 to 1,000
Class IV	5 to 10	Class XII	1,000 to 1,250
Class V	10 to 25	Class XIII	1,250 to 1,500
Class VI	25 to 50	Class XIV	1,500 to 2,000
Class VII	50 to 100	Class XV	Greater than 2,000
Class VIII	100 to 250		

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Calistoga Hills Resort LLC

Subjectivities

Line of Business	Subjectivities
Chubb	<ul style="list-style-type: none"> No subjectivities

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COMMISSION DISCLOSURE

Willis Towers Watson negotiates commission rates with certain insurers on a corporate level. If the rate on your placement is lower than the negotiated rate, Willis Towers Watson will collect the difference directly from the insurer. These payments will not increase the cost of your insurance or otherwise impact your premium or rates. Details of these arrangements where there is compensation beyond the base compensation detailed in your Quote Proposal can be found at:

http://www.willis.com/About_Willis/The_Willis_Way/Commission_Rates/.

BROKERAGE TERMS, CONDITIONS & DISCLOSURES

An order to bind the coverage presented in this proposal shall be deemed an acceptance and agreement that this proposal is subject to Willis Towers Watson's Brokerage Terms, Conditions, and Disclosures "Brokerage Terms" that are incorporated as part of this proposal and available at:

<https://www.wtwco.com/-/media/wtw/notices/BTCD-CRB-NA-renewal-business-july-2022.pdf>

If you would like a hard copy of the "Brokerage Terms," please contact any member of your Willis Towers Watson service team. If you have received a hard copy of this proposal, a hard copy of the "Brokerage Terms" is included for your convenience.

Willis Towers Watson Certificate Center

The Willis Towers Watson Certificate Service Center is a team of dedicated professionals available to process your certificate and auto id requests. Our system makes it possible to easily issue large numbers of certificates in a specialized manner to fit your needs. Further, we have the ability to electronically send certificates and auto id cards via email/fax to you and/or the cert holder, as well as providing you with instant 24/7 access to historical certificates and auto id cards issued via our Certificate Portal website.

Standard Turnaround Times

- Routine Midterm Requests – 4 Hours
- Rush Midterm Requests – 90 Minutes
- Renewals – 2 Business Days
- Please call our phone number below for any work stoppage issues

Cert Central Hours of Operation and Contact:

- 7:00 a.m. to 7:00 p.m. Central Standard Time – Monday thru Friday
- E-mail: certificates@willistowerswatson.com
- Phone: 877 945 7378
- Fax: 888 467 2378

Certificate Portal – Willis Towers Watson Competitive Advantage

- Web address and unique login credentials provided by your WTW Service Team
 - Proofs Direct Portal – proofsdirect.willistowerswatson.com
- All certificates and auto id cards issued by the Cert Center are stored and can be accessed 24/7 to be viewed or printed by you as needed
- User-friendly search criteria enables precision searches for specific documents
- Ability to download zip files of large groups of documents
- Submit requests directly to the Cert Center Team at certificates@willistowerswatson.com

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Calistoga Hills Resort LLC

Willis Towers Watson Claims Advocacy Center

The Willis Towers Watson Claims Advocacy Center provides a service unique in the insurance brokerage community. Willis Towers Watson Claims Consultants use the Center's services so they can spend more time addressing your claims issues in situations where face-to-face and day-to-day interaction is most effective. Our centralized Center has over 30 experienced claims professionals (18 years average experience per Advocate) who provide expert claims advocacy for local claims consultants on all lines of coverage.

Willis Towers Watson Claims Center Guidelines

Claims Center Reports the Following Types of Claims

- | | |
|--|---|
| <ul style="list-style-type: none"> ▪ Property ▪ Boiler & Machinery ▪ Cargo ▪ Employee Dishonesty ▪ Builders Risk ▪ Inland Marine ▪ Pollution ▪ Asbestos & Mold ▪ All Lawsuits | <ul style="list-style-type: none"> ▪ Auto – Serious Injury, Complex Issues ▪ GL – Serious Injury, Complex Issues ▪ Umbrella/Excess ▪ Directors & Officers ▪ Employment Practices Liability ▪ Professional Liability ▪ Kidnap & Ransom ▪ Intermediary Involvement ▪ TPA Involvement |
|--|---|

Willis Towers Watson Claim Center Contact Information – available 24 hours

Nashville Phone: 877 725 9679

Fax: 877 945 3676

E-mail: claimcentral@willistowerswatson.com

Report Directly to the Carrier

- Workers' Compensation
- Auto – except fatalities, serious injury, complex liability/coverage situations
- General Liability – except fatalities, serious injury, complex liability/coverage situations, construction defect, asbestos

Information provided is only a brief outline of the policy. Refer to actual policy terms & conditions for a determination of coverage

Please review this proposal and advise of any changes or questions you may have. To request the binding of coverage, please complete and sign the following or contact me with your binding instructions.

☐ As recommended by Willis Towers Watson in the Financial Summary.

Signature

Date

Title

Printed name

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The following documents are attached:

- Chubb General Liability policy
- Chubb Excess Liability policy

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