

**BUSINESSOWNER'S POLICY**

# Hotels

Recognizing that better-in-class hotels have a greater incentive to invest in loss control practices, strengthened safety measures, and professional management, we are upscaling our BOP appetite for hotels with a focus on properties that have an Average Daily Rate of \$125 or greater.

Targeted States: countrywide excluding AK, CA, FL, HI, LA, NY, UT, WA.

## *Upscaled Appetite!*

- Mid-scale to upscale<sup>1</sup>
- Average Daily Rate of \$125 or greater
- Annual Occupancy Rate of 65% or greater
- Up to \$50 million site TIV
- Limited or full service
- Franchised or non-franchised
- New ventures considered
- Eligible amenities: pool, hot tub, fitness center, spa/salons, recreational facilities, business center, shuttle service, valet service, electric vehicle charging stations, dog parks, grills, indoor parking, kitchenettes<sup>2</sup>
- AAA Diamond Rating of 3 or better preferred

See reverse side for general guidelines and submission requirements.

<sup>1</sup>Refer to [hotelnewsnow.com/Media/Default/images/chainscales.pdf](https://www.hotelnewsnow.com/Media/Default/images/chainscales.pdf)

<sup>2</sup>Certain conditions and restrictions apply



**BUSINESSOWNER'S POLICY**

# Hotels

## General Eligibility Guidelines

- At least \$2 million in total annual revenue per location; maximum \$20 million per location
- At least \$5 million in total site TIV
- Properties with over \$5 million TIV must be 100% sprinklered
- Average annual occupancy rate greater than 65%<sup>2</sup>
- Average daily room rate greater than \$125 (local market rate variances apply)
- Frame, joisted masonry, non-combustible construction must be built ≥ 2000 (gut rehab applies)
- Masonry non-combustible construction or better must be built ≥ 1985 (gut rehab applies)
- Adequate safety measures in place
- Professional hotel management company preferred

<sup>2</sup>Annual occupancy rate = annual sum of rooms sold/annual sum of rooms available to be sold

### Not currently eligible:

- ⊗ Resorts<sup>3</sup>, luxury hotels, hotels with casinos or nightclubs
- ⊗ Seasonal hotels (closed more than three months annually)
- ⊗ Hotels with armed security
- ⊗ Coastal properties (refer to our [Commercial Property Coastal Zones](#))
- ⊗ Properties with following amenities: above ground pools, bicycle/scooter rentals (including electric bikes), camping grounds, childcare/kid camps, cigar or oxygen bars, docks/marinas/piers/wharfs, ski exposure (lifts/routes), golf course exposure, rental of motorized vehicles (autos, ATVs, snowmobiles, etc.), trampolines, watercraft or watersports, waterparks/slides/lazy rivers

<sup>3</sup>Self-contained establishment providing for most of a guest's needs on premises (lodging, food, drink, sports, entertainment, shopping, etc.)

## Submission Requirements

- Five years of loss runs
- 30-day lead time for TIV ≥ \$15 million; 15-day lead time for TIV <\$15 million
- Submissions entered through *GUARD E-Z Rate* and deemed eligible for coverage will receive a quote subject to supplemental information

Businessowner's Policies may be underwritten by AmGUARD Insurance Company® or NorGUARD Insurance Company®, members of Berkshire Hathaway GUARD Insurance Companies with principal place of business at 39 Public Square, Wilkes-Barre, PA 18701. The information contained herein is not meant to be all inclusive but intended to provide a general overview for marketing purposes and may not apply to all GUARD companies or in all states. The final qualifying criteria for any applicant depends upon the particular nature of the risk and is subject to all company underwriting guidelines and state-specific laws and regulations. Only the relevant insurance policy and endorsements provide the terms and conditions of coverage.

© 2025 | Berkshire Hathaway GUARD Insurance Companies

**Goodthings**  
ARE HAPPENING!