

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 upscale¹
- 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, kitchenettes²
- AAA Diamond Rating of 3 or better preferred

See reverse side for general guidelines and submission requirements.

¹Refer to hotelnewsnow.com/Media/Default/Images/chainscales.pdf

²Certain conditions and restrictions apply

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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%²
- Average daily room rate greater than \$125 (local market rate variances apply)
- Frame, joisted masonry, non-combustible construction must be built \geq 2000 (gut rehab applies)
- Masonry non-combustible construction or better must be built \geq 1985 (gut rehab applies)
- Adequate safety measures in place
- Professional hotel management company preferred

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

Not currently eligible:

- Resorts³, 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

³Self-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 \geq \$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

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Good things
ARE HAPPENING!