

MID-AMERICA TECHNICAL CONFERENCE 2009 SUCCESS STORIES

The Mid-America Technical Conference (MATC) is a group of insurance agents representing 17 Midwestern states that meets on an annual basis with ISO, NCCI, ACORD and insurance company representatives to review agenda items that producers submit. Many of these agency items have resulted in meaningful improvements in the coverages we are able to offer today. The following is a recap of Success Stories directly attributable to the 2009 meeting.

- **BUSINESS OWNER'S OUTDOOR PROPERTY:** Claim problems have occurred as the Businessowner's policy language has been more restrictive than that under the Commercial Property form, CP00 10, particularly for classifications such as hardware stores and grocery stores that sell plants, shrubs, small trees, and vinyl fencing.
SOLUTION: The Insurance Services Office has agreed to broaden the coverage extension under the Businessowner's policy to more closely reflect that of the Commercial Property form.
- **INCREASED DEBRIS REMOVAL EXPENSE FOR CATASTROPHES:** A filing is pending that will allow purchase of additional coverage to be replaced by a percentage of the value of the building.
- **GENERAL LIABILITY - ADDITIONAL INSUREDS U.S. GOVERNMENT:** This Endorsement is needed when insured enters into agreement with an agency of the U.S. government and is required to name the agency as an Additional Insured.
SOLUTION: CG20 12 has a new edition 05/09 which addresses this situation.
- **WAIVER OF SUBROGATION CLAUSE:** CA00 01 allows recovery of damages from permissive drivers of a vehicle insured. The MATC requested an option for the form being revised to have the same wording as the Personal Auto policy form, which does not permit subrogation against a permissive driver.
SOLUTION: A new Endorsement CA04 44 option is now available, which addresses this concern.
- **CP06 04 TENANT DAMAGE:** Building owners are subject to losses from damage done by tenants of a property. Some of these losses would be covered under vandalism, except for the special cause of loss exclusion 2H, which states, "Will not pay for loss or damage caused by or resulting from dishonest or criminal acts by anyone to whom you entrust the property for any purposes."
SOLUTION: ISO is creating an Endorsement with a maximum limit that can be negotiated with the insurer, and a separate deductible to cover these losses.

- COMMERCIAL IDENTITY THEFT: This would provide coverage when an employee of the insured takes information from a customer of an insured and that customer comes back to the insured because of the employee's cause of loss.
SOLUTION: This exposure has been addressed in the e-commerce insurance program.