

# Chubb's Marine Facilities Industry Practice

Marine facilities must protect against exposures both in water and on land. Chubb recognizes the unique risks faced by marine facilities and offers customized insurance solutions to cater to their individual needs to stay competitive. With a deep understanding of the challenges in this industry, Chubb has been safeguarding marine facilities for over 30 years and remains committed to serving clients in this complex and ever evolving sector.

## Key Highlights

- Specialized marine coverages with tailored solutions
- Dedicated marine underwriters with a deep level of expertise
- Experience working with diverse companies, ranging from small paper yacht clubs and single-location businesses to national operations
- Tailored endorsement solutions for wide-ranging risks to meet the specific needs of each individual client
- Single point of access for account coordination

## World Class Services Offerings

- Dedicated marine claims specialists with deep experience adjusting marine-related losses
- Specialized risk engineers who work specifically with marine facilities and understand this complex industry
- Emergency procedures and disaster planning
- On-site inspections and risk evaluations of marinas and boatyards, boat dealers, boat builders/manufacturers, and related operations
- Digital IoT — Chubb has the capability to help clients predict and prepare for water damage disruptions by providing a wide range of IoT water leak solutions providing remote monitoring via email, text, and a dashboard to help clients address small problems before they become catastrophic
- Single point of access enhances efficiency and ensures continuity across multiple lines of insurance products

## Target Classes

### Marinas

- Wet and dry storage, hauling and launching
- Repair and fueling
- Ship stores and restaurants
- Boat rental operations

### Boat dealers

- Sea trials
- Boat shows

### Boat clubs

### Boat builders

- Custom and semi-custom boat builders

### Yacht clubs

- Profit and non-profit
- Fleets, regatta liability and sail training

## CHUBB SOLUTIONS

• Package, including Property

• Auto

• Workers Compensation

• Environmental

• TankSafe

• Financial Lines

• E&O

• Cyber

• Liquor Liability

• Boat Dealer Inventory

• Docks

• Marina Operators Legal Liability

• P&I

• Builders Risk

• Owned Vessels

## What We Have Written Lately

Risk Description	Insurance Written	Premium Amount	The Chubb Difference
Multi-Location Marina	<ul style="list-style-type: none"> <li>Property</li> <li>General Liability</li> <li>Bumbershoot</li> <li>Auto</li> <li>Docks</li> <li>MOLL</li> <li>P&amp;I</li> </ul>	\$787,000	<ul style="list-style-type: none"> <li>Meaningful coverage for extensive dock exposure</li> <li>Marine Risk Engineering services</li> <li>Flexibility of coverage</li> </ul>
Boat Dealership	<ul style="list-style-type: none"> <li>Property</li> <li>General Liability</li> <li>Bumbershoot</li> <li>Boat Dealer Inventory</li> <li>P&amp;I</li> </ul>	\$380,000	<ul style="list-style-type: none"> <li>Ability to provide needed inventory limits as well as handle marine liability exposures</li> <li>Insured was interested in Marine Risk Engineering Services</li> </ul>
Custom Boat Builder	<ul style="list-style-type: none"> <li>Builders Risk</li> <li>General Liability</li> <li>P&amp;I</li> <li>Bumbershoot</li> <li>Auto</li> </ul>	\$52,000	<ul style="list-style-type: none"> <li>Risk Engineering Services</li> <li>Integration of P&amp;C lines of business with the marine</li> </ul>

## What We Have Paid Lately

- A tornado severely devastated an insured boat dealer’s buildings and many boats held for sale during the winter. Chubb’s marine surveyors immediately jumped in and helped the insured assess the loss, organizing the boat inventory claims into 3 distinct categories: boats requiring only minor repairs, boats needing extensive repair work, and boats considered total losses. The insured elected to do the boat repair work themselves, which led to the fastest possible resolution as it allowed them to be sold to the public quickly. Chubb adjusters were then able to shift attention on resolving the total boat losses and the building portion of the loss. Chubb’s focus on managing the process allowed the insured to be back in business quickly without suffering a business income loss. The total amount paid was \$1.4 million.
- A guest of a marina customer tripped and fell on a raised sidewalk, causing a fractured arm requiring surgery. Marina was aware of the hazard and had not yet fixed the sidewalk. The claim was investigated, evaluated, and a settlement of \$150,000 was paid.

## Web Links

- [Insurance for Marine Facilities](#)
- [Agent & Broker Resource Center](#)
- [Claims Service – What Makes Us Unique](#)

## WHY CHUBB?

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| <ul style="list-style-type: none"> <li>Underwriting Expertise</li> <li>Tailored Solutions</li> </ul> | <ul style="list-style-type: none"> <li>Risk Engineering Services</li> <li>Superior Claims Service</li> </ul> | <ul style="list-style-type: none"> <li>Global Reach</li> <li>Financial Strength</li> </ul> |
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The claim scenarios described here are intended to show the types of situations that may result in claims. These scenarios should not be compared to any other claim. Whether or to what extent a particular loss is covered depends on the facts and circumstances of the loss, the terms and conditions of the policy as issued and applicable law. Facts may have been changed to protect privacy of the parties involved.

Chubb is the marketing name used to refer to subsidiaries of Chubb Limited providing insurance and related services. For a list of these subsidiaries, please visit our website at [www.chubb.com](http://www.chubb.com). Insurance provided by ACE American Insurance Company and its U.S.- based Chubb underwriting company affiliates. All products may not be available in all states. This communication contains product summaries only. Coverage is subject to the language of the policies as actually issued. Surplus lines insurance sold only through licensed surplus lines producers. Chubb, 202 Hall's Mill Road, Whitehouse Station, NJ 08889-1600.