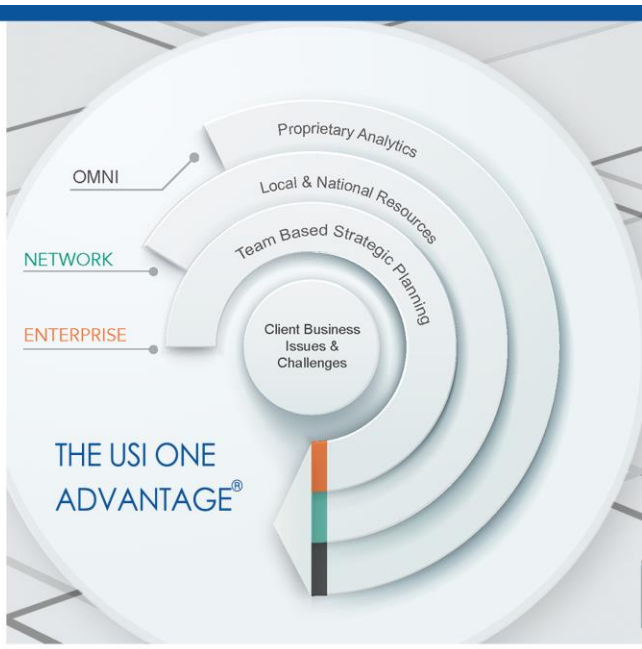
Property & Casualty Insurance Proposal

Crystal Park Unit Owners' Association



Christa Brady, AMS®, PCAM®, CIRMS® – Vice President
Jane Yoo, CISR – Account Manager
Date Prepared: July 23, 2025

CONFIDENTIAL AND PROPRIETARY: This document and the information contained herein is confidential and proprietary information of USI Insurance Services LLC ("USI"). Recipient agrees not to copy, reproduce, or distribute this document, in whole or in part, without the prior written consent of USI. Estimates are illustrative given data limitation, may not be cumulative and are subject to change based on carrier underwriting. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.
© 2021 USI Insurance Services. All rights reserved.

Value Difference

Meet Our Team

- Our local practice was established in 1985
- Dedicated staff serving over 300 common-interest communities throughout the Mid-Atlantic Region
- Our team has expertise in underwriting, claims, and property management to achieve desired client outcomes
- Industry leading loss control & risk management process to properly identify exposures, reduce claims and premium cost
- Access to all major carriers for community associations

No-Charge Client Services

Our role as your insurance broker and risk management consultant is to help your community manage not only its total cost of claims, but also its total cost of risk. The **total cost of risk** (TCOR) is defined as the sum of your community's expenses as it relates to risk, including: deductible expenses or uninsured losses, transfer costs (insurance premiums), risk control expenses, and other administrative costs. In an effort to stabilize and reduce our clients TCOR, we have invested significant capital to provide the following services to our clients (*please contact us for a full list of value-added services*):

- Certificate of Insurance (COI) Tracking & Management Software
- 24/7 Online COI processing
- Vendor Contract Reviews
- Claims Advocacy
- Online Risk Management Center
- Attend BOD Meetings & Town Hall Meetings
- Coverage & Bylaw Reviews
- Stewardship Meetings
- Customized Loss Control & Risk Management Programs
- Budget Planning & Forecasting Services
- Monthly Newsletters
- Market Analysis & Renewal Planning

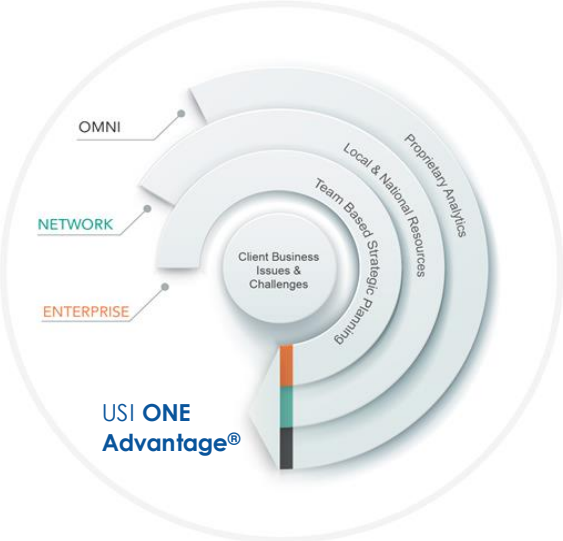
CONFIDENTIAL AND PROPRIETARY: This document and the information contained herein is confidential and proprietary information of USI Insurance Services LLC ("USI"). Recipient agrees not to copy, reproduce, or distribute this document, in whole or in part, without the prior written consent of USI. Estimates are illustrative given data limitation, may not be cumulative and are subject to change based on carrier underwriting. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.
© 2021 USI Insurance Services. All rights reserved.

About USI Insurance Services

USI is one of the largest insurance brokerage and consulting firms in the world, delivering property and casualty, employee benefits, personal risk, program and retirement solutions to large risk management clients, middle market companies, smaller firms and individuals. Headquartered in Valhalla, New York, USI connects together over 10,000 industry leading professionals across ~200 offices to serve clients' local, national and international needs. USI has become a premier insurance brokerage and consulting firm by leveraging the USI ONE Advantage®, an interactive platform that integrates proprietary and innovative client solutions, networked local resources and expertise, and enterprise-wide collaboration to deliver customized results with positive, bottom line impact. USI attracts best-in-class industry talent with a long history of deep and continuing investment in our local communities. For more information, visit usi.com

The USI ONE Advantage

What truly distinguishes USI as a leading insurance brokerage and consulting firm is the USI ONE Advantage, a game-changing value proposition that delivers clients a robust set of risk management and benefit solutions and exclusive resources with financial impact. USI ONE® represents **Omni, Network, Enterprise**—the three key elements that create the USI ONE Advantage and set us apart from the competition.



Omni – USI's Proprietary Analytics

Omni, which means "all," is USI's one-of-a-kind solutions platform—real time, interactive, dynamic and evolving, and customized for each client. Built in-house by USI subject matter experts, Omni captures the experience of more than 500,000 clients, thousands of professionals and over 150 years of business activity through our acquired agencies into targeted, actionable solutions across property & casualty, employee benefits, personal risk and retirement. Omni features over a thousand solutions, case studies, work products and detailed analysis across industry verticals in a single dashboard. USI consultants input the client's personalized data into Omni – highlighting their business, employees, and risks. The results feature client specific recommendations with quantified financial impact and the ability to analyze alternative scenarios with the touch of a button.

Network – USI's Local and National Resources

USI has made a very large investment in local resources and technical expertise, with more than 10,000 professionals networked nationally to build strong vertical capabilities and integrated account teams. Our local and regional experts ensure account team availability, hands-on service, and ongoing diligent follow-through so we can deliver on the solutions we customize for our clients.

Enterprise – USI's Team Based Strategic Planning

USI's enterprise planning is a disciplined, focused, analysis centered on our client's issues and challenges. Highly consultative meetings integrate USI's Omni analytics with our broad resource network to build a risk management strategy aligned with client business needs. Our enterprise process is a proven method for identifying, quantifying and minimizing client risk exposures.

The USI ONE Advantage—our Omni knowledge engine, with our Network of local and national resources, delivered to our clients through our Enterprise planning process gives USI fundamentally different solutions, the resources to deliver, and a process to bring superior results to our clients.

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

EOI Direct Certificate Service

Our agency has partnered with EOI Direct for the delivery of our condominium certificates of insurance. Those in need of a certificate of insurance can obtain it immediately by visiting **www.eoidirect.com** or by calling EOI Direct's toll-free helpdesk at **1-877-456-3643** Monday through Friday between the hours of 9:00 AM and 8:00 PM.

EOI Direct is an online utility designed to provide round-the-clock access to condominium certificates of insurance so our agency can now meet the demands of certificates of insurance 24x7. They have a responsive helpdesk that can accommodate those who do not have internet access and those who do not want to go online to obtain this information.

A delivery fee is charged by EOI Direct for the immediate access and delivery of this information when a certificate of insurance is requested for the purpose of facilitating a new loan. Homeowners who simply need to provide proof of coverage for an existing loan, per their lender's mailed request, can obtain that information free of charge. The fee that is charged only applies to new loans whereby a lender requires that a certificate be customized with specific information relating to the lender and a borrower for the purpose of a purchase, refinance or line of credit.

New Certificate for New Loan	Email $29.95 - Fax $34.95 - Mail $39.95
Renewal Certificate Requested by Homeowner	Free
Renewal Certificate Requested by Lender	Email $29.95 - Fax $34.95

For your convenience, we can provide a guideline intended to assist homeowners through a step-by-step instructional showing them how they can obtain a free copy of a renewal certificate should they receive a letter from their existing lender requesting updated policy information.

EOI Direct is a national company that specializes in immediate condominium certificate deliveries which reduce the certificate phone calls that often begin with management companies and self-managed associations. The standardization among agencies using EOI's service means that your office will field fewer requests for certificates and our agency will be able to accommodate the most stringent of certificate turnaround requirements whether it is requested day, night, weekends or holidays. Should you receive a request for a condominium certificate of insurance, please refer the individual to EOI

Direct's website and toll-free helpdesk below:
Website: **www.eoidirect.com**
Helpdesk: **(877) 456-3643**

Our agency will continue monitoring the progress of this service intended to streamline and automate this process for the benefit of all parties. We welcome your feedback and suggestions.

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

COMMUNITY ASSOCATION INSURANCE PRACTICE

ACCOUNT DIRECTORS
Technical Consultation

Jessica M. Knutsen, CIC, EBP, CIRMS®
Partner/Sr. Vice President
Direct Line: 703-340-0716
Fax: 610-537-4522
jessica.knutsen@usi.com

Christa Brady, AMS®, PCAM®, CIRMS®
Vice President
Direct Line: 703-205-8765
Fax: 610-362-8377
christa.brady@usi.com

ACCOUNT MANAGEMENT TEAM
Coverage questions - Policy Changes - Billing questions - General Information

Name	Position	Direct Line	Email
Victoria Yang	Commercial Lines Team Leader	571-369-5147	victoria.yang@usi.com
Jasmine Newman	CL Account Manager	571-369-5169	jasmine.newman@usi.com
Jane Yoo, CISR	CL Account Manager	571-369-5150	jane.yoo@usi.com
Jennifer Delcid	CL Account Manager	571-369-5167	jennifer.delcid@usi.com
Brian Yim	CL Account Manager	571-369-5113	brian.yim@usi.com
Chris Vo, CISR	CL Account Manager	571-369-5102	chris.vo@usi.com
Teresa Gordon	CL Sr. Account Representative	703-205-8737	teresa.gordon@usi.com

CERTIFICATES OF INSURANCE

Retrieve certificates online: www.eoidirect.com or call **Ph: 877.456.3643** (MON – FRI from 9 am to 8 pm) Turnaround Immediately

For lender questionnaires or any questions about certificates contact:
Teresa Gordon
CL Sr. Account Representative
Direct Line: 703-205-8737
Fax: 610-362-8377
Teresa.gordon@usi.com

Report claims using the information shown on the Claim Kit
- or –
Contact your Account Manager

USI

Payment Mailing Address:
P.O. Box 61007
Virginia Beach , VA 23466

Main: 703.698.0788 / Toll Free: 800.792.9800
Fax: 610.362.8377 / www.usi.com

For Other Correspondence:
3190 Fairview Park Drive. Ste 400
Falls Church, VA 22042-4530

Main: 703.698.0788 / Toll Free: 800.792.9800 / Fax: 610.362.8377 / www.usi.com

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

Christa M. Brady, AMS®, PCAM®, CIRMS®

Vice President – Community Association Practice
Cell: 571-442-0608
Email: christa.brady@usi.com

Christa has 19 years of experience in the Community Association industry. She has been the Vice President for the Community Association Practice of USI Insurance Services since December 2019. Prior to joining USI, she spent 14 years as an Executive Manager within the community association industry. With an extensive background in working with Boards of Directors of condominiums and cooperatives, Christa possesses a very select skill set and expertise in developing comprehensive insurance and risk management programs designed to meet the unique needs of community associations. She holds a Property & Casualty insurance license for DC, Virginia, Maryland, and Delaware.

Community Associations Institute (CAI) Involvement
WMCCAI: President, Board of Directors
CAIMDCHES: Education Committee Member
CAI National: Faculty Member and Guest Speaker/Presenter

Community association Industry (CAI) Recognition
2024 CAI National Rising Star
2023 WMCCAI Presenter of the Year
2023 CAIMDCHES Volunteer of the Year
2022 & 2024 WMCAI Special Recognition
2021 WMCCAI Rising Star

Does an insurance broker need special credentials to work with community associations?

CIRMS ®

- ✓ Yes, we are part of the select group of 110 insurance and risk management professionals in the U.S. who have earned the **Community Insurance & Risk Manager Specialist credential.**
- ✓ There are only **4 CIRMS** In the DC metro area
- ✓ The credential provides standards for insurance and risk management specialists that give homeowners and boards confidence that their provider has the knowledge and expertise to provide professional service.
- ✓ CIRMS Eligibility:
  - At least 5 years of experience in the community association field
  - Develop a minimum of 25 association insurance programs in the previous 3 years.
  - Maintain a legal and ethical standing in the insurance industry.

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

2025 MID-YEAR INSURANCE MARKET UPDATE

The 2025 USI Mid-Year Commercial P&C Market Outlook highlights current market conditions. Following $140B in global insured natural catastrophe losses in 2024, the third highest on record, the first quarter of 2025 saw over $50B in losses, one of the highest ever for any first quarter. In January, the Palisades and Eaton wildfires in Los Angeles burned over 57,000 acres, causing $53.8B in damages, with insured losses expected to exceed $30B. Additionally, a 7.7 magnitude earthquake in Myanmar resulted in $600M to $900M in losses for Thai insurers. With five consecutive years of $100B+ global insured catastrophe losses, 2025 is poised to continue this trend.

Despite these challenges and an active hurricane season forecasted, the insurance and reinsurance markets remain well-capitalized with ample capacity. However, underwriting guidelines are still stringent, particularly for Community Associations, focusing on the following factors:

Specific for Common Interest Communities	First Half 2025	Second Half 2025 (Projection)
Property – Non-CAT with minimal loss history and favorable risk profile	+10% to +15%	+8% to +15%
Property – CAT or Non-CAT with unfavorable loss history or risk profile (Moving to E&S Market)	+20% to +400%	+20% to +350%
Property – CAT or Non-CAT with unfavorable loss history or risk profile (Already in E&S Market)	-10% to -5%	-8% to -10%
General Liability	+10% to +15%	+10% to +15%
Workers Compensation	+3% to +5%	+1% to +3%
Umbrella	+10% to +30%	+15% to +40%
Crime & Directors & Officers Liability	+5% to +15%	+10% to +15%

2025 Commercial Property & Casualty
MARKET OUTLOOK
Mid-Year Addendum
Forecast Insights From USI National Practice Leaders

This material is for informational purposes and is not intended to be exhaustive nor should any discussions or opinions be construed as legal advice. Contact your broker for insurance advice, tax professional for tax advice, or legal counsel for legal advice regarding your particular situation. USI does not accept any responsibility for the content of the information provided or for consequences of any actions taken on the basis of the information provided. ©2025 USI Insurance Services. All rights reserved.

- ✓ Age of building (20+ years)
- ✓ Construction Type (Frame/Combustible)
- ✓ Loss history (5 years)
- ✓ Increased Replacement Cost driven by tariffs (higher cost of labor and construction materials)
- ✓ Deferred maintenance – **see attached newsletter for more details, click here.**
- ✓ Life Safety Systems (Sprinkler Systems/Fire Suppression)
- ✓ Continued exodus of carriers from the habitational market

Download a copy of our USI report using this link, click here.

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

Renewal Information Specific to Crystal Park Unit Owners Association

For the 2025-2026 policy year, the overall 2025 renewal premium ***increase is 49%*** as compared to the expiring term. The increase is primarily driven by the upward rate pressure in the liability markets and the markets straying away from pool liability such as diving boards, slides, lazy rivers, etc.

As previously notified, Greater New York has non-renewed the account due to the association's decision to keep the diving board . After approaching several carriers to replace coverage, Philadelphia has offered a quote that includes 125% extended replacement cost.

As a means of offsetting the renewal increase, our proposal includes the following two options.
_ Property deductible: option to increase from $25K to $50K for premium reduction of $3,206.
_ Umbrella limit: option to lower the limit from $25M to $15M for premium reduction of $2,977.

Lastly, our proposal presents no changes to the carriers nor coverage limits for the ancillary lines of coverage, with renewal terms remaining unchanged from expiring. Please refer to the Premium Summary page of the proposal for detailed pricing information.

Did USI approach alternative insurance companies for my association?

Yes, we did approach alternative insurance companies this year to replace coverage after Greater New York's nonrenewal of coverage. We believe in always advising our clients of our placement efforts, so they remain informed as to current market conditions. Please find below the results of our marketing efforts for the 2024-2025 renewal term for which we are pleased to present two master package options for consideration.

Policy Year	Coverage	Carrier	Result
2025-2026	Master Policy	Greater New York	**Non-renewed – due to diving board being kept.**
		Travelers	**Declined** – due to depth of water under the diving board.
		Berkley Luxury Group	**Pending.**
		Philadelphia	**Quoted.**
	Umbrella	McGowan	**Could not consider. Appetite does not include diving boards.**
2024-2025	Master Policy	Berkley Luxury Group	Quoted, not bound.
	Master Package	Greater New York	**Quoted and bound**

Next Steps to Bind Coverage

Please sign the Authorization to Bind Form, indicate which deductible option you would like to bind and return it to us by **COB July 23rd**. Please see the Premium Summary to identify the policies that require payment at inception.

Crystal Park UOA, is a valued client for us. We appreciate your business and look forward to speaking with you and the Board of Directors if any questions come up while reviewing our proposal.

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

Crystal Park Unit Owners Association
Insurance Renewal Proposal
July 24, 2025– July 24, 2026

What are the advantages of working with USI?

- ✓ *USI insures approximately 3,000 communities nationwide*
- ✓ *Our local Practice has 100+ years of combined experience & 300 clients*
- ✓ *Broad insurance company representation, including the top insurance carriers specializing in Community Associations*
- ✓ *Comprehensive review of governing documents and statutory requirements to coordinate with your insurance policy contracts*
- ✓ *Certificate & Contract Reviews for association vendors/suppliers*
- ✓ *Customized Risk Management, Disaster Planning & Forecasting Services*
- ✓ *Advocate, Monitor, and Review of claims activity*
- ✓ *Proactive Engagement, including but not limited to: Policy Remarketing, Board Meetings, Town Hall Meetings, Action Plan Development and more.*

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

PROPERTY

Coverage	Expiring 2024-2025	Renewal 2025-2026 OPTION 1	Renewal 2025-2026 OPTION 2
Name of Company	**Greater New York (NON-RENEWED)**	**Philadelphia**	**Philadelphia**
Replacement Cost	125% ERC	125% ERC*	125% ERC*
Single Entity	Yes	Yes	Yes
Agreed Amount	Yes	No	No
Building Limit	$85,363,333	$81,451,549*	$81,451,549*
Personal Property Limit	$562,224	$562,224	$562,224
Deductible	**$25,000**	**$25,000****	**$50,000****
Per Unit Water Damage Deductible	**None**	**$25,000*****	**$25,000*****
Loss of Income Limit	$2,278,567 - ALS******	$100,000******	$100,000******
Deductible	72 Hours	72 Hours	72 Hours
Back up of Sewers and Drains	Yes	Yes	Yes
Wind Driven Rain	Yes	No	No
Increased Cost of Construction	$5,000,000 Combined	$5,000,000 Combined	$5,000,000 Combined
Demolition			
Earthquake	$5,000,000	Excluded	Excluded
Deductible	$50,000	n/a	n/a
Flood	$5,000,000	Excluded	Excluded
Deductible	$50,000	n/a	n/a
Pollution Cleanup	$100,000	$25,000	$25,000
Mold	Yes	Yes	Yes
Terrorism	Declined	Optional	Optional
Nuclear, Biological, Chemical Exclusion	Yes, Excluded	Yes, Excluded	Yes, Excluded

**Extended Replacement Cost - $81,451,549 x 125% = $101,814,436*
***Option for higher deductible shown on premium summary page.*
****PER UNIT WATER DAMGE DEDUCTIBLE – we are trying to negotiate removal of this or at minimum, get it capped not to exceed 5% TIV as required by secondary lending markets.*
*****ALS - Actual Loss Sustained: 12 Month*

GENERAL LIABILITY

Coverage	Expiring 2024-2025	Renewal 2025-2026
Name of Company	**Greater New York (NON-RENEWED)**	**Philadelphia**
Limit Per Occurrence	$1,000,000	$1,000,000
Aggregate	$2,000,000	$2,000,000
Medical Payment Limits (per Person)	$5,000	$5,000
Personal & Advertising Injury	$1,000,000	$1,000,000
Products-Completed Operations	$2,000,000	$2,000,000
Host Liquor	Yes	Yes
Liquor Liability	No	No
Limited Contractual	Yes	Yes
Pollution Liability	No	No

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

Mold Exclusion	Yes, Excluded	Yes, Excluded

AUTOMOBILE

Coverage	Expiring 2024-2025	Renewal 2025-2026
Name of Company	**Greater New York (NON-RENEWED)**	**Philadelphia**
Owned Automobile	None	None
Non-Owned and Hired Car Liability	$1,000,000	$1,000,000

EQUIPMENT BREAKDOWN

Coverage	Expiring 2024-2025	Renewal 2025-2026
Name of Company	**Hartford Steam Boiler**	**Hartford Steam Boiler**
Limit	$88,529,897	$88,529,897
Deductible	$25,000	$25,000
Pressure Driven, Mechanical and Electrical Equipment	Yes	Yes
Size or Capacity Restrictions	No	No

CRIME

Coverage	Expiring 2024-2025	Renewal 2025-2026
Name of Company	**C N A**	**C N A**
Employee Theft Limit	$3,750,000	$3,750,000
Deductible	$15,000	$15,000
Social Engineering Limit	$100,000	$100,000
Deductible	$15,000	$15,000
Directors and Officers	Yes	Yes
Board and Committee Members	Yes	Yes
Employees	Yes	Yes
Managing Agent	Yes	Yes

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

DIRECTORS & OFFICERS

Coverage	Expiring 2024-2025	Renewal 2025-2026
Name of Company	**C N A**	**C N A**
Limit	$1,000,000	$1,000,000
Defense Outside the Limit	Yes	Yes
Deductible	$1,000	$1,000
Participation Clause	No	No
Claims Made	Yes	Yes
Prior Acts Coverage	Yes	Yes
Non-Money Damages	Yes	Yes
Appointed Board Members	Yes	Yes
Employees	Yes	Yes
Committee Members	Yes	Yes
Discrimination	Yes	Yes
Employment Practices Liability	Yes	Yes
Managing Agent	Yes	Yes

WORKERS COMPENSATION

Coverage	Expiring 2024-2025	Renewal 2025-2026
Name of Company	**Guard**	**Guard**
Limit:		
Each Accident	$500,000	$500,000
Disease Per Employee	$500,000	$500,000
Disease Policy Limit	$500,000	$500,000
Class Codes:		
9015- Buildings NOC- Operation by Owner	$131,427	$131,427
9012- Clerical	$244, 508	$244,508

Class code 9015 is used for employees that work for a building or property management company that is operated by an owner, lessee, or real estate management firm. This classification includes the management of property such as industrial buildings, condos, offices, apartments, time shares, mercantile locations, etc. and would cover those employed as doormen, elevator operators, gatekeepers, security desk workers, concierges, superintendents, custodial and maintenance employees, etc.

Class code 9012 is used for employees that work for a property management or a building management company. It includes positions such as leasing agents, property managers, clerical employees, model home hosts, and salespeople. Typical duties that employees within this classification will engage include collecting rent, preparing rental contracts, showing vacant dwellings to prospective clients, overseeing maintenance work being done, and supervising the security of the buildings and grounds.

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

UMBRELLA

Coverage	Expiring 2024-2025	Renewal 2025-2026
Name of Company	**Greenwich**	**Greenwich**
Limit	$25,000,000	$25,000,000*
Coverage B Self Insured Retention	$0	$0
Extends over General, Auto, and D&O Liability Coverages	Yes	Yes
Terrorism Liability Exclusion	No	No

Options for lower limits on Premium Summary page.

STORAGE TANK POLLUTION LIABILITY

Coverage	Expiring 2024-2025	Renewal 2025-2026
Name of Company	**Chubb (ACE)**	**Chubb (ACE)**
Per Storage Tank Incident	$1,000,000	$1,000,000
Aggregate Limit	$2,000,000	$2,000,000
Deductible	$5,000	$5,000

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

Crystal Park Unit Owners' Association
Premium Summary
07/24/2025 – 07/24/2026

Coverage	Carrier	AM Best Rating	Admitted or Non Admitted	Expiring Term Premium	Proposed Term Premium OPTION 1 - $25k Ded	Proposed Term Premium OPTION 2 - $50k Ded	Payable To
[1]Master Policy (Property, General Liability, Hired/Non-owned)	Greater New York **(Non-Renew)**	A+XI	Admitted	$71,674	-	-	Carrier
	Philadelphia	A++XV	Admitted	-	$103,835	$100,629	Carrier
Equipment Breakdown	Hartford Steam Boiler	A++XI	Admitted	$2,219	$2,238	$2,238	USI
Crime	CNA	AXV	Admitted	$2,879	$2,879	$2,879	USI
Directors & Officers	CNA	AXV	Admitted	$2,930	$3,527	$3,527	USI
Worker's Compensation	Guard	A+XIII	Admitted	$3,630	$3,516	$3,516	Carrier
[2]Umbrella	Greenwich	A+XV	Admitted	$8,590	$21,552	$21,552	USI
Storage Tank Liability	Chubb (ACE)	A++XV	Admitted	$350	$352	$352	USI
TOTAL ESTIMATED ANNUAL PREMIUM				**$92,272**	**$137,899** (49% Increase)	**$134,693** (46% Increase)	-

Terrorism Option: Due to the Terrorism Risk Insurance Act of 2002, you now have the right to purchase coverage for losses arising out of the Acts of Terrorism, as defined in Section 102 (1) of the act. Under Federal Law you may purchase this terrorism coverage for an additional premium as follows. Please note the additional premium is not included in the above quote. We will require written confirmation at the time of binding if you elect or reject this coverage.

Coverage	Additional Premium Savings
Master Policy	**Pending**

Notes/Subjectivities:

- [1]Master Policy: Routinely scheduled third party inspection of the diving board.
- [1]Umbrella Limit: If $15M umbrella limit is chosen, **additional premium SAVINGS of $2,977.**

Binding Requirements:

- "Client Authorization To Bind" signed by the insured
- Philadelphia supplemental application completed and signed.
- Terrorism election form. Terrorism was declined the prior year.

Note:
In evaluating your exposure to loss, we have been dependent upon information provided by you. If there are other areas that need to be evaluated prior to binding of coverage, please bring these areas to our attention. Should any of your exposures change after coverage is bound, such as your beginning new operation, hiring employees in new states, buying additional property, etc., please let us know so proper coverage(s) can be discussed.

Higher limits may be available. Please contact us if you would like a quote for higher limits.

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

Agency Bill Payment Options

We sincerely appreciate the opportunity to service your insurance needs. We believe good credit relationships are established by making our clients aware in advance of the terms of our payment procedures.

OUR BASIC PAYMENT PLAN IS THAT ALL PAYMENTS ARE DUE ON OR BEFORE THE EFFECTIVE DATE OF COVERAGE. THERE ARE THREE METHODS OF PAYMENT AVAILABLE:

....CASH ON EFFECTIVE DATE
....PREMIUM FINANCING BY A PREMIUM FINANCE COMPANY
....INSURANCE COMPANY PAYMENT PLAN, IF AVAILABLE

Please note that USI Insurance Services LLC and its subsidiaries and affiliates do not provide customer financing.

In some instances, you will receive invoices covering additions or changes to your coverage, endorsements. These invoices are payable upon receipt. You will receive a monthly statement of your account as a reminder as we realize that it is occasionally possible to miss a payment through oversight. Accounts with payments past due are subject to cancellation for non-payment. This is a serious situation as your insurer may refuse to reinstate coverage even if payment is made later. Accounts are subject, but not limited to, reasonable attorney fees, interest, collection fees and/or court costs incurred in connection with collection of past due balances.

PAYMENTS: Please remember to return the remittance copy of the invoice with your payment in the provided envelope. Otherwise, all payments will be applied to your oldest balance or left as unapplied if we cannot identify the applicable invoice being paid.

CREDITS: Credit invoices may be applied against other invoices due us. Please indicate in your remittance or contact us as to where to apply credit invoices on your account.

These payment procedures will apply for any and all policy renewals or future business written.

If you have any questions concerning our payment procedures or any other matters pertaining to account payments, please contact your insurance representative.

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

USI Disclosures

Information Concerning Our Fees: As a licensed insurance producer, USI is authorized to confer with or advise our clients and prospective clients concerning substantive benefits, terms or conditions of insurance contracts, to sell insurance and to obtain insurance coverages for our clients. Our compensation for placement of insurance coverage, unless otherwise specifically negotiated and agreed to with our client, is customarily based on commission calculated as a percentage of the premium collected by the insurer and is paid to us by the insurer. We may also receive from insurers and insurance intermediaries (which may include USI affiliated companies) additional compensation (monetary and non-monetary) based in whole or in part on the insurance contract we sell, which is contingent on volume of business and/or profitability of insurance contracts we supply to them and/or other factors pursuant to agreements we may have with them relating to all or part of the business we place with those insurers or through those intermediaries. Some of these agreements with insurers and/or intermediaries include financial incentives for USI to grow its business or otherwise strengthen the distribution relationship with the insurer or intermediary. Such agreements may be in effect with one or more of the insurers with whom your insurance is placed, or with the insurance intermediary we use to place your insurance. You may obtain information about the nature and source of such compensation expected to be received by us, and, if applicable, compensation expected to be received on any alternative quotes pertinent to your placement upon your request.

Document Delivery DISCLOSURE: USI strives to make your interactions with us easy and efficient. Therefore, we intend to deliver your policy and all policy-related documents electronically through our InsurLink client portal or through email. If you do not wish to receive these documents electronically or if you would like a paper copy of any or all documents at no cost to you, please notify your client service representative in writing. If your email or electronic contact information changes, please notify your client service representative in writing.

Reviewing Client Contracts DISCLOSURE: As a service to our clients, upon their request, USI will review those portions of your contract regarding the insurance and indemnity requirements as they relate to your insurance program and provide comments and/or recommendations based upon such review. This service should not be taken as legal advice and it does not replace the need for review by the insured's own legal counsel.

Confidential. © 2021 USI Insurance Services. All rights reserved.

USI Privacy Notice

Our Privacy Promise to You
USI provides this notice to you, our customer, so that you will know what we will do with the personal information, personal financial and health information (collectively referred to as the "protected information") that we may receive from you directly or receive from your health care provider or receive from another source that you have authorized to send us your protected information. We at USI are concerned about your privacy and assure you that we will do what is required of us to safeguard your protected information.

What types of information will we be collecting?
USI collects information from you required both for our business and pursuant to regulatory requirements. Without it, we cannot provide our products and services for you. We will be collected protected information about you from:

- Applications or other forms, such as name, address, Social Security number, assets and income, employment status and dependent information;
- Your transactions with us or your transactions with others, such as account activity, payment history, and products and services purchased;
- Consumer reporting agencies, such as credit relationships and credit history. These agencies may retain their reports and share them with others who use their services;
- Other individuals, businesses and agencies, such as medical and demographic information; and
- Visitors to our websites, such as information from on-line forms, site visitorship data and on-line information collection devices, commonly called "cookies."

What will we do with your protected information?
The information USI gathers is shared within our company to help us maximize the services we can provide to our customers. We will only disclose your protected information as is necessary for us to provide the insurance products and services you expect from us. USI does not sell your protected information to third parties, nor does it sell or share customer lists.

We may also disclose all of the information described above to third parties with which we contract for services. In addition, we may disclose your protected information to medical care institutions or medical professionals, insurance regulatory authorities, law enforcement or other government authorities, or to affiliated or nonaffiliated third parties as is reasonably necessary to conduct our business or as otherwise permitted by law.

Our Security Procedures
At USI, we have put in place the highest measures to ensure the security and confidentiality of customer information. We will handle the protected information we receive by restricting access to the protected information about you to those employees and agents of ours who need to know that information to provide you with our products or services or to otherwise conduct our business, including actuarial or research studies. Our computer database has multiple levels of security to protect against threats or hazards to the integrity of customer records, and to protect against unauthorized access to records that may harm or inconvenience our customers. We maintain physical, electronic, and procedural safeguards that comply with federal and state regulations to safeguard all of your protected information.

Our Legal Use of Information
We retain the right to use ideas, concepts, know-how, or techniques contained in any nonpublic personal information you provide to us for our own purposes, including developing and marketing products and services.

Your Right to Review Your Records
You have the right to review the protected information about you relating to any insurance or annuity product issued by us that we could reasonably locate and retrieve. You may also request that we correct, amend or delete any inaccurate information by writing to us at the above address.

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.

Insurance Carrier Ratings

As a service to our clients, USI is furnishing an assessment by a financial rating service of the insurance companies included in our proposal. We are including the legends used by this service.

All ratings are subject to periodic review, therefore, it is important to obtain updated ratings from each service. Should you desire further information concerning the financial statements of any of the insurance companies being proposed, so that you can make your own assessment of the financial strength of the companies being offered, it is available from USI at your request.

USI has made no attempt to determine independently the financial capacity of the insurance companies that we are including in our proposal as we believe the nationally recognized services are better equipped to comment.

A. M. BEST RATINGS

A++ & A+	Superior	**D**	Poor
A & A-	Excellent	**E**	Under Regulatory Supervision
B++ & B+	Good	**F**	In Liquidation
B & B-	Fair	**S**	Rating Suspended
C++ & C+	Marginal	**NR**	Not Rated

FINANCIAL SIZE CATEGORY
(In $ Thousands)

Class I	Less than		1,000
Class II	1,000	to	2,000
Class III	2,000	to	5,000
Class IV	5,000	to	10,000
Class V	10,000	to	25,000
Class VI	25,000	to	50,000
Class VII	50,000	to	100,000
Class VIII	100,000	to	250,000
Class IX	250,000	to	500,000
Class X	500,000	to	750,000
Class XI	750,000	to	1,000,000
Class XII	1,000,000	to	1,250,000
Class XIII	1,250,000	to	1,500,000
Class XIV	1,500,000	to	2,000,000
Class XV	2,000,000	to	or greater

RATING "NOT ASSIGNED" CLASSIFICATIONS

NR-1 Insufficient Data
NR-2 Insufficient Size and/or Operating Experience
NR-3 Rating Procedure Inapplicable
NR-4 Company Request
NR-5 Not Formally Followed

This proposal is merely a descriptive summary of coverage provided by the insurance companies being proposed and should be used for reference purposes only; it is not a binder and does not amend or alter the insurance contract. Please refer to the policy contract for specific terms, conditions, limitations, and exclusions.

Confidential. © 2021 USI Insurance Services. All rights reserved.