

Program Review leading to program improvements

The Challenge

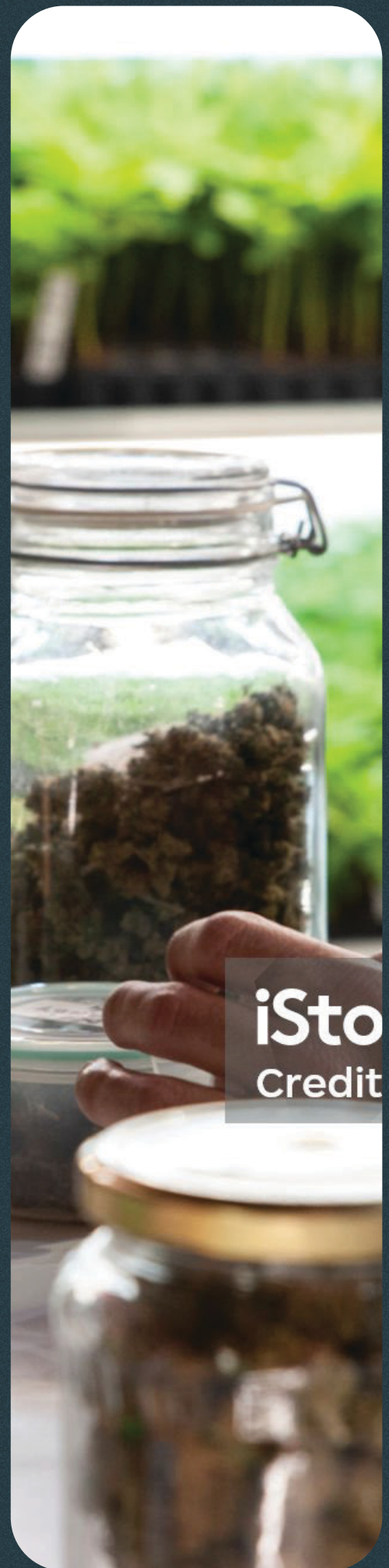
Public Nevada Cultivator and Manufacturer paying ~540K in premium across multiple lines of coverage had never had an independent insurance audit completed on their program.

Alpharoot team came in and conducted an audit based on the following information: current policies, previous applications, expansion plans over the next 12 months, an overview of the organizational entity structure and who maintains the cannabis licenses.

The Solution

AlphaRoot was able to find many deficiencies in their program that needed to be addressed in the immediate such as,

- 1 Their Public D&O was placed using a non-admitted, non-licensed US Carrier using the insured's US Address for a Canadian traded entity.
 - This is a placement that is liable to be fined by the Canadian Government if they discover such placement because of tax implications.
 - Primary: 2M Limit for 265K in premium excess of a 1.5M Retention
 - Excess: 1M Limit for 140K
 - Total Program: 3M in limits



- 2 Additional insured's were scheduled incorrectly and at the wrong locations.
- 3 The workers compensation policy only had one location listed, when there were 4 separate locations and it did not contemplate all the named insureds correctly.
- 4 On the property they had a per occurrence limitation of 10M, so the full total insurable value was not covered in the event of a catastrophic loss.

Next Steps

- 1 We became the broker of record on their program and began to rectify the program immediately.
- 2 We were able to to move their D&O to a Canadian Admitted Carrier at renewal and improve the overall structure.
- 3 Primary: 3M Limit for 500K in premium excess of a 1M Retention.
- 4 We consolidated their renewal dates as well which was a big help because they had three major renewal cycles previously. This freed up a ton of their time to focus on growing the business.
- 5 We amended the additional insureds.
- 6 We added the locations on the workers compensation.

Company Metrics



\$20M
Revenue

**Public US Operator
with a Canadian
Holding Company**



~70
Employees