

Policy Type	Insurer	Limits of Liability	Deductible	Additional Insured
General Liability				<input type="checkbox"/>
Professional Liability				<input type="checkbox"/>
Directors & Officers				<input type="checkbox"/>
Errors & Omissions				<input type="checkbox"/>
Fiduciary Liability				<input type="checkbox"/>
Commercial Umbrella				<input type="checkbox"/>
Cyber				<input type="checkbox"/>
Fidelity Bond				<input type="checkbox"/>
Property				<input type="checkbox"/>
Auto				<input type="checkbox"/>
Business Interruption				<input type="checkbox"/>
Workers' Compensation				<input type="checkbox"/>
Employment Practices				<input type="checkbox"/>
Product Liability				<input type="checkbox"/>

1. Possible types of insurance coverage listed above.

- a. Standard required coverages for types of service providers?
- b. Standard required coverages for amount of contract?
- c. Different names for similar coverages (fiduciary / D&O / E&O / Professional Liability)

2. Determining limits

- a. Limits determined by amount of contract? Possible breakdown of limit categories.
 - i. Over \$10million
 - ii. Over \$1million
 - iii. \$500,000 to \$1million
 - iv. \$100,000 to \$500,000
 - v. \$30,000 to \$100,000
 - vi. Under \$30,000
- b. Limits determined by function or service provided?
 - i. Primary service providers – actuary, auditor, counsel, investment consultant, PAS
 - ii. Secondary service providers – medical advisors and services, building and security, elections, general consulting
 - iii. Software and hardware providers and maintenance
 - iv. Single event vendors

1. Contract size, i.e. construction
 2. Events
 3. Consultant
- c. Limits determined by other?
 - i. Specific exposures – fiduciary, consulting
 - ii. Product issues – food, software
3. Determining deductible
 - a. Are there deductible amounts that are not satisfactory?
 - b. What is an appropriate deductible for various insurance types?
 - c. Need to investigate company financials to determine whether the company can absorb the deductible?
4. Insurers – require that insurers have a minimum rating?
5. Additional insured – require that a vendor provide an additional insured certificate?
6. Resources
 - a. California Insurance Guide (<https://www.insurance.ca.gov/01-consumers/105-type/95-guides/09-comm/commercialguide.cfm>) – provides information for business owners regarding insurance types and how to get insurance. Helps with definitions of different types of insurance and what might be appropriate.
 - b. League of California Cities, City Attorneys Department, Insurance and Indemnity in City Contracts <https://www.cacities.org/UploadedFiles/LeagueInternet/d0/d0ccc278-4b18-4b69-b4cb-bf2950e567d4.pdf>.
 - c. TechInsurance (<https://www.techinsurance.com/small-business-insurance/how-much-do-i-need>) – generally, need \$1million for E&O, Cyber, general liability, employment practices plus commercial auto, product, and Workers’ Comp. depending on the type of company and service provided. Similar information can be found on other commercial insurance vendor websites.
7. Current contract examples:
 - a. Service Provider – Recurring Annual Event:
 - i. \$1mil / \$2mil Commercial General Liability
 - ii. Auto liability – no limit but sufficient to cover losses
 - iii. Workers’ Compensation – statutory requirements plus \$1mil. Employer’s Liability Insurance
 - iv. \$1mil / \$2mil E&O
 - b. Single Event Provider:
 - i. Commercial General Liability - \$2mil. / \$4mil., \$10,000 medical expenses, \$2mil. Personal injury
 - ii. Auto - \$1mil
 - iii. Workers’ Compensation – owner and sole employee company. No WC coverage required
 - iv. Professional Liability – no certificate

c. Key Consultant

- i. Commercial General Liability - \$1mil. / \$2mil.
- ii. Auto - \$1mil.
- iii. Workers' Comp. - \$1mil.
- iv. Consultant's Liability - \$5mil. (Professional Indemnity Insurance)

d. Law Firm

- i. Commercial General Liability - \$1mil. / \$2mil.
- ii. Auto Liability - \$1mil.
- iii. Umbrella Liability - \$5mil.
- iv. Workers' Compensation - \$1mil.