



Performers of the U.S. Vendors of the U.S. Annual Newsletter

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Greetings everyone! We hope this letter finds you in good health. Best wishes to you all in 2018/2019. We would like to take this opportunity to thank you for your business this past year.

You are receiving this letter because your current policy will be expiring shortly and you can now renew your coverage. Included with this letter is your invoice. You can mail back the invoice with your check or money order or you can pay online through the website.

To pay online you will need to log into your account. We email your user name and password to the email address you have on file with us so you can log into your account. You should have received this email prior to receiving your invoice. Let us know if you need us to resend this to you.

Please note there is a \$15 service fee for paying with a credit/debit card; however, it is a great way to avoid delays due to postage time or if you are away from home. We mail your invoice five to six weeks before your policy expires in order to give you as much notice as possible so you can budget for your renewal. If you are late in renewing the online option works great and is less expensive than rush delivery through the post office, UPS, or FedEx.

Updates:

After three years without a premium increase we regret to inform you that this year is not the same.

- The General Liability Performer Policies experienced a 3% (\$5-\$10) premium increase. This is due to high pay out claims that occurred in the past three years.
- The General Liability Vendor Policy did not experience any premium increase as very few claims occurred.
- The Inland Marine Premium increased 15% due to the large volume of claims from both the performers and the vendors.

History of the Unexpected:

General Liability: This history is being provided to help you understand the rise in insurance rates. You never know when an accident can happen but seeing the odd things that did happen may help you prepare for the unexpected.

- Sometimes the venue where you are working will ask you to give something away. You kind-heartedly announce that the first person to reach you will be given the prize. This can result in a mad rush of people wanting the prize. People can get quite aggressive when something free is up for grabs and someone can be injured. We have paid out up to **\$35,000** in personal injury (broken bones) for this type of situation.
- Beware of injury or damage that can occur from the Cyr Wheel/German Wheel. This giant wheel can easily get out of a person's control, even by the most experienced. When performing on the wheel in strong wind, the wind can take it out of your control and slam it into parked cars or pedestrians. When performing on the wheel indoors you can also lose control and hit a spectator. Try to avoid getting close to the spectators. We have paid from **\$36,000 to over \$130,000** for these types of claims.
- At some events the audience is just having fun by tossing things around within the crowd. We have never heard of a beach ball causing any problems but we have had someone struck by a flying drumstick. Flying drumsticks can result in bodily injury, such as head trauma, and can pay out **\$58,000!** Who would have thought!?
- You wouldn't think much of an extension cord being used in the area where you are performing as a hazard, but think again. This type of claim happens more often than you would think. Our most common claims involve tripping and falling. If you notice exposed cables, wires or cords, contact a venue representative to have something put on top of them, securing them to avoid injury. This type of claim has paid out anywhere from **\$35,000 to more than \$1,000,000!**

- Wind plays a large roll in damage to property. Tents that are not weighed down enough can go airborne in a heartbeat hitting anything in their path. We have had many claims by the airborne tents, Easy Up's, etc. Some people will use five gallon buckets filled with cement or rocks to secure their tent and can still have problems. The little tent stakes that come with these units do not stand up to strong winds. Please use caution when securing your tent.

Inland Marine:

- NEVER leave anything unattended! Turn your back and someone will steal your stuff. You are packing up and run back to get something - Bam! Someone has taken what you left unattended.
- NEVER leave your vehicle or storage locker unlocked with valuable possessions inside. Your inland marine policy will not cover unsecured loss!

Claims for 2017-2018:

This past year we also have had the following claims submitted. Please keep in mind that only YOU can prevent an accident or injury from occurring. We are providing these details to help you think of anything that can be done to protect yourself and keep others safe from harm.

1. Performer was rehearsing for an event and broke a screen. The screen fabric needed to be replaced.
2. Performer caused property damage to a car when spray paint went beyond the area being painted. Remember to use tarps, drop clothes, or whatever necessary to keep your area clean and avoid damaging other people's property.
3. Performer experienced damage to show equipment and also had equipment stolen. This was covered by the Inland Marine policy!
4. Performer jumped into the arms of a spectator as a joke; hurting the spectator's back. Please avoid involving spectators in anything that can cause injury to them.
5. Vendor used a broken glass shelf in the booth and a spectator cut his knee on the broken shelf. Please check your equipment when setting up to make sure it is safe.
6. Performer was robbed of jewelry worn for the performance. Inland Marine coverage paid the full floater limit for the jewelry!
7. Performer set up their tent for painting faces. Strong winds destroyed the tent and the business personal property (face paints and supplies). Covered by the Inland Marine policy!
8. Performer lost business personal property (electronics) due to rain at an event and also had items stolen from the trailer. Covered by the Inland Marine policy!
9. Performer plugged equipment into a faulty outlet at the school blowing out the amplifier and speakers. Covered by the Inland Marine policy!
10. Merchandise was stolen from a business. Covered by the Inland Marine policy!

The major reason we are seeing rising costs in insurance is because of all types of policy claims across the board that have occurred. This past year we have had six substantial hurricanes, fifteen episodes of severe wind and hail damage in the Midwest, wildfires that ravaged land and homes, especially in California, major earthquakes, and devastating mudslides. In addition to increased occurrences, we are also seeing an increase in what is awarded to the injured parties through litigation. The high level of natural disasters has affected us all in many ways. For Specialty it has been a contributing factor in increased insurance premiums.

We feel that overall everyone is very safety conscious and for the volume of people we insure, you guys do a **GREAT JOB** of keeping the public safe. Please remember to extend the same consideration to fellow professionals and be mindful and respectful of boundaries and spaces, ensuring a fun, successful, and safe environment for all. We love hearing how you have prevented a potential problem by laying down a tarp, checking your equipment prior to use, having safety staff in place, or a staged "volunteer" planted in the audience to assist with your act. **Great job everyone!!!**

Please let us know if you have any questions or if there is anything we can do to design our policy to better meet your needs. We love to hear your thoughts and are happy to help in any way we can. We are planning on offering Commercial Auto this year, so let us know if you are interested!

Thank you for considering Specialty Insurance Agency - Performers of the U.S. & Vendors of the U.S. for your insurance needs! Have a great year, be safe, and keep smiling!

Stephanie Weiss and the Specialty Insurance Agency Staff