



Capacity by Joe Flood Insurance Brokerage

**CAPACITY
BY JOE FLOOD
INSURANCE**

Presented By: Joe "Flood" Rossi

Today's Presenter

Joe “Flood” Rossi, CFM, ANFI



- Founder: Joe Flood Insurance Brokerage
- Founder: Joe Flood Consulting
- Executive Director: Mass. Coastal Coalition
- Chair: IIABA Flood Insurance Task Force
- Chair: Flood Insurance Producers National Committee
- Certified Floodplain Manager
- Associate in National Flood Insurance
- Degree in Architecture from Wentworth Institute of Technology

Joe Flood Insurance Brokerage Overview

Overview

JFIB Founders:



Joe "Flood" Rossi
President, CEO
Email: joe@joefloodinsurance.com
Phone: 781.635.5152

- 12 years in flood industry
- 8 years in insurance industry
- Holds two flood designations (ANFI, CFM)
- Chairs several national committees



Art McKinney
Chief Operating Officer, Vice President
Email: art@joefloodinsurance.com
Phone: 860.752.0532

- 22 years in insurance industry
- Prior owner of independent agency
- Marketing rep at WYO for 8 years
- Holds ANFI designation



Josh Price
Chief Technology Officer
Email: josh@joefloodinsurance.com

- 20 years in flood industry
- Creator of the online LOMA program for FEMA
- Owner of MassiveCert, industry leader in flood data
- Building all JFIB technology

Capacity: Overview

Capacity by Joe Flood Insurance

Joe Flood's MGA product

- Backed by Chubb European and Lloyd's of London
- A++ and A paper
- Primary and excess
- Personal and Commercial
- Multi-building, multi-location
- Underwritten "in house"
- Excellent coverage
- lender compliant (primary)



**CAPACITY
BY JOE FLOOD
INSURANCE**

Capacity: Primary Program

Capacity Primary

Primary program:

- Limits:
 - \$10m building/contents/BI combination
 - Blanket limits or scheduled limits
- Eligible Risks:
 - Personal and Commercial
 - Almost all classes of CL risks
- TIV
 - Up to \$50m at any single location, \$500m on a schedule basis
 - More accepted on a submit basis

Capacity Primary

Primary program:

- Details:
 - No waiting period (building/contents)
 - BI/LOR waiting period of 14 days (30 days in TX and FL)
 - No elevation certs required (except in limited situations)
 - Lender compliant primary form
 - Modelled in house
 - **Layer with other programs**

Capacity Primary

Primary program:

- Coverages:
 - JFIB Endorsement (added to all primary policies):
 - \$100,000 of ICC coverage
 - Loss avoidance expanded to include boarding up windows/doors (\$10,000 available)
 - Replacement cost loss settlement (building and contents)
 - Limited basement contents coverage (\$2,000)
 - Lender compliant language
 - Deductibles equivalent to NFIP
 - Form follows NFIP (with JFIB endorsement additional coverages)

Capacity Primary

Primary program:

- Building Exclusions
 - Barrier Islands
 - All locations in V zones non elevated
 - Finished Basements
 - Risks that have suffered a prior flood loss (\$25k or more or less than 10 years) that have not been mitigated
 - Contents or BI only or Contents/BI combined only
 - Properties built on stilts over water
 - CBRA risks that are not elevated
 - Mobile, manufactured or prefabricated homes
 - CAT 1 exposed (CAT 2 or less exposed in FL) as modelled by JFIB (modelling results per request)

Capacity Primary

Primary program:

- Location Exclusions
 - Yolo County, **CA**
 - Canon City & Florence (Arkansas River), **CO**
 - Sterling (S Platte River), **CO**
 - Monroe Co, **FL**
 - Cedar Rapids, Davenport & Iowa City, **IA**
 - New Orleans, **LA**
 - Risks located south of the I10, **LA** or **MS**
 - Williamsport, Greensboro & Elkton, **MD**
 - Chesterfield, **MO**
 - Topsail Beach, **NC**
 - City of Minot, **ND**
 - Devils Lake & Stump Lake, **ND**
 - Fire Island, **NY**
 - Wilkes-Barre, **PA**
 - Block Island, **RI**
 - Daufuskie Island, **SC**
 - East of route 13 Accormack / Northampton, **VA**
 - Poquoson, **VA**
 - Risks located in Hampton, Norfolk, Roanoake, Maury River, Huntington, Franklin, Bone & Narrow, **VA**
 - Malibu through Santa Monica, **CA** – Risks located south or east (Pacific Ocean side) of Pacific Coast Highway 1
 - Padre Island, **TX**
 - Sacramento County, **CA**

Capacity: Excess Program

Capacity Excess

Excess program:

- Limits:
 - \$10m building/contents combination
 - Blanket or scheduled
- Eligible Risks:
 - Personal and commercial
 - Almost all classes of CL risks
- TIV
 - Up to \$50m at any single location, \$500m on a schedule basis
 - More accepted on a submit basis

Capacity Excess

Excess program:

- Details:
 - No waiting period (building/contents)
 - BI/LOR waiting period of 14 days (30 days in TX and FL)
 - No elevation certs required (except in limited situations)
 - Modelled in house
 - Blanket or scheduled
 - Underlying program does not need to be NFIP (reviewed on case-by-case basis)
 - 25% minimum earned
 - Can be manuscript to underlying forms (on case-by-case basis)

Capacity Excess

Excess program:

- Coverages:
 - Forms to follow NFIP or follow property policy
 - Replacement cost loss settlement
 - Can be layered with other programs
 - Can be part of layer at any attachment point

Capacity Excess

Excess program:

- Building Exclusions
 - Barrier Islands
 - All locations in V zones non elevated
 - Finished Basements
 - Risks that have suffered a prior flood loss (\$25k or more or less than 10 years) that were not mitigated
 - Contents or BI only or Contents/BI combined only
 - Properties built on stilts over water
 - CBRA risks that are not elevated
 - Mobile, manufactured or prefabricated homes
 - CAT 1 exposed (CAT 2 exposed in FL) as modelled by JFIB (modelling results per request)

Capacity Excess

Excess program:

- Location Exclusions
 - Fire Island, **NY**
 - Block Island, **RI**
 - Williamsport, Greensboro, Elkton, **MD**

Capacity: Special Program

Capacity Special Programs

Special program:

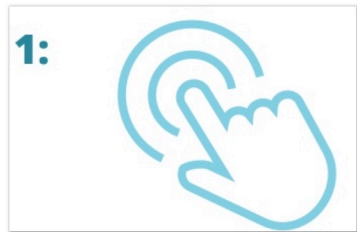
- Limits:
 - TIVs outside \$500m are put through our special program
 - Limits are unlimited but market must have appetite
- Eligible Risks:
 - commercial excess
- TIV
 - \$500m +
- Details
 - Forms are custom
 - Reserved for largest commercial clients (need 6 to 8 weeks)
 - For multiple buildings and multiple locations

Capacity: How to write

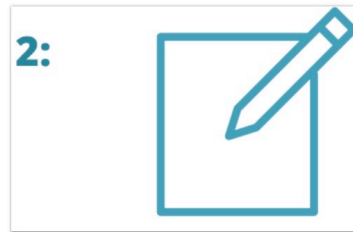
How to write

How to write:

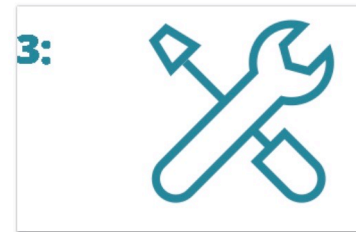
- Sign up with JFIB
- Submit a risk through our quoting portal
- We quote Capacity with every eligible risk
- Risk score 50 or lower get automatic quote
- Risk score 51 or higher goes to underwriting
- Risk score 100 and exposed to C1 surge: not eligible



**Sign up. It takes
2 minutes.**

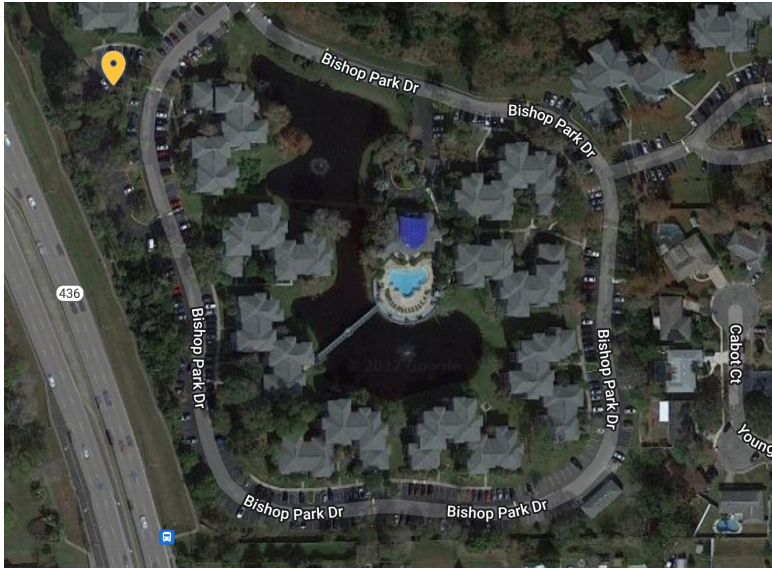


**Get flood quotes
using our online
form.**



**Talk to our team of
underwriters.**

How to write



SLOSH C1 Max	11.1 ft	SLOSH C2 Max	18.7 ft
SLOSH C3 Max	21.9 ft	SLOSH C4 Max	24.5 ft
SLOSH C5 Max	0 ft		



Flood Risk Score

How to write

Timelines:

- Personal lines risks: standard wait times based on the online portal (urgent(limited options)/48 hours/2-7 days)
- Commercial (small to medium up to \$5m to \$100m TIV): standard wait times: 2-7 business days
- Commercial (medium to large \$100m + TIV): 1-2 weeks ideal, 4 weeks better

How to write

Documentation/Info to underwrite:

- Prior declarations help
- Target premium
- If layering, underlying policy/limits
- If commercial or multiple locations, a **Statement Of Values (SOV)**
- Any type of elevation information that could help
- Anything requested by underwriting


Major Takeaways

Major Takeaways:

- Capacity: the proprietary flood insurance product from JFIB
- Capacity offers primary and excess coverage for both PL and CL risks
- TIVs large and small
- All risks modeled in house
- Layering with other programs
- Large commercial (500m TIV+) can be placed as well through our special programs

Born from experience.

Built for simplicity.



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(833) 534-2669

flood@joeflood
insurance.com

BRINGING MORE CAPACITY TO THE MARKETPLACE

Capacity is flood insurance underwritten by the experts at JFIB. Program highlights:

Primary and Excess Programs: Chubb European and Lloyd's paper*

AVAILABLE LIMITS: Up to \$10,000,000 building/contents combined limits for any one risk
 Blanket or scheduled limits

INSURABLE VALUE LIMITS: Insurable values up to \$25m + at any single location
 Insurable values up to \$250m + for multiple locations/schedules


ELIGIBLE RISKS: Residential, such as 1-4 family (primary/secondary), multi-family buildings, and more
 Commercial, such as manufacturing, hotels, warehouses, and more
 Residential and commercial condo buildings
 Elevated buildings in CBRA/OPA
 Buildings under construction (case by case basis)


WAITING PERIOD: No waiting period for any policy


CAPACITY CAPABILITIES: No elevation certificates are required
 Custom coverages included in the "JFIB Endorsement"
 Lender compliant form
 Replacement cost loss settlement on all policies
 Deductibles equivalent to the NFIP
 Capacity layers with other programs

EXCLUSIONS: Finished basements
 Prior losses that are non-mitigated
 CBRA/OPA non-elevated
 Exposed to CAT 1 surge (as determined by JFIB)
 Some other exclusions may apply

GET APPOINTED, SEND RISKS, THAT EASY.

- 

1: Go to joefloodinsurance.com/sign-up and complete the form. It takes 2 minutes.
- 

2: Go to joefloodinsurance.com/quote & send risk info using the online platform.
- 

3: Our underwriters work to get you the best price and coverage available. It's that easy!

The JFIB Endorsement expands the standard Capacity flood insurance primary forms. The endorsement adds NFIP compliant language and broader coverages that are proprietary to Capacity.

- + NFIP compliant language.
- + \$5,000 loss of use for residential 1-4 family dwelling and residential units.
- + \$2,000 of basement personal property coverage.
- + Private flood lender compliant guarantee.
- + Replacement cost loss settlement.
- + \$100,000 of Increased Cost of Compliance coverage.
- + \$10,000 loss avoidance. Loss avoidance expanded to include cost to board up windows and doors.

*Chubb European Group SE A++ rated paper by AM Best. AA rated by S&P. Lloyd's of London A rated paper

Contact us



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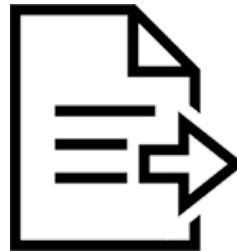
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www.joefloodinsurance.com



Go to www.joefloodinsurance.com/sign-up and complete the form. It takes 2 minutes.



Go to www.joefloodinsurance.com/quote and send risk info using the online form.



Our underwriters work to get you the best price and coverage available. It's that easy!