HARBOR RISK

A DIVISION OF
INNOVATION GROWTH PARTNERS SPECIALTY, LLC

The Hanover Marine Program

Why Harbor Risk?

As an experienced marine insurance leader, Harbor Risk is dedicated to its mission to proactively understand the unique insurance needs of our agents and their clients. Our strong and ongoing relationships are anchored by our team's in-depth experience and knowledge of recreational marine businesses. We specialize in providing tailored solutions to your marina, boat dealer, yacht club, artisan, ship repairer and boat building clients.

Harbor Risk has been underwriting the Hanover recreational marine business insurance program since 2001. Together, we provide a strong, long-term solution for your marine clients.

Harbor Risk has built a reputation as a top resource for recreational marine insurance across the country. Our knowledgeable team provides coverage options that protect critical business assets and operations. Our underwriters understand the types of exposure your clients face, so whether it's damage to a customer's boat while in for repair or damage to a dock caused by an unexpected wind event, our coverage options will respond and get your clients back up and running as soon as possible.

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Target Classes

- Marinas
- Boat Dealers
- Yacht Clubs, including Sailing Schools
- Yacht/Boat Brokers
- Marine Artisans/Ship Repairers
- Boat Builders (sprinklered buildings)

Territory

We write in all states except Alaska, Florida, and Hawaii.

Minimum Premium

- $3,500

Product and Coverage

- Commercial Auto—Maximum Limits: $1,000,000 CSL. We must write the package policy.
- Marine Excess over package policy up to $5,000,000 with no SIR, that can extend over other carrier (at least A- Rated) Auto and Workers' Compensation
- Workers' Compensation can accompany any of our risks except for boat builders, vessel operators and diving operations. USL&H – If Any only.

Appetite

Operations for marine business may include:

- Boat rental (excluding PWC rental)
- Hauling/Launching
- Fueling
- Local Transport
- Boat Repair
- Slip Rental
- Boat Storage (rack and non-rack storage)
- Boat Sales (new and used)
- Brokered Boat Sales
- OTC Retail Supplies and Parts
- Stores
- Sailing/Rowing Schools

Some additional marina, boat dealer, and yacht club exposures we can help with include:

- Restaurants
- Liquor (served and/or OTC)
- Hotels/Motels/Campgrounds
- LRO
- Pools/Swimming Areas
- Vacant Land
- Tennis Courts
- Playgrounds
- And more…contact us!

We typically like to see non-marine exposure around 30% of the risk, and may be able to review for higher non-marine operations percentage depending on where it's located (for instance, northern states may have more non-marine due to a longer winter season).

Package Policies

Package policies can include coverage for:

- Property
- General Liability
- Protection & Indemnity (P&I)
- Owned Boat Coverage (Vessel Physical Damage)
- Marina Operators' Legal Liability
- Boat Brokers Legal Liability
- Yacht Club Legal Liability
- Piers and Docks
- Machinery & Equipment
- Boat Dealer Inventory
- EDP
- Fine Arts
- Crime
- EPLI
- Employee Benefits
- Data Breach/Cyber Liability
- Regatta Liability
- Regatta Borrowed Boat
- Sailing/Rowing School
- Sudden & Accidental Pollution (GL, P&I, and MOLL)
- Liquor Liability

Contact us today to learn more.

Whether Hanover appointed or not, Harbor Risk can provide comprehensive solutions to help you navigate the complexities of marine insurance.

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