



# Signature Programs at a Glance

## Community

Program Name	Products Include		Contact
<b>All Lines Aggregate</b> Larger public entities to include scholastic risks that have a self-insured retention greater than \$50,000 or entities that are seeking to go self-insured.	<ul style="list-style-type: none"><li>• Property</li><li>• General liability</li><li>• Auto</li><li>• Law enforcement</li><li>• Public officials</li></ul>	<ul style="list-style-type: none"><li>• Excess</li><li>• Workers' Compensation</li><li>• All lines aggregate<sup>1</sup></li></ul>	Bob Lombard (775) 360 6626 Bill Davidson (415) 244 4019
<b>First-Dollar Public Entity (under 75,000 population)</b> Municipalities, cities, townships, water and sanitation, and special districts.	<ul style="list-style-type: none"><li>• Property</li><li>• General liability</li><li>• Auto</li></ul>	<ul style="list-style-type: none"><li>• Law enforcement</li><li>• Public officials liability</li></ul>	Bob Lombard (775) 360 6626 Gordon Kazi (609) 902 0116
<b>Large Public Entity (above 75,000 population)</b> Larger municipalities and scholastic risks, target municipality populations over 75,000 and looking for entities with a total cost of risk in excess of \$400,000.	<ul style="list-style-type: none"><li>• Property</li><li>• General liability</li><li>• Auto liability</li></ul>	<ul style="list-style-type: none"><li>• Physical damage</li><li>• Public officials liability</li></ul>	Bob Lombard (775) 360 6626 Bill Davidson (415) 244 4019

<sup>1</sup>Available to include clash coverage and aggregate excess protection.

## Construction

Program Name	Products Include		Contact
<b>Crane &amp; Rigging</b> Crane rental with operator, bare crane rental, rigging, millwright, and specialized transportation.	<ul style="list-style-type: none"> <li>• General liability</li> <li>• Riggers liability</li> <li>• Auto</li> <li>• Excess</li> </ul>	<ul style="list-style-type: none"> <li>• Workers' Compensation</li> <li>• Property</li> <li>• Inland marine</li> </ul>	Rikki Concannon (412) 224 5506
<b>Inland Marine Hypermarket</b> Oil and gas equipment, wind farms, warehouses, broadcasting property and equipment, electronic equipment, machine shops, rental equipment dealers, scaffolding, crane, builders risk, any equipment-driven risk, building material dealers, general contractors, courier and small package delivery, railroad rolling stock, warehouseman's legal liability, and wind coverage.	<ul style="list-style-type: none"> <li>• Inland marine</li> <li>• Property</li> </ul>		Rikki Concannon (412) 224 5506
<b>Rental Equipment</b> Rentals to homeowners/small contractors for hand/power tools, outdoor power equipment, lighter construction equipment and recreational/party equipment.	<ul style="list-style-type: none"> <li>• General liability</li> <li>• Auto</li> <li>• Excess</li> </ul>	<ul style="list-style-type: none"> <li>• Workers' Compensation</li> <li>• Property</li> <li>• Inland marine/contractors' equipment</li> </ul>	Rikki Concannon (412) 224 5506
<b>Scaffold &amp; Access</b> Contractors working with supported scaffold, construction hoists, construction elevators, mast climbers, and swing staging.	<ul style="list-style-type: none"> <li>• General liability</li> <li>• Auto</li> <li>• Excess</li> <li>• Workers' Compensation</li> </ul>	<ul style="list-style-type: none"> <li>• Property</li> <li>• Inland marine/contractors' equipment</li> </ul>	Rikki Concannon (412) 224 5506

## Health

Program Name	Products Include		Contact
<b>Podiatry Choice</b> Podiatrists: individuals and groups, full- and part-time practices (key agents).	<ul style="list-style-type: none"> <li>• Professional liability, including cyber liability and protection plus</li> </ul>		Karen Babin (719) 219 2623
<b>Social Services</b> Foster/adoption placement agencies, drug and alcohol rehab facilities, sober living, senior homes, group homes for the developmentally disabled, home healthcare, outpatient hospice care, crisis hotlines, and shelters.	<ul style="list-style-type: none"> <li>• Professional liability</li> <li>• General liability</li> <li>• Abusive conduct on the lines of business</li> <li>• Auto</li> </ul>	<ul style="list-style-type: none"> <li>• Property</li> <li>• Excess</li> <li>• Workers' Compensation</li> </ul>	Sonya Ensminger (360) 626 6191 Susan Esparza (360) 626 6183 Robin Stolle (360) 626 6190

## Sports

Program Name	Products Include		Contact
<b>Amateur Sports</b> Youth and adult teams, leagues, tournaments, sports camps, and clinics.	<ul style="list-style-type: none"> <li>• General liability</li> <li>• Excess</li> <li>• Accident</li> <li>• Directors &amp; Officers</li> <li>• Employment practices liability</li> </ul>	<ul style="list-style-type: none"> <li>• Crime</li> <li>• Inland marine</li> <li>• Property</li> <li>• Cyber</li> <li>• Auto</li> </ul>	Will Krouslis (973) 921 8076
<b>Golf &amp; Country Club</b> Private golf and country clubs; semiprivate clubs; city clubs; golf course communities; tennis clubs; golf management companies; and national, state and local golf associations.	<ul style="list-style-type: none"> <li>• Property</li> <li>• General liability</li> <li>• Excess</li> <li>• Directors &amp; Officers</li> <li>• Employment practices liability</li> <li>• Crime</li> <li>• Fiduciary</li> </ul>	<ul style="list-style-type: none"> <li>• Pesticide</li> <li>• Herbicide</li> <li>• Pollution</li> <li>• Auto</li> <li>• Cyber</li> <li>• Accident</li> <li>• Inland marine</li> <li>• Workers' Compensation</li> </ul>	Tom Walker (973) 921 8098 Peter Small (973) 921 8160 Felicia Vega (973) 921 8155
<b>Health &amp; Fitness</b> Multisport indoor facilities, health, and fitness facilities.	<ul style="list-style-type: none"> <li>• General liability</li> <li>• Excess</li> <li>• Accident</li> <li>• Directors &amp; Officers</li> <li>• Employment practices liability</li> </ul>	<ul style="list-style-type: none"> <li>• Crime</li> <li>• Inland marine</li> <li>• Property</li> <li>• Cyber</li> <li>• Auto</li> </ul>	Will Krouslis (973) 921 8076 Peter Small (973) 921 8160
<b>Resident Camps &amp; Day Camps</b> Residential camps, religious-affiliated camps, private camps, conference and retreat centers, experiential education programs, and adventure/travel programs.	<ul style="list-style-type: none"> <li>• Property</li> <li>• General liability</li> <li>• Excess</li> <li>• Directors &amp; Officers</li> <li>• Employment practices liability</li> <li>• Crime</li> </ul>	<ul style="list-style-type: none"> <li>• Fiduciary</li> <li>• Auto</li> <li>• Cyber</li> <li>• Accident</li> <li>• Inland marine</li> </ul>	Peter Small (973) 921 8160 Maryann Mueller (845) 794 3113
<b>USA Softball</b> USA softball players, coaches, officials, umpires, camps, clinics, and tournaments.	<ul style="list-style-type: none"> <li>• General liability</li> <li>• Excess</li> <li>• Accident</li> <li>• Directors &amp; Officers</li> <li>• Employment practices liability</li> <li>• Crime</li> <li>• Property</li> </ul>	<ul style="list-style-type: none"> <li>• Cyber</li> <li>• Auto</li> <li>• Tournament</li> <li>• Clinic</li> <li>• Umpire</li> </ul>	Margaret Schubkegel (973) 921 8236 Kathleen Lazarro (973) 921 8262

## Workers' Compensation

Program Name	Products Include	Contact
<b>ABC-Michigan Self-Insured Workers' Compensation Fund</b> Wide range of construction classes and suppliers to the construction industry.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Sharon Novasel (517) 664 2733 Dawn Simmon (517) 664 2754
<b>CAP SIG</b> California-based private schools and universities.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	L.J. Battagliese (610) 647 4466 Jackie Harris (610) 249 2460
<b>California Agribusiness Solutions</b> Farm labor contractors, nurseries, wineries, family farms, packing houses and short-haul trucking.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Mark Williams (858) 724 5012 Dayna Schneider (858) 724 5082
<b>California Contractor Solutions</b> Home remodel trades, landscapers, janitorial, sand and gravel haulers, service, and artisans.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Mark Williams (858) 724 5012 Dayna Schneider (858) 724 5082
<b>California Distressed Risk Solutions</b> Heavier in class operations, high ex-mods, large accounts, lapse in coverage and new ventures.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Mark Williams (858) 724 5012 Dayna Schneider (858) 724 5082
<b>California Healthcare Solutions</b> Alcohol and drug recovery homes, home healthcare, nursing homes, and residential care facilities.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Mark Williams (858) 724 5012 Dayna Schneider (858) 724 5082
<b>California Main Street Solutions</b> Grocery stores, hotels, manufacturing, restaurants, retail and wholesale.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Mark Williams (858) 724 5012 Dayna Schneider (858) 724 5082
<b>GuardianComp, Inc.</b> California nonprofit nursing homes and continuing care facilities.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	L.J. Battagliese (610) 647 4466 Jackie Harris (610) 249 2460
<b>Michigan Cleaning Fund</b> Dry cleaning, industrial laundries, carpet cleaners, car washes and commercial janitorial operations.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Sharon Novasel (517) 664 2733 Dawn Simmon (517) 664 2754
<b>Michigan Clubs Fund</b> Country clubs, golf courses (public and private), athletic clubs, yacht clubs, hunt clubs, ski clubs and riding clubs.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Sharon Novasel (517) 664 2733 Dawn Simmon (517) 664 2754

Program Name	Products Include	Contact
<b>Michigan Food Processing &amp; Distribution Fund</b> Food processing, food wholesale, milk haulers and food distribution, including pet food.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Sharon Novasel (517) 664 2733 Dawn Simmon (517) 664 2754
<b>Michigan Grocers Fund</b> Supermarket and/or grocery stores whose volume of sales is primarily engaged in selling a general line of food and beverages, such as canned and frozen foods, dairy products, a variety of beverages (including alcohol), fresh fruits and vegetables, fresh and prepared meats, fish, and poultry.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Sharon Novasel (517) 664 2733 Dawn Simmon (517) 664 2754
<b>Michigan Horticulture Industries Fund</b> Florists, landscapers, nurseries, greenhouses, sod farms, garden centers and wholesale suppliers.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Sharon Novasel (517) 664 2733 Dawn Simmon (517) 664 2754
<b>Michigan Restaurant &amp; Lodging Fund</b> All restaurants with sit-down table service, fast food, family-style, fine dining, bar and grill, delis, coffee shops, banquet facilities, all hotels, motels, inns, and resorts, including seasonal and non-franchised.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Sharon Novasel (517) 664 2733 Dawn Simmon (517) 664 2754
<b>PEO and Temporary Staffing Program</b> Specializes in professional employer organizations (PEO) and temporary staffing program — countrywide, broad class code appetite. Guaranteed cost, intermediate and high-deductible options.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	Dino Fabrizio (407) 758 8658
<b>QualityComp, Inc.</b> California nonprofit social service agencies.	<ul style="list-style-type: none"> <li>Workers' Compensation</li> </ul>	L.J. Battagliese (610) 647 4466 Jackie Harris (610) 249 2460

### About RPS Signature Programs

RPS Signature Programs manages a variety of specialized programs on behalf of highly rated carriers, offering proprietary insurance solutions in niche markets. Headquartered in Rolling Meadows, Illinois, RPS Signature Programs is a division of Risk Placement Services, one of the nation's largest specialty insurance product distributors.

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