

## In-Force Programs - Alternative Markets

Industry	MGU	Descriptions
Auto Dealers	Allied American Underwriting (AAU)	Full service automobile dealerships
Auto Dealers & Plastics Manufacturing	InterCare Specialty Risk	Full service MGU specializing in Auto Dealers & Plastics Manufacturing. Aggressive claims involvement with focus on speedy RTW.
Credit Unions	AAU	Full service Credit Unions
Food Processing & Distribution	Atlas	Food Processing & Distribution
Gun/Hunt Clubs	The Holdren Insurance Group	The gun clubs can range from an indoor range with sales and services of weapons to outdoor trap, skeet ranges, sporting clay courses, pistol and rifle target practice. The locations of the risks vary from the suburban to rural atmosphere. The split between private and public shooting ranges is about 50/50. Weapons used can be hand guns, rifles, and shot guns.
Healthcare	Intercare Specialty Risks	Acute Care Centers, Small Hospitals, Hospice, Physicians Groups, Senior Living Facilities
Healthcare	Prarie Risk Partners, Ltd.	Healthcare/Nursing Homes and Manufacturing
Healthcare	Prism	Assisted Living Facilities/CCRC, Hospice, Long-Term Care Facilities, Skilled Nursing Facilities, Small/Regional Hospitals
Light Manufacturing	PointSure	Middle Market MGU with focus on light manufacturing risks in the western states.
Marine Dealers and Marinas, Restaurants	Midland Management	New and used boat dealers (new/used sail/power), boat service and storage, and marina services. Restaurants.
Mountain Resorts	Willis of New Hampshire dba Willis Programs	Year-round operations of ski resorts including ancillary services
Property Management	Allied Insurance Brokers, Inc	Property Management firms and Residential Building Managers located in the Mid-Atlantic and Northeast
Retail, Hospitality, Schools, Manufacturing	Matias Underwriters	Middle Market MGU with Focus on Retail, Schools, Hospitality and Light Manufacturing
Sports & Entertainment	American Specialty	Venues, Sports Teams (Front Office & Coaches /Trainers Only), Governing Bodies, Fairs and Family Entertainment Centers

### SBIC Contact Information:

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Industry	MGU	State(s)*	Minimum Premium	Contact Information	Phone Number	E-Mail
Auto Dealers	AAU InterCare Specialty Risk	Southern & Gulf States Western Region	10,000 Plastics - 35,000 Auto - 10,000	Troy Fornof Renee Iaia	800.886.3897 714.865.9331	tfornof@usgins.com Rlaia@intercaresr.com
Credit Unions	AAU	Southern & Gulf States	15,000	Troy Fornof	800.886.3897	tfornof@usgins.com
Food Processing & Distribution	Atlas	All States except NY and WV	25,000	Robert Etzler	619-768-6575	robert@atlas.us.com
Gun/Hunt Clubs	The Holdren Insurance Group	All states except NY, WV, and monopolistic states	5,000	Chuck Holdren	310.356.5800	chuck@theholdrengroup.com
Healthcare	Intercare Specialty Risks Prarie Risk Partners, Ltd. Prism	Western Region IA, IL, IN, MI, MN, MO, WI Northeast/Mid-Atlantic	10,000 30,000 100,000	Larry Allen Steve Metzger Scott Taylor	916.577.1507 847.813.5765 917.755.0168	lallen@intercaresr.com steve.metzger@prarierisk.com staylor@prismconsultants.com
Hospitality	Matias Underwriters	CT, DC, DE, FL, GA, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, NC, NE, NH, NJ, OK, RI, TN, TX, VA, VT, WI	25,000	Glenn Matias Janis Intrieri	941.487.5867 941.487.5868	glenn@matiasund.com jintrieri@matiasund.com
Marine Dealers and Marinas, Restaurants	Midland Management	Nationwide	5,000	Patricia Songer	405-840-0074 ext. 1741	psonger@midman.com
Manufacturing	Matias Underwriters  PointSure	CT, DC, DE, FL, GA, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, NC, NE, NH, NJ, OK, RI, TN, TX, VA, VT, WI Western Region	25,000  75,000	Glenn Matias  Steve Ritchie	941.487.5867  206.269.8617	glenn@matiasund.com  Steve.Ritchie@pointsure.com
Mountain Resorts	Willis of New Hampshire dba Willis Programs	Nationwide	50,000	Bo Adams (E) Frank Freeman (W)	603.334.3002 801.316.6936	bo.adams@willis.com frank.freeman@willis.com
Plastics Manufacturing	InterCare Specialty Risks	Western Region	25,000	Renee Iaia	714.865.9331	Rlaia@intercaresr.com
Property Management	Allied Insurance Brokers, Inc	Mid-Atlantic & Northeast	5,000	Jeff Marsh	443.828.6327	jeffmarsh@alliedbrokersinc.com
Retail	Matias Underwriters	CT, DC, DE, FL, GA, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, NC, NE, NH, NJ, OK, RI, TN, TX, VA, VT, WI	25,000	Glenn Matias Janis Intrieri	941.487.5867 941.487.5868	glenn@matiasund.com jintrieri@matiasund.com
Schools	Matias Underwriters	CT, DC, DE, FL, GA, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, NC, NE, NH, NJ, OK, RI, TN, TX, VA, VT, WI	25,000	Glenn Matias Janis Intrieri	941.487.5867 941.487.5868	glenn@matiasund.com jintrieri@matiasund.com
Sports & Entertainment	American Specialty	Nationwide - Where Licensed	2,500	Stan Sheehan	260.673.1167	ssheehan@amerspec.com

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\* Excluding WV

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LRARO or incidental only (<15% payroll)