



Structure Summary

NON-TRADITIONAL RISK MANAGEMENT IN ACTION

2021/2022 Policy Year

CIRCA ADVANTAGES

- > LONG-TERM SOLUTION FOR MANAGING INSURANCE COSTS
- > STABILITY FOR RISK MANAGEMENT PROGRAM
- > OPPORTUNITY TO CAPTURE UNDERWRITING AND INVESTMENT INCOME (\$22.9 MILLION IN SHAREHOLDER DIVIDENDS SINCE 2010)
- > BROAD COVERAGES
- > INTERACTION/PARTNERING WITH OTHER CONTRACTORS (BEST PRACTICES)
- > EQUITY GROWTH
- > 16 BEST-IN-CLASS CONTRACTOR MEMBERS (APPROXIMATELY \$525 MILLION IN TOTAL PAYROLL)
- > FOCUS ON AND STABILITY THROUGH SAFETY AND CLAIMS MANAGEMENT
- > DRAMATICALLY OUTPERFORMS THE TRADITIONAL INSURANCE MARKET

CIRCA Profile

Founded in 2005, Construction Insurance and Risk Captive of America, Limited (CIRCA) is a Vermont-domiciled and licensed Group Reinsurance Company that is fully designed, owned and operated by an elite group of contractors.

Through this approach, CIRCA has established strong, effective safety management programs and developed active claims management controls -- a catalyst for making contractors better. With results that routinely out-perform industry results, CIRCA is positioned for longevity in the construction captive industry.

CIRCA is committed to placing control back into the hands of its members. Further strengthening CIRCA is the peer group philosophy adopted by the shareholders. Within CIRCA's culture, shareholders find a community that is actively involved in the betterment of all companies.

Our product offerings

CIRCA utilizes annual guaranteed cost policies that are fully fronted by Arch Insurance Company (rated A+, XV by A.M. Best).

CIRCA assumes liability for all contractor shareholders within the following lines of business:

- Commercial Automobile Liability (issued with a \$5 million primary limit)
- Commercial Auto Physical Damage (issued with a \$5 million primary limit)
- Commercial General Liability (issued with a \$5 million primary limit)
- Workers' Compensation and Employers' Liability (issued with statutory limits and with a \$1 million Employers' Liability limit)



Tracy Schieffer, Vice President of A. L. Helmcamp

"Being in Circa has made us a better company. Having peers that we can share information with and bringing safety up to best in class standards not only helps us gain more profits, but also makes our company more marketable in our competitive industry."

CONSTRUCTION INSURANCE AND RISK CAPTIVE OF AMERICA, LIMITED (CIRCA)

www.circalimited.com

► Our core product offerings

CIRCA Ltd takes all of the risk in the primary loss layer of \$550,000. This loss layer is broken down per the summary below:

- First \$125,000 is allocated entirely to the individual shareholder (A Fund)
- The next \$175,000 xs of \$125,000 is allocated entirely to the individual shareholder (B Fund)
- The \$250,000 xs of \$300,000 is allocated pro-rata to all shareholders based on their annual premium contribution (C Fund)

In addition, CIRCA Re (a separate owned reinsurance cell captive) retains excess layers within the program offering, CIRCA Re's participation is as follows:

- 50% Quota Share of the \$450,000 excess \$550,000
- 33 1/3% Quota Share of the \$1,000,000 excess \$1,000,000
- 25% Quota Share of the \$1,000,000 excess \$2,000,000
- 25% Quota Share of the \$2,000,000 excess \$3,000,000

Throughout this offering, CIRCA shareholders have the opportunity to recoup insurance premiums in the historically profitable excess layers and efficiently manage the excess market pricing and coverage.

WHY INCREASED LIMITS & CIRCA RETENTION?

- > PROACTIVE APPROACH TO INCREASING MARKET AND CONTRACTUAL DEMANDS FOR HIGHER PRIMARY LIMITS
- > LEVERAGING OF CIRCA'S CLAIMS INVOLVEMENT AND SERVICES ON POTENTIAL LOSSES UP TO \$5M
- > ADDITIONAL PREMIUM CAPTURE AND POTENTIAL INCREASED DIVIDEND PAYMENTS CONSIDERING HISTORICAL PERFORMANCE
- > INCREASED INVESTMENT INCOME, ATTRIBUTED TO ADDITIONAL RETAINED PREMIUM
- > ABILITY TO INFLUENCE EXCESS AND CONTROL EXCESS

25% QUOTA SHARE OF \$2,000,000 xs \$3,000,000 CIRCA Re	25% QUOTA SHARE OF \$2,000,000 xs \$3,000,000 Re Partner	50% QUOTA SHARE OF \$2,000,000 xs \$3,000,000 ARCH
25% QUOTA SHARE OF \$1,000,000 xs \$2,000,000 CIRCA Re	25% QUOTA SHARE OF \$1,000,000 xs \$2,000,000 Re Partner	50% QUOTA SHARE OF \$1,000,000 xs \$2,000,000 ARCH
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\$250,000 xs \$300,000 CIRCA (C FUND)		
\$175,000 xs \$125,000 CIRCA (B FUND)		
FIRST \$125,000 CIRCA (A FUND)		

► Our distribution strategy

CIRCA works with approved, sophisticated construction-focused agencies that have a proven track record of servicing quality construction business.

LEARN MORE

LEARN MORE ABOUT CIRCA BY VISITING WWW.CIRCALIMITED.COM OR EMAILING JASON OSWALD AT JASON@CIRCALIMITED.COM



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Vermont-domiciled

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