

Submission from Jason Cedrone and Scott Irwin, Navacord

HOSPITALITY INSURANCE PROGRAM

March 25, 2021



NAVACORD®

ABOUT NAVACORD



Navacord is a leading insurance and risk management brokerage firm dedicated to providing expert solutions to businesses across Canada.

- Head office is located in Toronto with 40 branch offices
- Canadian privately owned and operated
- Dedicated Hospitality practice (since 1998)
- Professional Engineers work with clients to develop/implement risk management policies/procedures

INDUSTRY SPECIALIZATION



MANUFACTURING



CONSTRUCTION



DEALERSHIPS



FORESTRY/WOOD PRODUCTS



CANNABIS



NOT-FOR-PROFIT



REAL ESTATE

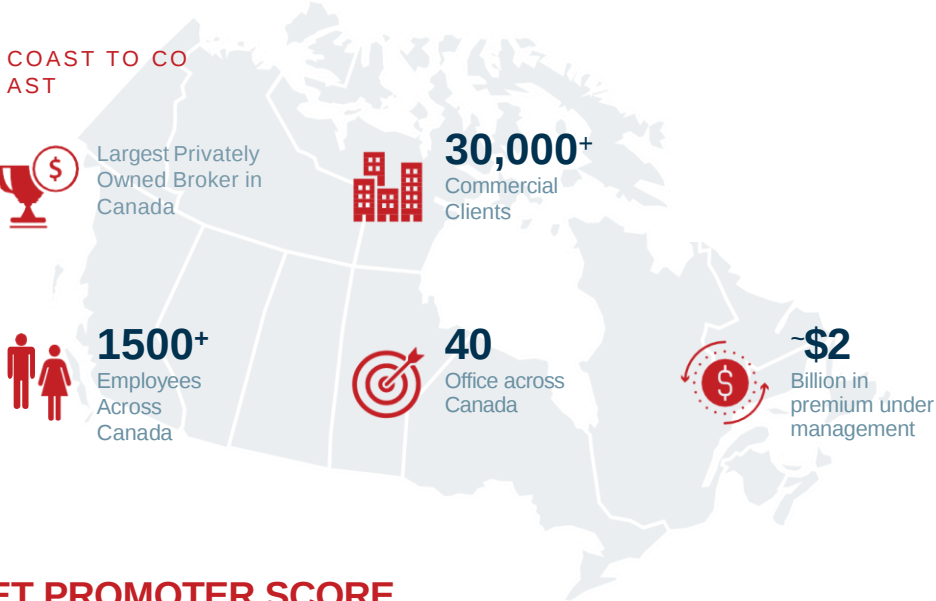


TRANSPORTATION

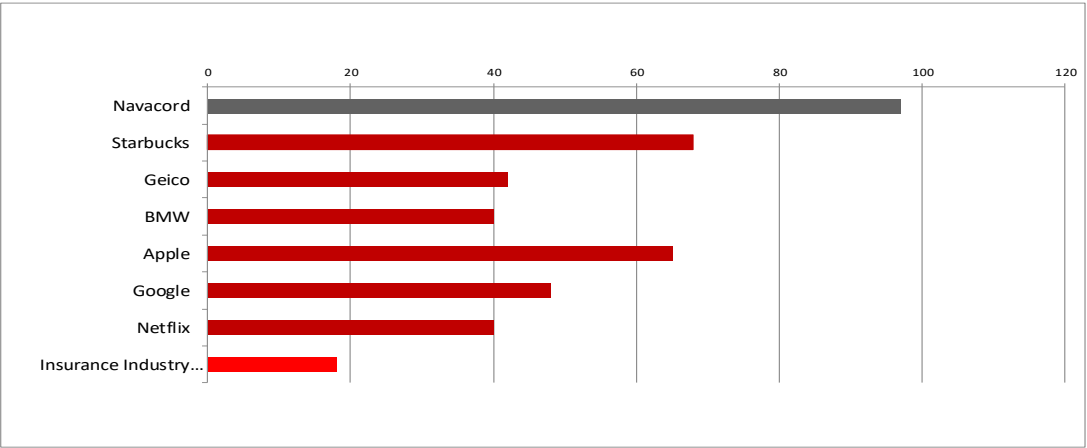


HOSPITALITY

NAVACORD FAST FACTS



NET PROMOTER SCORE



NAVACORD HOSPITALITY DIVISION (TORONTO HEAD OFFICE)



DANNY SGRO
Managing Partner,
Board Member



SCOTT IRWIN
Managing Partner,
Hospitality President



JASON CEDRONE
Partner, Hospitality
Division Director



DAVID BLOW
Account Executive



GRAHAM PARKER
Account Executive



JOSEPH BOZZO
Account Executive



CONNOR MCFALL
Account Executive



TRACY DREW
Account Executive



OMONDAH MORRISON
Account Manager



ANGELA IANNETTA
Analytics & Captives



SPENCER SHUSTERMAN
Claims Manager



TARIQ NOORHASSAN
Claims Manager



JAMIL KAMIL
Risk Manager



GARY BOILEAU
Risk Consultant



STEVE BAXTER
Risk Consultant

SAMPLE CLIENTS





SELECT HOSPITALITY OWNERS PROGRAM (SHOP)

This Hospitality Solution was developed and is exclusive to Navacord. SHOP covers a wide range of Hospitality Risks including:

- Live Music Venues
- Concerts
- Nightclubs
- Outdoor Events
- Bars
- Pubs
- Restaurants
- Banquet Halls
- Restaurants
- Fine Dining
- Family Restaurants
- Special Events
- Adult Entertainment



KEY SHOP PROGRAM FEATURES

Flexibility to pivot coverage with shifting operations

Guaranteed Rates for 2 years

- Subject to favorable loss run
- Offers cost certainty to Owner/Operators

Government Mandated Shut Down Protection

- Premium Rebates
- Flexibility to maintain premises coverage only

Full Liquor Liability Coverage Available

- Limits up to \$5million available
- Forcible ejection coverage available

Risk Management Services

- Included and offered in-house to assist Owner/Operators to develop and implement risk management policies/procedures

NEXT STEPS

1. Navacord to work with City of Toronto to facilitate access to SHOP for the 60 live music venues.
2. Navacord to develop cost savings insurance program structure.
3. Due to marketplace volatility, we recommend a group leveraged approach in order to secure the best possible outcome.