



## SolarPak<sup>SM</sup>: broad, innovative coverages for an evolving industry

### TRAVELERS INLAND

#### Renewable energy offers a wealth of opportunity in today's challenging market.

- **Demand is significant.** Global energy demand will be up more than 50% by 2030 with a declining fossil fuel supply.<sup>i</sup> U.S. commitment is to generate energy from renewable resources by at least 10% by 2012, and 25% by 2025 and is targeted to increase to 80% in 2035!<sup>ii</sup>
- **Opportunity for diversification.** A shift in market demands creates diversification opportunities for companies in construction, manufacturing and power production. Examples include construction firms expanding their client base (ex.- roofers - solar) and traditional energy providers entering the renewable energy field
- **Incentive dollars are attractive.** Significant (over \$50 billion) state and federal dollars are channeled to: financial incentives, infrastructure support, and research designed to drive growth and further development in the clean-energy arena <sup>iii</sup>

Inland Marine's *SolarPak* coverage is well positioned to help agents capitalize on these renewable energy opportunities and respond to the growing need for insurance for solar power generation installation and operations.

This combined form helps meet needs by providing a streamlined approach specifically crafted around how solar operations are doing business today

Avoid coverage gaps during transitions: *SolarPak* provides broad coverage, all in one form, for the entire lifespan of a solar operation from the builders' risk and installation phases until solar operations are complete, generating power and often generating income

The value we offer includes services that complement our product offerings. Our dedicated *EnergyPak* team experts in Underwriting, Risk Control, Specialty Investigations Group, and Claim help provide the best protection as customers' business operations change.

Our nationwide reach and local presence enables:

- Fast response and knowledge of regional needs
- Risk management services, site evaluations, theft recovery assistance and training geared to renewable energy clients
- The ability to round out accounts by offering associated liability coverages

With 25 years' experience in renewable energy, we understand exposures specific to this industry and offer best-practice solutions

<sup>i</sup> Forests and Energy, Key Issues (2008), Energy supply and demand: trends and prospects, p. 5 – 18

<sup>ii</sup> The Obama-Biden comprehensive New Energy for America plan

<sup>iii</sup> U.S. News and World Report, "What the Stimulus Package Does for Renewable Energy." March 6, 2009

# SolarPak product meets all your needs

What is your need?	Coverage	How Travelers addresses
<b>Technology changes rapidly. If I have a loss, will my property be replaced with up-to-date technology?</b>	Replacement cost valuation  Upgraded. New Generation Replacement Cost Coverage	Automatic guaranteed replacement cost whether or not property is replaced.  Additional 25% upgraded replacement cost up to \$1,000,000 (or as stated in declarations) in addition to policy limits (for total and partial loss) for replacement property which is more efficient and causes no greater harm to environment.
<b>If I have a total loss and my limits are not adequate, is there any recourse?</b>	Escalation clause	In the event of a covered loss, if limit is exhausted we provide up to “x%” (pre-negotiated additional percentage) of the total project limit.
<b>If a maintenance contractor causes a fire, do I have any coverage?</b>	Faulty Workmanship, Material, Design Exclusion & Coverage	In the event a fault or defect results in a covered cause of loss, we will pay for that resulting loss including loss or damage to original faulty, inadequate or defective covered property (replacement cost of).
<b>If my inverter breaks down, does my insurance respond?</b>	Mechanical Breakdown Coverage	Automatically included as a breakdown to covered equipment is a covered cause of loss.
<b>If there’s an error or unintentional omission, do I have any coverage?</b>	Error & Unintentional Omissions Coverage	Coverage extended.
<b>Recycling is important but costs more. Will insurance assist if there’s a covered loss?</b>	Green debris removal	We include additional expense for recycling.
<b>If parts are being shipped from overseas and they are damaged, do I have insurance protection?</b>	50/50 clause	We pay 50% of loss or damage to property previously in transit when it cannot be accurately determined where/when loss occurred. As many components come from overseas, this is a key coverage enhancement.
<b>I may be investing in Europe. Can Travelers support me?</b>	Coverage territory capabilities	Worldwide capabilities.
<b>If I’m looking for broad insurance protection and consider that fewer exclusions are better, how does Travelers respond?</b>	Willful act or willful negligence, unexplained or mysterious disappearance, shortage of inventory	No exclusion.
<b>I have a large solar farm, and some arrays will be generating power while others are still under construction. Can I insure both under one policy?</b>	Transition coverage from construction to permanent operations	Automatic seamless transition from builders’ risk to permanent property coverage for solar farms. Builders’ risk not needed to be within 1,000 ft.

To learn more, visit [travelers.com/inland](http://travelers.com/inland); contact your Inland Marine Regional Vice President or:

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