

Attach to every submission. Completed alongside ACORD 125, 126, 140 and 131 — questions already answered on those forms are not repeated here.

NAMED INSURED (AS IT WILL APPEAR ON THE POLICY)

EFFECTIVE DATE REQUESTED

SUBMISSION / QUOTE REF.

PRIMARY CONTACT

TITLE

EMAIL

PHONE

## A ENTITY & OWNERSHIP SCHEDULE

List every entity, DBA and affiliate to be named on the policy. Unnamed entities are not insureds.

| LEGAL ENTITY / DBA NAME | ENTITY TYPE | FEIN | % OWNED | RELATIONSHIP |
|-------------------------|-------------|------|---------|--------------|
|                         |             |      |         |              |
|                         |             |      |         |              |
|                         |             |      |         |              |
|                         |             |      |         |              |

YEAR CURRENT OWNERSHIP ACQUIRED THE BUSINESS

YEARS OF OWNER/PRINCIPAL INDUSTRY EXPERIENCE

NUMBER OF FULL-TIME / PART-TIME EMPLOYEES

A1 Has the applicant operated under any other name, or acquired/merged with another entity, in the last 5 years?

☐ Yes ☐ No

IF YES, EXPLAIN

A2 Are there any subsidiaries, joint ventures, or entities in which the applicant holds an interest that are NOT listed above?

☐ Yes ☐ No

IF YES, EXPLAIN

## B OPERATIONS & REVENUE ALLOCATION

Describe what the applicant actually does. Allocate 100% of projected revenue across distinct operations.

COMPLETE DESCRIPTION OF OPERATIONS (INCLUDE SERVICES PERFORMED, WHO THE CUSTOMERS ARE, AND HOW WORK IS OBTAINED)

| OPERATION / SERVICE PERFORMED | % OF REVENUE | ANNUAL REVENUE (\$) | IN-HOUSE OR SUBBED OUT |
|-------------------------------|--------------|---------------------|------------------------|
|                               |              |                     |                        |
|                               |              |                     |                        |
|                               |              |                     |                        |
|                               |              |                     |                        |
|                               |              |                     |                        |

TOTAL PROJECTED ANNUAL REVENUE / RECEIPTS

PRIOR YEAR ACTUAL REVENUE

TOTAL ANNUAL PAYROLL

B1 Has the nature or mix of operations changed materially in the past 3 years, or is a change anticipated?

☐ Yes ☐ No

IF YES, EXPLAIN

B2 Does the applicant perform any work, or sell any product, outside the operations described above?

☐ Yes ☐ No

IF YES, EXPLAIN

## C GEOGRAPHIC OPERATIONS

STATES WHERE OPERATIONS ARE PERFORMED

% OF REVENUE OUTSIDE HOME STATE

FURTHEST RADIUS FROM HQ (MILES)

C1 Does the applicant perform any work outside the United States, or export any product?

☐ Yes ☐ No

IF YES, EXPLAIN

**C2** Does the applicant hold all licenses, permits and registrations required in every state of operation? ☐ Yes ☐ No  
IF YES, EXPLAIN

**D PRIOR INSURANCE & LOSS HISTORY**

Attach currently valued loss runs for the last 5 years. Summarize below and narrate any loss over \$25,000.

| POLICY TERM | CARRIER | LINE OF COVERAGE | ANNUAL PREMIUM | # CLAIMS | TOTAL INCURRED |
|-------------|---------|------------------|----------------|----------|----------------|
|             |         |                  |                |          |                |
|             |         |                  |                |          |                |
|             |         |                  |                |          |                |
|             |         |                  |                |          |                |
|             |         |                  |                |          |                |

NARRATIVE FOR EACH LOSS OVER \$25,000 — CAUSE, CORRECTIVE ACTION TAKEN, AND CURRENT STATUS

**D1** Has any carrier declined, cancelled, non-renewed, or refused to renew coverage for the applicant in the last 5 years? ☐ Yes ☐ No  
IF YES, EXPLAIN

**D2** Is the applicant aware of any incident, claim, or circumstance that could reasonably result in a claim and has not been reported? ☐ Yes ☐ No  
IF YES, EXPLAIN

**D3** Has the applicant, or any principal, been the subject of a bankruptcy, tax lien, or judgment in the last 5 years? ☐ Yes ☐ No  
IF YES, EXPLAIN

REASON THE ACCOUNT IS BEING MARKETING (PRICING, COVERAGE GAP, SERVICE, CARRIER EXIT, NEW VENTURE, OTHER)

**E SUBCONTRACTORS & CONTRACTUAL RISK TRANSFER**

Complete this section if any work is performed by anyone other than a W-2 employee of the applicant.

ANNUAL COST OF SUBCONTRACTED WORK (\$)      % OF TOTAL WORK SUBCONTRACTED      # OF 1099 CONTRACTORS USED ANNUALLY

**E1** Are written contracts used with every subcontractor? ☐ Yes ☐ No  
IF YES, EXPLAIN

**E2** Do those contracts contain a hold-harmless and indemnification clause in favor of the applicant? ☐ Yes ☐ No  
IF YES, EXPLAIN

**E3** Are certificates of insurance collected from every subcontractor BEFORE work begins, and tracked to expiration? ☐ Yes ☐ No  
IF YES, EXPLAIN

**E4** Is the applicant named as an additional insured, on a primary and non-contributory basis, with waiver of subrogation? ☐ Yes ☐ No  
IF YES, EXPLAIN

MINIMUM GL LIMITS REQUIRED OF SUBCONTRACTORS      MINIMUM AUTO LIMITS REQUIRED      IS SUBCONTRACTOR WC REQUIRED?

**E5** Does the applicant ever work as a subcontractor for others, or sign contracts requiring it to assume another party's liability? ☐ Yes ☐ No  
IF YES, EXPLAIN

## F PERSONNEL, SCREENING & SAFETY CONTROLS

F1 Are criminal background checks performed on all employees prior to hire? ☐ Yes ☐ No  
IF YES, EXPLAIN

F2 Are motor vehicle records pulled at hire and reviewed at least annually for anyone who drives for the business? ☐ Yes ☐ No  
IF YES, EXPLAIN

F3 Is there a written safety program, and is documented safety training conducted? ☐ Yes ☐ No  
IF YES, EXPLAIN

F4 Are all employees legally authorized to work in the U.S., with I-9 documentation retained? ☐ Yes ☐ No  
IF YES, EXPLAIN

F5 Does the applicant use temporary staffing, leased employees, or a PEO? ☐ Yes ☐ No  
IF YES, EXPLAIN

F6 Has the applicant had any EPLI claim, EEOC charge, or wage-and-hour action in the last 5 years? ☐ Yes ☐ No  
IF YES, EXPLAIN

## G HIGHER-HAZARD OPERATIONS SCREENING

Check every activity the applicant performs, however incidental. Unchecked hazards that later appear can void coverage.

### Check all that apply:

- |                                                        |                                                       |                                                              |
|--------------------------------------------------------|-------------------------------------------------------|--------------------------------------------------------------|
| <input type="checkbox"/> Work at heights over 15 feet  | <input type="checkbox"/> Roofing (any)                | <input type="checkbox"/> Excavation or trenching             |
| <input type="checkbox"/> Demolition or wrecking        | <input type="checkbox"/> Hot work / welding / torch   | <input type="checkbox"/> Scaffolding erection                |
| <input type="checkbox"/> Crane or rigging operations   | <input type="checkbox"/> Asbestos, lead or mold work  | <input type="checkbox"/> Blasting or explosives              |
| <input type="checkbox"/> Confined space entry          | <input type="checkbox"/> Electrical over 600 volts    | <input type="checkbox"/> Structural steel erection           |
| <input type="checkbox"/> Work on or near water         | <input type="checkbox"/> Underground utilities        | <input type="checkbox"/> Aircraft or airport operations      |
| <input type="checkbox"/> Drone / UAS operations        | <input type="checkbox"/> Firearms carried or sold     | <input type="checkbox"/> Pyrotechnics or open flame          |
| <input type="checkbox"/> Care or supervision of minors | <input type="checkbox"/> Care of elderly or disabled  | <input type="checkbox"/> Animals kept or handled             |
| <input type="checkbox"/> Alcohol served or sold        | <input type="checkbox"/> Cannabis-related operations  | <input type="checkbox"/> Adult entertainment                 |
| <input type="checkbox"/> Amusement devices or rides    | <input type="checkbox"/> Athletic or sporting events  | <input type="checkbox"/> Passenger transportation            |
| <input type="checkbox"/> Hauling hazardous materials   | <input type="checkbox"/> Manufacturing of any product | <input type="checkbox"/> Professional advice given for a fee |
| <input type="checkbox"/> Storage of others' property   | <input type="checkbox"/> None of the above            |                                                              |

FOR EACH ITEM CHECKED ABOVE, DESCRIBE THE OPERATION, FREQUENCY, AND CONTROLS IN PLACE

## H SUPPLEMENTAL MODULE TRIGGERS

Answers here determine which additional CW&Co modules must be completed. Producer completes the right-hand column.

H1 Does the applicant have ANY exposure to minors, patients, residents, students, or vulnerable persons? (triggers CWCO-SUP-ABUSE) ☐ Yes ☐ No

H2 Do employees, owners, or volunteers drive ANY vehicle — owned, hired, rented, or personal — for business? (triggers CWCO-SUP-HNOA) ☐ Yes ☐ No

H3 Is property coverage requested at any location? (triggers CWCO-SUP-PROP) ☐ Yes ☐ No

H4 Is liquor sold, served, furnished, or permitted on premises? (triggers CWCO-SUP-LIQ) ☐ Yes ☐ No

H5 Does the applicant take temporary custody of property belonging to others? (triggers CWCO-SUP-BAIL) ☐ Yes ☐ No

H6 Does the applicant manufacture products under its own name? (triggers CWCO-SUP-MFG; private-label or distribution-only exposure is captured on CWCO-SUP-DIST) ☐ Yes ☐ No

| MODULE TRIGGERED | REQUIRED? | DATE SENT TO INSURED | DATE RECEIVED | PRODUCER INITIALS |
|------------------|-----------|----------------------|---------------|-------------------|
|                  |           |                      |               |                   |
|                  |           |                      |               |                   |
|                  |           |                      |               |                   |
|                  |           |                      |               |                   |

I ADDITIONAL INFORMATION

ANYTHING ELSE AN UNDERWRITER SHOULD KNOW — FAVORABLE RISK CHARACTERISTICS, UNUSUAL EXPOSURES, OR CONTEXT FOR THE LOSS HISTORY

J REPRESENTATIONS & SIGNATURE

The undersigned declares that the statements and answers given in this supplemental are true, complete and correct to the best of their knowledge, and that no material fact has been withheld or misstated. The applicant agrees that this supplemental, together with all ACORD applications and attachments, forms the basis of any submission to insurers and may be relied upon by them. Signing this supplemental does not bind coverage.

**FRAUD NOTICE:** Any person who knowingly and with intent to defraud any insurance company or other person files an application for insurance containing any materially false information, or conceals for the purpose of misleading information concerning any fact material thereto, commits a fraudulent insurance act, which is a crime and subjects such person to criminal and civil penalties. (State-specific fraud warnings apply; see state amendatory notice.)

|                                                   |                                     |             |
|---------------------------------------------------|-------------------------------------|-------------|
| APPLICANT / AUTHORIZED SIGNATURE (TYPE FULL NAME) | TITLE                               | DATE        |
| <div></div>                                       | <div></div>                         | <div></div> |
| PRODUCER — CORY WASHINGTON & CO. LLC              | PRODUCER SIGNATURE (TYPE FULL NAME) | DATE        |
| <div></div>                                       | <div></div>                         | <div></div> |