



**ACEC**  
Business Insurance Trust  
*Engineered for Peace of Mind*

**GREYLING**  
INSURANCE BROKERAGE | RISK CONSULTING  
A DIVISION OF EPIC

# ACEC BUSINESS INSURANCE TRUST PROGRAM

DECEMBER 7, 2022

# Agenda

What is the ACEC Business Insurance Trust

ACEC BIT Member Benefits

Types of Coverages offered

We understand YOUR Business with Experience

Why Join ACEC Business Insurance Trust

A Strategic Partnership with Meaningful Advice

# WHO WE ARE

- Greyling is the endorsed broker for ACEC member firms of all sizes and The Program Administrator for the ACEC Business Insurance Trust.
- The ACEC BIT, Greyling and The Hartford have combined efforts to offer a commercial insurance program with exclusive coverage specific to engineering exposures.
- The ACEC BIT Trustees are engineers and business owners like you who work closely with Greyling, the ACEC BIT Program Administrator, to oversee the performance and delivery of key benefits of the Program.
- Competitive and exclusive insurance rates.

## ACEC Business Insurance Trust *Engineered for Peace of Mind*

Since 1982 the ACEC BIT has partnered with brokers and insurers to provide insurance programs and solutions tailored for ACEC member firms, big and small



Greyling Insurance Brokerage, a division of EPIC, is the endorsed broker and program administrator for the ACEC BIT. Greyling was designed for design professionals and represents over one thousand engineering firms of varying sizes.



The Hartford is a key partner and the endorsed provider of the ACEC BIT's insurance program.



# ACEC

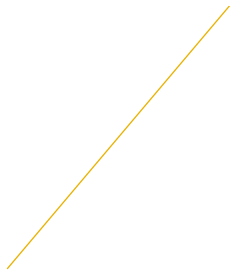
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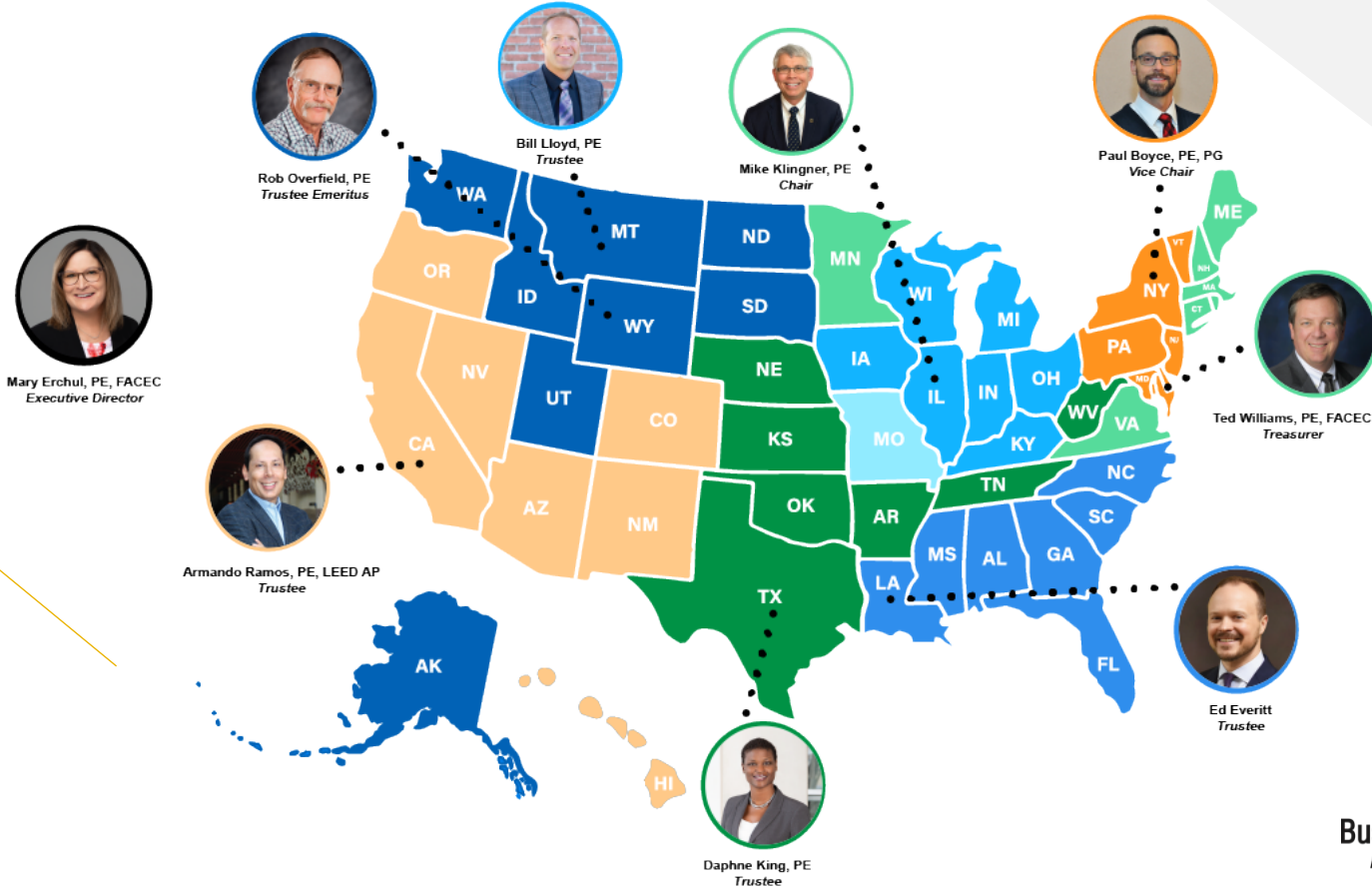


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# ACEC BIT REGIONAL TRUSTEES



# ACEC BIT Member Benefits



- **AUTO & PROPERTY DEDUCTIBLE ASSISTANCE**
- **PROFESSIONAL LIABILITY DEDUCTIBLE ASSISTANCE**
- **SPRING CONVENTION REIMBURSEMENT**
- **MEMBER FIRM ROYALTY SHARING**
- **COALITION DUES PROGRAM**
- **ACEC NATIONAL AND STATE SUPPORT**

# Auto & Property Deductible Assistance

- Deductible assistance for qualifying firms of a maximum \$1,000 per claim and \$10,000 total per year
- Form is on our website at: <https://acecbit.org/wp-content/uploads/2022/10/ACECBITAutoPropertyDeductibleAssistanceForm-Sept2022.pdf>

# Professional Liability Deductible Assistance

- This program is only available to firms who purchase PLI through the BIT Program.
- This program is only available to firms with \$2.5 million in revenue or less as noted on the last completed Professional Liability Application.
- This deductible assistance can only be used for claims that are resolved using the insurance company and the firm deductible for their current professional liability insurance.
- Insurance documentation of payment of deductible by firm must be provided.
- The maximum deductible assistance is \$10,000 annually by firm.
- The maximum deductible assistance is \$10,000 per claim by firm.
- Only one deductible assistance payment will be made on each settled claim per firm.
- Claims for deductible assistance must be made within 90 days of settlement.
- Deductible assistance for qualifying firms of a maximum \$1,000 per claim and \$10,000 total per year
- Form is on our website at: <https://acecbt.org/wp-content/uploads/2022/09/ACECBITPLIDeductibleAssistanceForm-Sept2022.pdf>



# Spring Convention Reimbursement

- Reimbursement for one member of a firm who is a member of the ACEC BIT for Spring Convention registration
- Reimbursement form sent out to attendees after Spring Convention

# Member Firm Royalty Sharing

- Royalty rewards your participation in the Program. Currently for firms with the highest premiums in the program.
- The process right now is to get premium numbers in the program from Hartford by mid-January for the prior tax year.
- We take that list, confirm ACEC membership, and do our analysis by the end of January, then meet as a committee in the beginning of February.
- We then make a decision on how much royalty to disperse based on available funds remaining from the prior year and try to get all checks out by the end of February.

# Coalition Dues Program

- On your behalf, the BIT will pay \$250 per year toward ACEC Coalition dues for the Small Firm Council, CASE, COPS, CAMEE, Geoprofessional, or Land Development Coalition

# ACEC National and State Support

- A successful program and low claims rate enables our Trustees to share part of the Program's royalties with ACEC National and State organizations. By participating in the BIT, you can indirectly support your national and state organizations.
- We send royalties to ACEC National every year based on how the program does in a given year.
- We also sponsor State MO events and give MOs Royalties each year based on their participation and support of the program.

# BUSINESS INSURANCE COVERAGE



Professional Liability



Property & General Liability



Workers' Compensation



Business Auto



Umbrella Liability



Cyber Liability



Executive Risk  
(D&O, EPLI, Fiduciary, Crime and K&R)



Drone Coverage



Large Firm Program



Personal Lines/Key Person



# Best-in-Class Professional Liability Insurance

The ACEC BIT Professional Liability Insurance Exchange, featuring pre-negotiated, best-in-class policy terms, conditions, and enhancements with industry leading professional liability insurance carriers could result in significant premium savings.

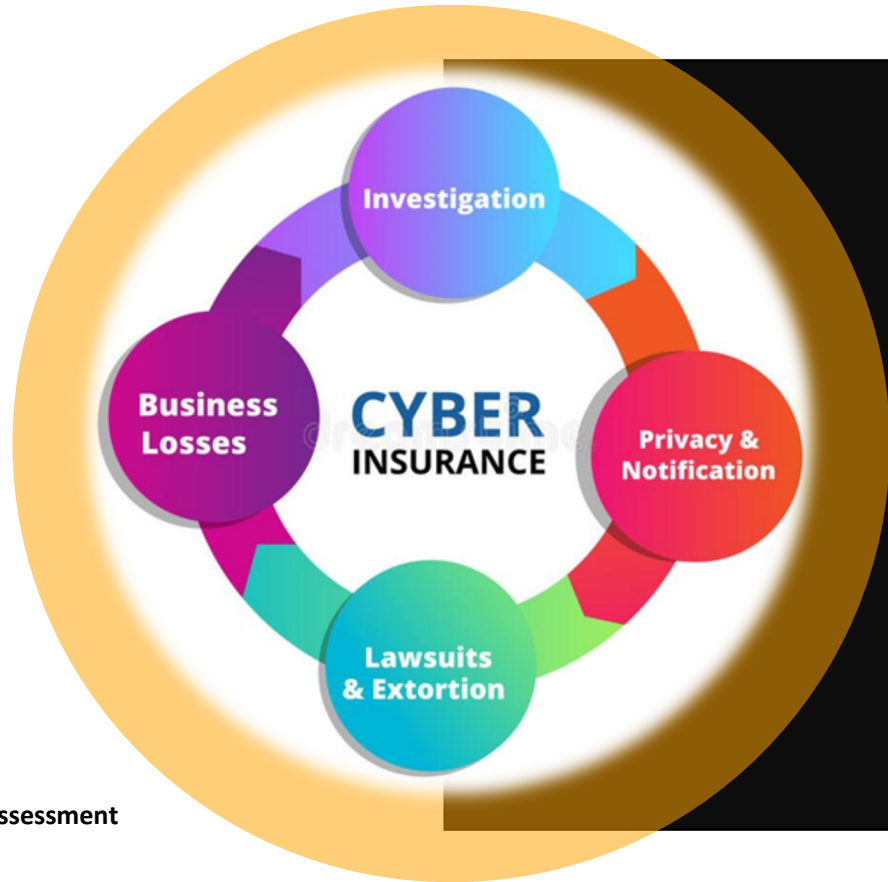
- ✓ Only one application – or use your existing application – will allow us to approach all carriers in the exchange
- ✓ The Professional Liability coverage is offered through a vetted panel of carriers with best-in-class coverage enhancements.
- ✓ Offered through the website [acecbit.org](http://acecbit.org).



# COMPLETE CYBER RISK INSURANCE SOLUTION

## Program Features

- **FREE** Cyber Risk Assessment
- Customizable insurance
- Rapid quoting
- 24/7 Security monitoring
- Alerts of cyber incidents
- Security tools to minimize risk
- Access to security experts



Visit <https://acecbit.org/cyber-quote> for your Free Cyber Risk Assessment



# WE UNDERSTAND YOUR BUSINESS & CLIENT EXPERIENCE

## Insurance Experts

Insurance Professionals with  
Decades of Design Firm  
Experience

Professional Liability  
Underwriters

## Multi-Focal View of Risk from Buyer's Perspective

## Legal & Risk Experts

General Counsels of ENR Top  
100 Design & Construction  
Firms

P.E. & Risk Manager of ENR  
Top 20 Civil Firm



# Why join the ACEC Business Insurance Trust

Members of the ACEC BIT enjoy a range of exclusive benefits including cost savings, organizational support, and access to a team of legal and risk management experts, not commonly available with a local broker.

*Contracts reviewed by industry attorneys*

Meaningful risk management training & advice

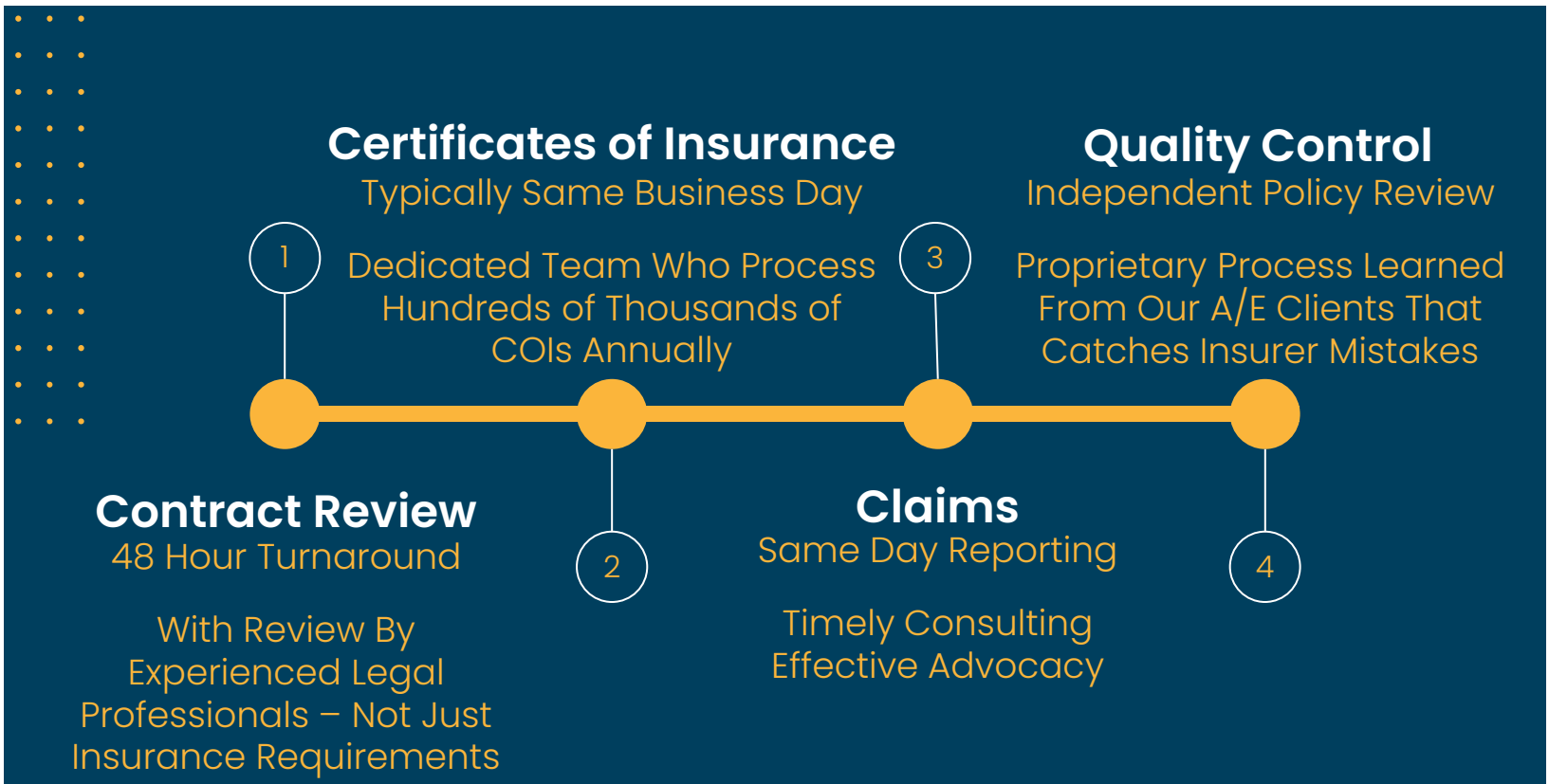
Claims advocacy by legal and industry experts

Competitive and exclusive insurance rates

Benchmark Data

Deep Dive Analysis

# Exceptional Day-to-Day Service



# A Strategic Partnership with Meaningful Advice

Claims consulting,  
reporting,  
management, and close  
relationships with inside  
and outside counsel

Prompt and effective  
risk management advice

Understanding and  
negotiating insurance  
coverage

Unparalleled access to  
insurers and  
underwriters

Renewals completed 3-  
4 weeks in advance of  
renewal date using our  
proprietary renewal  
timeline

Renewal certificates  
received by your clients  
before renewal

A valued relationship  
that gives your firm a  
**competitive advantage**  
in the industry

VOLKERT

ARUP

**ENR**  
Engineering News-Record



Geosyntec  
consultants  
engineers | scientists | innovators



**WJE** | ENGINEERS  
ARCHITECTS  
MATERIALS SCIENTISTS  
Wiss, Janney, Elstner Associates, Inc.



**Thornton Tomasetti**



**RS&H**

**KPF**



**SYSKA HENNESSY**  
GROUP



**LANGAN**  
ENGINEERING & ENVIRONMENTAL SERVICES



**kpff**

Kimley»Horn

# KEY CONTACTS



**MARY ERCHUL**  
Executive Director  
[mary.erchul@acecbit.org](mailto:mary.erchul@acecbit.org)



**JEFF CONNELLY**  
Program Manager  
[jeff.connelly@greyling.com](mailto:jeff.connelly@greyling.com)



**DAVE COLLINGS**  
Managing Principal



**LEE ANN WHEELER**  
ACEC BIT Client Executive  
[leeann.wheeler@greyling.com](mailto:leeann.wheeler@greyling.com)



**BOB STAED, Jr., J.D.**  
Principal



**GREGG BUNDSCHUH, J.D.**  
Managing Principal



**KENT W. COLLIER, J.D., CRIS**  
Client Executive



[acecbit@greyling.com](mailto:acecbit@greyling.com)



[ACECBIT.ORG](http://ACECBIT.ORG)



833.ACECBIT (833.223.2248)

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**THANK YOU**