

A Member of the Tokio Marine Group

# One Bala Plaza, Suite 100 Bala Cynwyd, PA 19004

# **GUIDES AND OUTFITTERS APPLICATION**

### **SUBMISSION REQUIREMENTS**

**GENERAL INFORMATION** 

- All brochures describing any and all services
- The liability waiver/hold harmless agreement you require your guests to sign, if applicable.
- Currently valued insurance company loss runs for the current policy period plus 3 prior years, if unavailable, provide a no loss letter signed by the insured.
- ACORD forms for other lines requested (Property, Inland Marine, Crime, etc.)

Applicant Name:									
Principal Contact:									
Mailing Street Add	ress:								
Mailing City:						State	: Zip:		
_ocation Street Ad	dress:								
_ocation City:			County	•		State	: Zip:		
Phone Number:				Fax Num	ıber:				
Risk Manager:				Risk Mar	nager Email:				
Risk Manager Pho	ne:								
Nebsite: www.									
Business Type:	Corporation	Part	nership	Individual	LLC	Other:			
Effective Date:									
imit of Liability red	quested:	\$	300,000	Occurrence					
		\$	500,000	Occurrence					
		\$1	,000,000	Occurrence					
<ol> <li>Does the Ap</li> </ol>	plicant operate	any othe	r business	from this loca	ition?			Yes	No
(List informa	ition below for e	each busii	ness, use a	a separate sh	eet to list info	ormation if ne	ecessary)		
If yes, type of	of entity: C	Corporatio	n Pa	artnership	Individual	LLC	Other:		
Description of	of business:								

PRIOR CARRIER INFORMATION				
	Insurance Carrier	Limits of Liability	Premium	
Last Year		\$	\$	
Two Years Ago		\$	\$	
Three Years Ago		\$	\$	

ADDITIONAL INSUREDS (if necessary use another sheet of paper)				
Name	Complete Address	Interest		

	ACTIVITY	INFORMATION					
Actual Total Receipts for Prior 12 M	Actual Total Receipts for Prior 12 Months:						
Estimated Total Receipts for Next 12	Estimated Total Receipts for Next 12 Months:						
Activities Conducted	# of Guides	# of Units	User Days	\$ Revenues			
Guided Fishing				\$			
Hunting				\$			
Shooting Range – Rifle or Pistol				\$			
Hiking / Backpacking				\$			
Horseback Riding				\$			
Hay, Sleigh or Wagon Rides				\$			
Lodging / Cabin Rentals				\$			
Retail Store				\$			
Bike Rentals				\$			
Mountain Bike Riding				\$			
Road Cycling				\$			
Boating				\$			
Jet Skis or Wave Runners				\$			
River Tubing				\$			
Sea Kayak Tours /Rentals				\$			
Waterskiing				\$			
Whitewater Rafting				\$			
SCUBA Diving				\$			
Cross Country Skiing				\$			
Dog Sled Tours				\$			
Downhill Skiing				\$			
Snowshoeing				\$			
ATV-guided				\$			
ATV-unguided				\$			
Snowmobiles-guided				\$			
Snowmobiles-unguided				\$			
Climbing Wall				\$			
Rock Climbing				\$			
Paintball				\$			
Youth Camps or Programs				\$			
Other, describe:				\$			
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		.=		
	OPERATIONS INFORM	ATION		
1.	Does the Applicant require guests to sign a liability waiver?		Yes	No
2.	Does the Applicant require guests to complete a health & physi	cal fitness form?	Yes	No
3.	Does the Applicant have a brochure or web page?		Yes	No
4.	How many years have you been in business?	Years		
5.	If you are a new venture, how many years of prior experience?	Years		
6.	Are any operations conducted outside of the United States?		Yes	No
7.	Does the Applicant hire guides as sub-contractors?		Yes	No
	If yes, for what activities?			
	If yes, do you obtain proof of insurance?		Yes	No
8.	Is your business operational year round?		Yes	No
	If no, number of months you are operational:	Months		

GUIDE INFORMATION				
Name	Years Experience	First Aid Qualifications		

	LODGING SECTION		N/A	
Guest Quarters				
1.	Total number of units for guest rental?			
2.	Number of RV spaces: Tent sites:			
3.	Maximum guest capacity is:			
4.	Do all cabins / units have smoke alarms?	Yes	No	
5.	Is there a CO alarm installed?	Yes	No	
6.	Does the Applicant have a swimming pool or swimming area?	Yes	No	
	If yes, does the Applicant have a diving board?	Yes	No	
7.	Are all swimming pools and spas compliant with Virginia Graeme Baker Pool and Spa Safety			
	Act? If no, provide time table and action plan:	Yes	No	

# **RETAIL OPERATIONS**

N/A

1. Does the Applicant have retail operations for any of the following?

General Store Ski Equipment Sales Fishing Equipment Sales Liquor Store Ski Equipment Rental Fishing Equipment Rental

Gun Sales Restaurant

2. What are the Applicant's total annual gross sales from retail operations: \$

	HUNTING SECTION N/						N/A
1.	What is the maxim	num guide	to guest ratio?	Guides to	Guests		
2.	What is the maxim	num numb	er of hunters at a	ny one time?			
3.	Does the Applican	it operate	drop camps?			Yes	No
4.	Is livestock provide	ed with dro	op camps?			Yes	No
5.	What percentage	of your hu	nting operations	are unguided?	%		
6.	What type of game	e is being	hunted?				
	Elk	Deer	Exotics	Bear	Turkey	Waterfowl	
	Upland Birds		Hogs	Other, describe:			
7.	Are tree stands us	sed?				Yes	No
	If yes, are safety h	narnesses	required?			Yes	No
8.	Does the Applican	it use any	of the following to	transport hunters? If	yes, how many?		
	ATVs:						
	Horses:						
	Snowmobiles	:					
	Boats:						
	Other Unlicen	sed Vehic	les:				
9.	If ATVs and/or Sn	owmobiles	s are used, are he	elmets required while r	riding?	Yes	No

	BICYCLE SECTION				
	Tour Information				
1.	Maximum number of cyclists on a tour?				
2.	Maximum number of tours operating on the same day?				
3.	Number of guides on a tour?				
4.	Are helmets required?	Yes	No		
5.	What is the percentage of tours operated: Off Road % vs. On Roadways	%			
6.	Does the Applicant pre-screen guests to determine ability prior to riding?	Yes	No		
7.	7. Do guides carry any communication device with them? (2-way radio, cell phone, etc.)				
	If yes, what type?				

	WATERCRAFT LIABILITY SECTION					N/A	
	Boat Schedule if necessary use another sheet of paper						
Year	Make & Model	Length	HP	OB/IB/IO	# Pass	Guide	ed
						Yes	No
						Yes	No
						Yes	No
						Yes	No
						Yes	No
					_	Yes	No

#### WATERCRAFT GENERAL INFORMATION

1. What type of operation does the Applicant have?

Boat Rentals Fishing Trips Tube or Canoe Rentals Hunting Other:

2. On what bodies of water does use take place?

Rivers Lakes Ocean Bays / Inlets

3. If rivers, what classes are boated:

Class I Class II Class III Class IV Class V

4. Are life vests (PFD's) required?5. Are life vests (PFD's) provided?Yes

No

No

CANOE, KAYAK, AND / OR RIVER TUBING INFORMATION				
Boat Type	Maximum Number Used	Average Number Used		
Canoes				
Kayaks				
Tubes				
Rafts				
Stand Up Paddle Boards				

What percent of the Applicant's operations are unguided:

2. Number of guides?

# Ride Information 1. Total number of horses available for guest riding? 2. Maximum number of horses in use for guest riding at any one time? 3. Average number of horses in use for guest riding at any one time? 4. What is the youngest rider the Applicant will allow on a horse? 5. Does the Applicant offer the use of helmets? Yes No

6. Does the Applicant ever allow double riding?
7. What percentage of the Applicant's guests ride: Western Saddle: % vs. English Saddle: %

8. What percentage of the Applicant's horse operations are: Unguided: % vs. Guided: %

9. What is the maximum guide to guest ratio? Guides to Guests

10. Does the Applicant operate pony rides?

If yes: Trail Ride Riding Ring Hand Led Other (describe):

### **GUEST & SAFETY INFORMATION**

riding?

2. Does the Applicant pre-screen guest riders and determine ability prior to riding?

Yes No Yes No

3. Do guides carry any communication device with them (2-way radio, cell phone, etc.?)

Yes

No

4. Does the Applicant conduct a pre-ride safety briefing with guests?

Yes No

5. Does the Applicant provide a written safety manual of procedures to all staff members? Yes No **If yes, provide a copy.** 

6. List reasons why you would decline a person from riding (health, age, weight, alcohol, general, pregnancy):

Does the Applicant require guests to complete a physical fitness information form prior to

7. Does the Applicant board horses for a fee? Yes No

If yes, how many?

1.

8. Does the Applicant teach or allow your guest to participate in:

Dressage Cattle Drives Inoculations Barrel Racing
Horse Jumping Team Penning Sleigh Rides Branding Cattle
Horse Racing Roping Cattle Hay Rides Handling Livestock

Buckboard / Buggy Rides

9. Are guests allowed to handle, rope or brand livestock?

Yes No

10. If the Applicant conducts cattle drives, what is the number of:

Wranglers to Riders: Maximum Duration: Maximum Distance:

11. If your ranch conducts a Rodeo/Gymkana, describe what activities your guests may participate in:

	AUTOMOBILE		
1.	Does the Applicant have a formal driving policy in place with MVR standards?	Yes	No
	If yes:		
	a. Is driving policy communicated in writing to all employees?	Yes	No
	b. Is a signed acknowledgement form kept on file?	Yes	No
	If yes, please provide a copy of signed acknowledgement.		
	c. Do driving standards include the following:		
	i. No major violations including DUI, racing, hit and run, speeding in excess of 20 mph		
	over posted speed limit, manslaughter?	Yes	No
	ii. No more than 2 moving violations within past 3 years?	Yes	No
	iii. No more than 1 at fault accident within past 3 years?	Yes	No
2.	How often does the Applicant check MVR reports?		
3.	Does the Applicant allow any newly hired drivers to operate vehicles without going through a		
	company-specific documented driving training?	Yes	No
4.	Describe any ongoing training provided to drivers:		
5.	Does the Applicant have GPS tracking capability?	Yes	No
6.	Does the Applicant allow employees to drive personal vehicles for company purposes?	Yes	No
	If yes:		
	a. Are the driving policy and standards for these drivers the same as in questions 1-3?	Yes	No
	b. Does the Applicant require these employees to have adequate personal insurance		
	limits?	Yes	No

LOSS HISTORY		
Date Description of Incident Amount Paid/Reser		Amount Paid/Reserved
		\$
		\$
		\$

Does the Applicant have knowledge of any incident which may lead to a claim?
 Yes No If yes, please describe:

# WINTER WEATHER FREEZE-UP PROTECTION

This section must be completed by all risks that have a location in one of the following states: AR, CT, DC, DE, GA, IL, IN, KY, ME, MD, MA, MI, MO, NH, NY, NJ, NC, OH, PA, RI, SC, TN, TX, VT, VA, WV, WI

1.	Fire Protection and Testing  a. Is the building provided with an Automatic Fire Sprinkler System (AS)?  i. If yes, approximately what percentage (%) of the building is sprinklered?  ii. If yes, what type of sprinkler system is installed? Wet-Pipe Dry-Pipe  iii. If yes, when possible, is the sprinkler piping primarily run within conditioned areas designed to ensure the temperature remains above the 45°F minimum		No	N/A
	temperature?  1. If no, please describe freeze prevention measures (e.g. temperature monitoring, heat trace, full insulation on piping or roof):	Yes	No	N/A
	iv. If yes, is the testing & inspection by qualified sprinkler contractor completed			
	within past 12 months & includes a formal winterization review?	Yes	No	N/A
_	v. If yes, are the alarms tied to a 24 hour UL listed monitoring company?	Yes	No	N/A
2.	Emergency Water Response (domestic and AS water lines)			
	a. Are water shutoff valves (domestic and AS water lines) marked and readily	Vaa	Na	NI/A
	accessible?	Yes	No	N/A
	<ul><li>b. Are water shutoff valves exercised (closed and reopened) at least annually?</li><li>c. Is the staff qualified to respond and shut off the water main during normal business</li></ul>	Yes	No	N/A
_	hours and off hours?	Yes	No	N/A
3.	Automatic Water Shutoff Devices			
	a. For domestic water lines, is there a water flow detection, notification and automatic	V	NI.	NI/A
4	shutoff?	Yes	No	N/A
4.	Unused/Vacant Spaces			
	<ul> <li>Does Applicant have a formal process to turn off and drain domestic water lines for these spaces?</li> </ul>	Yes	No	N/A
5.	Unheated Areas (attics, crawl spaces, exterior wall joists)			
	<ul> <li>a. Are all domestic water lines located in areas heated to at least 45°F?</li> <li>i. If no, please describe freeze prevention measures (e.g. temperature monitoring, heat trace, full insulation):</li> </ul>	Yes	No	N/A

6. General Comments:

#### FRAUD STATEMENT AND SIGNATURE SECTIONS

The Undersigned states that he/she is an authorized representative of the Applicant and declares to the best of his/her knowledge and belief and after reasonable inquiry, that the statements set forth in this Application (and any attachments submitted with this Application) are true and complete and may be relied upon by Company \* in quoting and issuing the policy. If any of the information in this Application changes prior to the effective date of the policy, the Applicant will notify the Company of such changes and the Company may modify or withdraw the quote or binder.

The signing of this Application does not bind the Company to offer, or the Applicant to purchase the policy.

\*Company refers collectively to Philadelphia Indemnity Insurance Company and Tokio Marine Specialty Insurance Company

VIRGINIA APPLICANT: READ YOUR POLICY. THE POLICY OF INSURANCE FOR WHICH THIS APPLICATION IS BEING MADE, IF ISSUED, MAY BE CANCELLED WITHOUT CAUSE AT THE OPTION OF THE INSURER AT ANY TIME IN THE FIRST 60 DAYS DURING WHICH IT IS IN EFFECT AND AT ANY TIME THEREAFTER FOR REASONS STATED IN THE POLICY.

#### FRAUD NOTICE STATEMENTS

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 THAT PERSON TO CRIMINAL AND CIVIL PENALTIES (IN OREGON, THE AFOREMENTIONED ACTIONS MAY CONSTITUTE A FRAUDULENT INSURANCE ACT WHICH MAY BE A CRIME AND MAY SUBJECT THE PERSON TO PENALTIES). (IN NEW YORK, THE CIVIL PENALTY IS NOT TO EXCEED FIVE THOUSAND DOLLARS (\$5,000) AND THE STATED VALUE OF THE CLAIM FOR EACH SUCH VIOLATION). (NOT APPLICABLE IN AL, AR, AZ, CO, DC, FL, KS, LA, ME, MD, MN, NM, OK, PA, RI, TN, VA, VT, WA AND WV).

APPLICABLE IN AL, AR, AZ, DC, LA, MD, NM, RI AND WV: ANY PERSON WHO KNOWINGLY (OR WILLFULLY IN MD) PRESENTS A FALSE OR FRAUDULENT CLAIM FOR PAYMENT OF A LOSS OR BENEFIT OR WHO KNOWINGLY (OR WILLFULLY IN MD) PRESENTS FALSE INFORMATION IN AN APPLICATION FOR INSURANCE IS GUILTY OF A CRIME AND MAY BE SUBJECT TO FINES OR CONFINEMENT IN PRISON.

APPLICABLE IN COLORADO: IT IS UNLAWFUL TO KNOWINGLY PROVIDE FALSE, INCOMPLETE, OR MISLEADING FACTS OR INFORMATION TO AN INSURANCE COMPANY FOR THE PURPOSE OF DEFRAUDING OR ATTEMPTING TO DEFRAUD THE COMPANY. PENALTIES MAY INCLUDE IMPRISONMENT, FINES, DENIAL OF INSURANCE AND CIVIL DAMAGES. ANY INSURANCE COMPANY OR AGENT OF AN INSURANCE COMPANY WHO KNOWINGLY PROVIDES FALSE, INCOMPLETE, OR MISLEADING FACTS OR INFORMATION TO A POLICYHOLDER OR CLAIMANT FOR THE PURPOSE OF DEFRAUDING OR ATTEMPTING TO DEFRAUD THE POLICYHOLDER OR CLAIMANT WITH REGARD TO A SETTLEMENT OR AWARD PAYABLE FROM INSURANCE PROCEEDS SHALL BE REPORTED TO THE COLORADO DIVISION OF INSURANCE WITHIN THE DEPARTMENT OF REGULATORY AGENCIES.

APPLICABLE IN FLORIDA AND OKLAHOMA: ANY PERSON WHO KNOWINGLY AND WITH INTENT TO INJURE, DEFRAUD, OR DECEIVE ANY INSURER FILES A STATEMENT OF CLAIM OR AN APPLICATION CONTAINING ANY FALSE, INCOMPLETE, OR MISLEADING INFORMATION IS GUILTY OF A FELONY (IN FL, A PERSON IS GUILTY OF A FELONY OF THE THIRD DEGREE).

APPLICABLE IN KANSAS: AN ACT COMMITTED BY ANY PERSON WHO, KNOWINGLY AND WITH INTENT TO DEFRAUD, PRESENTS, CAUSES TO BE PRESENTED OR PREPARES WITH KNOWLEDGE OR BELIEF THAT IT WILL BE PRESENTED TO OR BY AN INSURER, PURPORTED INSURER, BROKER OR ANY AGENT THEREOF, ANY WRITTEN, ELECTRONIC, ELECTRONIC IMPULSE, FACSIMILE, MAGNETIC, ORAL, OR TELEPHONIC COMMUNICATION OR STATEMENT AS PART OF, OR IN SUPPORT OF, AN APPLICATION FOR THE ISSUANCE OF, OR THE RATING OF AN INSURANCE POLICY FOR PERSONAL OR COMMERCIAL INSURANCE, OR A CLAIM FOR PAYMENT OR OTHER BENEFIT PURSUANT TO AN INSURANCE POLICY FOR COMMERCIAL OR PERSONAL INSURANCE WHICH SUCH PERSON KNOWS TO CONTAIN MATERIALLY FALSE INFORMATION CONCERNING ANY FACT MATERIAL THERETO; OR CONCEALS, FOR THE PURPOSE OF MISLEADING, INFORMATION CONCERNING ANY FACT MATERIAL THERETO.

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**APPLICABLE IN MAINE, TENNESSEE, VIRGINIA AND WASHINGTON:** IT IS A CRIME TO KNOWINGLY PROVIDE FALSE, INCOMPLETE OR MISLEADING INFORMATION TO AN INSURANCE COMPANY FOR THE PURPOSE OF DEFRAUDING THE COMPANY. PENALTIES MAY INCLUDE IMPRISONMENT, FINES OR A DENIAL OF INSURANCE BENEFITS.

APPLICABLE IN PENNSYLVANIA: ANY PERSON WHO KNOWINGLY AND WITH INTENT TO DEFRAUD ANY INSURANCE COMPANY OR OTHER PERSON FILES AN APPLICATION FOR INSURANCE OR STATEMENT OF CLAIM 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.

APPLICABLE IN NEW YORK: ANY PERSON WHO KNOWINGLY AND WITH INTENT TO DEFRAUD ANY INSURANCE COMPANY OR OTHER PERSON FILES AN APPLICATION FOR INSURANCE OR STATEMENT OF CLAIM 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 SHALL BE SUBJECT TO A CIVIL PENALTY NOT TO EXCEED FIVE THOUSAND DOLLARS AND THE STATE VALUE OF THE CLAIM FOR EACH SUCH VIOLATION.

NAME (PLEASE PRINT/TYPE)	TITLE (MUST BE SIGNED BY THE PRESIDENT, CHAIRMAN, CEO OR EXECUTIVE DIRECTOR)	
SIGNATURE	DATE	
SECTION TO BE COMPLETED BY THE PRODUCER/BROKER/AGENT		

PRODUCER AGENCY

(If this is a Florida Risk, Producer means Florida Licensed Agent)

PRODUCER LICENSE NUMBER (If this a Florida Risk, Producer means Florida Licensed Agent)

ADDRESS (STREET, CITY, STATE, ZIP)

Name of Applicant:

One Bala Plaza, Suite 100 Bala Cynwyd, PA 19004

Underwritten by: Philadelphia Indemnity Insurance Company

# CYBER SECURITY LIABILITY ENDORSEMENT – SUPPLEMENTAL QUESTIONNAIRE

Addres City: Websit Nature	te: w	ww:		State:	Zip:		
1.	Ann	nual	sales or revenue: \$				
2.	belo	ongir	e Applicant collect, store or otherwise handle any Persong to customers, clients, or other third parties, other that lease indicate the types of Personally Identifiable Inform	n employees?	, ,	Yes	No
		a.	Social Security Numbers, Bank or Other Financial Accorder State Identification Numbers	ount Details, Driver's Lic	ense or		
		b.	Non-public Medical or Healthcare Data, including Prot	ected Health Information	(PHI)		
		C.	Credit or Debit Card Information				
3.	a.	daı	ring the last three (3) years, has anyone alleged that the nage to their computer system(s) arising out of the ope tem(s)?			Yes	No
	b.	law	ring the last three (3) years, has anyone made a demar suit against the Applicant alleging invasion or interferer opropriate disclosure of Personally Identifiable Informat	nce of rights of privacy or		Yes	No
	C.		ring the last three (3) years, has the Applicant been the ion by any regulatory or administrative agency for priva		on or	Yes	No
	d.		he Applicant aware of any circumstance that could reas m being made against them for the coverage being app		result in a	Yes	No

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NAME (PLEASE PRINT/TYPE)	TITLE (MUST BE SIGNED BY THE PRESIDENT, CHAIRMAN, CEO OR EXECUTIVE DIRECTOR)
SIGNATURE	DATE
SECTION TO B	BE COMPLETED BY THE PRODUCER/BROKER/AGENT

PRODUCER
(If this is a Florida Risk, Producer means Florida Licensed Agent)

AGENCY

PRODUCER LICENSE NUMBER

(If this a Florida Risk, Producer means Florida Licensed Agent)

ADDRESS (STREET, CITY, STATE, ZIP)