SPECIALIZING IN ENVIRONMENTAL INSURANCE
David Corry  
Senior Vice President, Head of Argo Environmental  
david.corry@argogroupus.com  
linkedin.com/in/david-corry-866178113/

Moderator: Dana DiLullo  
Assistant Vice President, Marketing & Distribution Manager, Argo Group  
dana.dilullo@argogroupus.com  
linkedin.com/in/dana-dilullo-061104a6/
About Ascend With Argo

Education. Insight. Connections.
Training, support and mentorship for early-career insurance professionals:

• Webinars
• Shadow days with Argo employees
• Exclusive events and conferences
• A web-based training portal and content

Learn more: www.argolimited.com/ascend-with-argo
Audience insights

How would you describe your understanding of environmental insurance?

A. Strong
B. Somewhat familiar
C. Minimal
D. Something about saving trees?
During this webinar, you’ll:

• Hear the benefits of finding an area of specialty
• Learn the basics of environmental insurance
• Discuss the history, scope and future of environmental coverage
• Explore opportunities within environmental insurance
• Be able to participate in a Q&A session
Benefits of Finding a Specialty
Benefits of finding a specialty

- Brokers who specialize in a niche attain a higher degree of professionalism and greater rewards in their careers.

- Specializing allows for greater product knowledge opportunity versus being a generalized insurance broker.

- Opportunities are evergreen: As they arise, take advantage by getting on a specialized team and learning about the book.
Basics of Environmental Insurance
What is environmental insurance?

Environmental consists of policies that are specifically written to insure the exposures of pollution.

Policyholders want to cover:

- Air, soil, groundwater contamination caused by owned facilities or adjacent properties
- Unknown and undiscovered pollution conditions at an owned site
- Transportation incidents
- Non-domestic operations
- Non-owned disposal sites
- Pollution from contracting liabilities
Types of environmental hazards

- Metals
- Solvents
- Caustics
- Acids
- Petroleum
Who needs environmental insurance?

- Manufacturers
- Healthcare providers
- Universities and colleges
- Municipalities
- Energy companies
- Warehousing operations
- Financial institutions
- Real estate developers – residential and non-residential
- Contractors – general, heavy and trade
- Service providers

BASICS OF ENVIRONMENTAL INSURANCE
Results of a pollution incident

• Bodily injury and property damage claims
• Cleanup costs
• Business interruption expenses
• Natural resource damages
• Fines and penalties for violations
• Adverse public reaction
History, Scope and Future of Environmental Insurance
History of environmental insurance

1930s–1960s:
No exclusions in liability policies. Policyholders could submit claims, and carriers paid out with unlimited defense.

1970s:
Post-WWII pollution claims increased as contaminants started to be discovered in:
- Housing
- Consumer products
- Metal products

ISO updated policies to exclude pollution. The industry started writing insurance policies just for pollution.
Environmental insurance today

$3 billion industry in premiums

- As younger generations move into industry, there is more awareness of green issues, which is changing the overall social viewpoint.

- Environmental coverage adapts to the evolution of standards through changing legal (at the federal, state and local levels), industry and economic conditions.

- Changes happen fast, especially when governance is controlled by a political party that’s eager to enact its environmental agenda.

(See more: Risk & Insurance.)
Opportunities Within Environmental Insurance
Why environmental is a great choice

- There are very few brokers who specialize in environmental insurance.
- Can add value to clients by monitoring standards and mitigating exposures.
- Can develop specialty knowledge about environmental insurance’s importance to the retail market.
One last piece of advice

Think like an underwriter; learn like a lawyer.

- Read and understand the policy forms being sent into the marketplace.
- Learn about the agreements and the exclusions for pollution in order to identify and bridge the gap, helping transfer the risk.
Q&A

What questions do you have?
THANK YOU