

CASE STUDY: Cultural Institutions

A budding partnership helps establish coverage for a difficult risk

Start with a sprawling campus of over 1000 acres of flowers, plants, and woodland meadows. Add dozens of large glass buildings of varying sizes and shapes, intricate water fountain and drone displays, and a historic, working cemetery on site. Consider the multitude of workers who are constantly bending, lifting, planting, and weeding, as well as huge crowds of visitors who walk the gardens, attend events, and sometimes stay in the housing units there. Anyone could see how this beautiful botanical garden is a difficult risk to insure.

That's why when their coverage came up for renewal, and Chubb's underwriter asked about the account, the garden's insurance broker was happy to lean into an already-established relationship and known insurance carrier to get the process started.

Expertise and flexibility helps grow the relationship

While there aren't many insurers that specialize in cultural institutions and botanical gardens, Chubb is one that does. In fact, Chubb's underwriter had recently worked with the garden's insurance broker on a similar case with much success. In both instances, the underwriter had the expertise to act as a resource and understand the key issues involved.

In addition, the local Chubb branch manager connected with the broker to encourage the relationship and provide additional resources to the team.

Before the case was even submitted, the underwriter got Chubb Risk Consulting involved to identify the controls the botanical garden had in place and how open they were to work to manage their exposures. While their assessment came back clean, as a well-controlled risk for its size and complexity, there were issues in other, less obvious areas.

- Large glass buildings with full glass roofs presented enormous exposure to wind and flying debris.
- A still-operational, historic cemetery on site needed morticians and cemetery liability coverage — an unusual exposure for a botanical garden.
- Visitors from colleges, universities, and camps staying in onsite housing may present increased exposures.

Chubb coverage provided:

- Property
- General Liability
- Auto
- Worker's Compensation
- Aviation
- Umbrella
- Crime
- Employment Practices Liability
- Directors and Officers

Chubb's enterprise team worked through all the issues, came up with solutions that would work for both the client and carrier, and offered the broker a complete package of coverages. From aviation to protect the drones used in event displays, to morticians liability coverage for the cemetery, the Chubb team had the flexibility, underwriting knowledge, and coverage forms to provide comprehensive coverage within the client's financial parameters.



Want to see how Chubb can help you solve unique risk challenges?

Contact your broker, agent, or local Chubb underwriter today.