

A circular inset image showing a city skyline at sunset. The sky is a mix of orange, yellow, and blue. The city features several tall buildings, including a prominent one with a pointed roof. The buildings are reflected in a body of water in the foreground, which is also surrounded by trees with autumn foliage.

ACEC
Business Insurance Trust
Professional Insurance for Engineers

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

ACEC BIT PROGRAM

TRADITIONAL & ALTERNATIVE INSURANCE OPTIONS
SEPTEMBER 9, 2025

OBJECTIVES

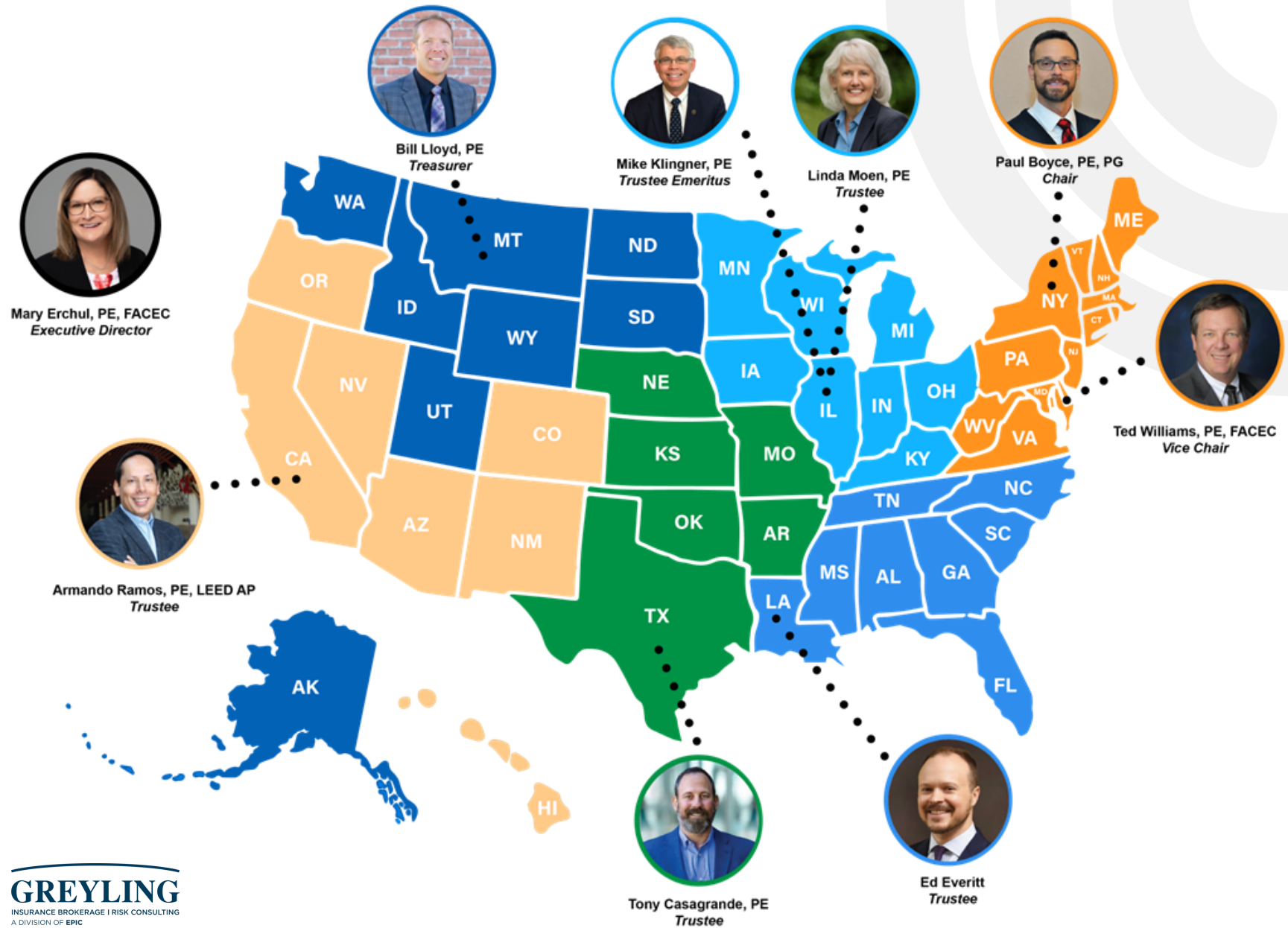
- Who is the ACEC Business Insurance Trust (BIT)?
- Member Benefits
- Traditional Insurance Coverages Offered
- Alternative Insurance Explained
- Risk Management Hot Topics

WHO IS THE ACEC BIT?

Established in 1983



ACEC BIT REGIONAL TRUSTEES



WHO IS GREYLING | EPIC?



- We are a specialty practice focused almost exclusively on design professionals and consultants
- We have clients in every state and with projects around the world
- Our combination of risk management and insurance brokerage services, provided by experienced staff, helps our clients reduce costs—often significantly—over time
- According to a recent nationwide survey of design firm CFOs, Greyling is the number one rated insurance broker for mid-size and large professional engineering services firms
- We are endorsed by ACEC and manage the Business Insurance Trust
- Greyling is an integral part of EPIC Insurance Brokers & Consultants



Kristen Walker

Senior Vice President

- 20+ Years Insurance Industry Experience
- Joined Greyling in 2012
- Leads a brokerage team focused on Prime Designers
 - Domestic and International Exposures
 - All lines of coverage
- Former Professional Liability Underwriter and Actuary
 - Practice Professional Liability
 - Project-Specific Professional Liability
 - Owners Protective Professional Indemnity
 - Contractors Protective Professional Liability
- Degreed Interior Designer
- 2010-2016 Designed and led volunteers to build all houses for Habitat for Humanity – DeKalb
- Co-Founded Women in A/E/C Networking Events in 2018
- Started my career at the PA Department of Insurance

GREYLING INSURANCE BROKERAGE & RISK CONSULTING



Women in A/E/C Networking Event

Elevate Your Professional Presence

Join us for this special in-person event designed to enhance your ability to make a strong impression as a leader and executive in the industry.

Skanska, Atlanta Offices
October 10, 2024 4:00 - 7:00 PM ET

GREYLING
INSURANCE BROKERAGE | RISK CONSULTING
A DIVISION OF ERIC



David Schlosberg

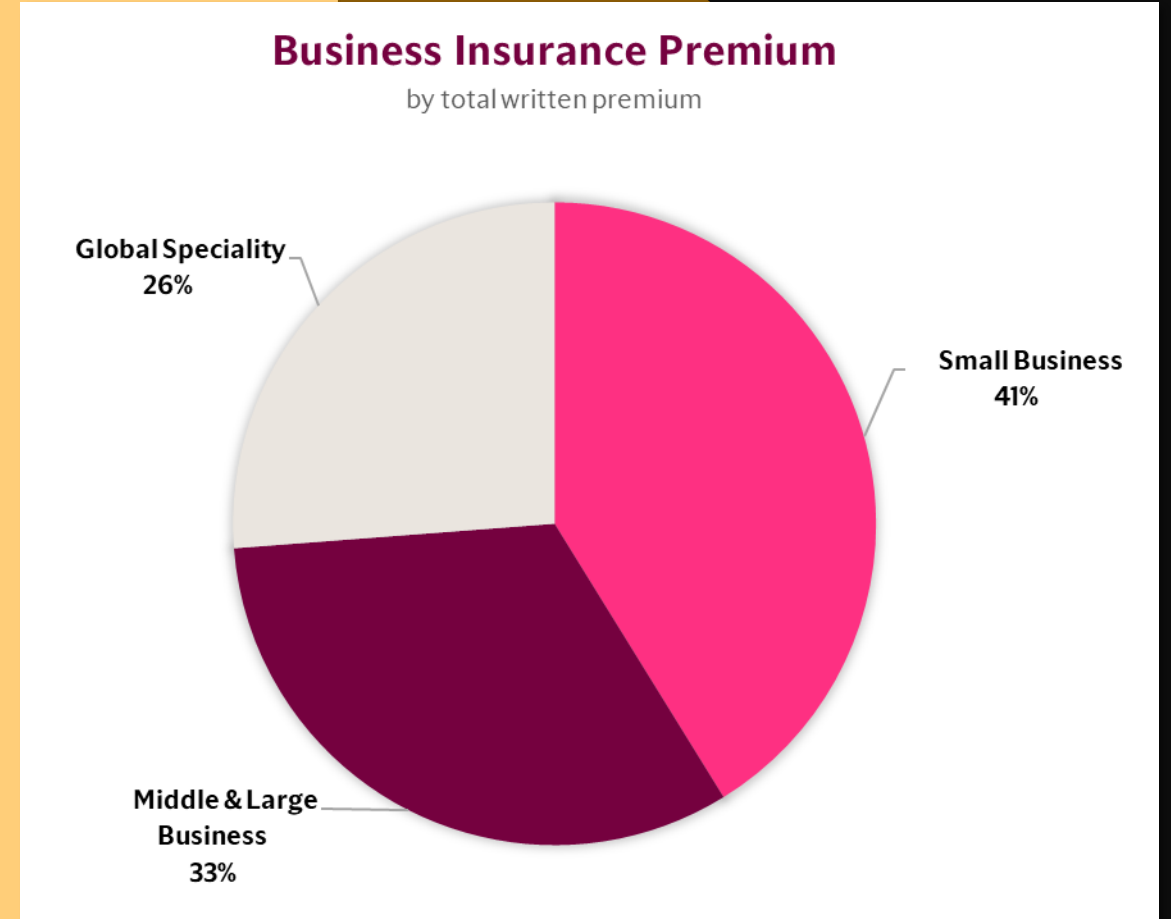
Principal



- 15+ years of Insurance Experience
- Construction & Manufacturing Expertise
- Extensive Experience with Captives and Self-Insurance
- MBA from Fox School of Business Executive MBA Program
- Chartered Professional Casualty Underwriter
- Certified Insurance Counselor
- 2012 Graduate of Leadership Harrisburg Area Program
- Sits on Loan Review Committee for Harrisburg Regional Chamber & Capital Region Economic Development Corporation (CREDC)
- UPMC Pinnacle Foundation Board
- Workforce Development Committee at ABC Keystone
- Central Penn Business Journal
 - Simply the Best Insurance Agent 2020
 - 40 Under 40 2018

WHO IS The Hartford

- A.M. Best A+ XV
- Admitted
- Founded in 1810
- Over 1M customers
- #2 Workers Compensation Insurer
- Committed to
 - Speed
 - Ease
 - Accuracy
 - Efficiency



MEMBER BENEFITS

AUTO & PROPERTY DEDUCTIBLE ASSISTANCE

PROFESSIONAL LIABILITY DEDUCTIBLE ASSISTANCE

FALL CONFERENCE REIMBURSEMENT

MEMBER FIRM ROYALTY SHARING

COALITION DUES PROGRAM

ACEC NATIONAL AND STATE SUPPORT

AUTO & PROPERTY DEDUCTIBLE ASSISTANCE

- \$1,000 each accident / occurrence
- \$10,000 annual maximum
- www.acecbit.org/benefits

**ACEC MEMBER FIRM
AUTO/PROPERTY DEDUCTIBLE ASSISTANCE REQUEST**

Date _____

Our firm hereby requests assistance from The ACEC Business Insurance Trust (BIT) in covering the amounts paid representing our auto/property deductible under The ACEC Business Insurance Program. We understand that we are requesting voluntary assistance from the BIT and that the BIT is under no obligation to grant this request. Funding for this program will only be available up to the budgeted funds by the ACEC BIT each year.

In making this request, I am confirming that our firm is currently a member of ACEC and the ACEC BIT.

Firm Name _____
Firm Address _____

ACEC State Member Organization _____

Summary of Claim Payment Processed by The BIT's Auto/Property Carrier under The ACEC Business Insurance Trust Program:

Date of Claim _____
Total Amount of Claim _____
Amount of Deductible Assistance Requested _____
Payment Check # _____
Check Date _____
Amount of Deductible _____

Note: Possible assistance is subject to a maximum of \$1,000 per claim and \$10,000 per year.
All deductible assistance requests must be submitted within 3 months of the claim.

Requested by: _____
Name _____

PROFESSIONAL LIABILITY DEDUCTIBLE ASSISTANCE

- One \$10,000 per claim, annually
- Request made within 90 days of settlement
- www.acecbit.org/benefits

**ACEC MEMBER FIRM
PROFESSIONAL LIABILITY INSURANCE
DEDUCTIBLE ASSISTANCE REQUEST**

Date _____

Our firm hereby requests assistance from The ACEC Business Insurance Trust (BIT) in covering the amounts paid representing our deductible for professional liability insurance under The ACEC Business Insurance Trust Program. We understand that we are requesting voluntary assistance from the BIT and that the BIT is under no obligation to grant this request. Funding for this program will only be available up to the budgeted funds by the ACEC BIT each year.

Please note the following guidelines in submitting your request. All items are required before reimbursement:

- 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.

In making this request, I am confirming that our firm is currently a member of ACEC, the ACEC BIT, and Greyling is Broker of Record.

Firm Name _____
Firm Address _____
ACEC State Member Organization _____

Summary of Claim Payment Processed by the BIT's Professional Liability Carrier under The ACEC Business Insurance Trust Program:

Amount of Claim _____
Amount of Deductible* _____
Date of Claim _____
Date of Settlement of Claim _____

The logo features a stylized sun with a yellow-to-orange gradient at the top. Below it is a dark teal banner with a thin yellow swoosh above the text. The background is a low-angle shot of palm trees against a clear blue sky.

ACEC

**2025 FALL
CONFERENCE**

OCTOBER 5-8 | SAN DIEGO

ROYALTY SHARING



Business Insurance Trust
Professional Insurance for Engineers

FINANCIAL CORPORATION

No. 50006948

DATE 02/25/25

NOT VALID AFTER SIX MONTHS

CHECK AMOUNT

\$3,034.08

Payable in U.S. Funds

PAY Three Thousand Thirty Four And 08/100 US Dollars ***

PAY TO XYZ ACEC MEMBER FIRM
123 MAIN STREET
HOMETOWN, USA

MEMO 2024 ACEC MEMBER FIRM ROYALTY PROGRAM

ACEC BIT

AUTHORIZED SIGNATURE

COALITION DUES PROGRAM

- \$250 per year towards dues
- Small Firm Coalition (SFC)
- Geoprofessional Coalition (GEO)
- Land Development Coalition (LDC)
- Design Professionals Coalition (DPC)
- Coalition of Professional Surveyors (COPS)
- Mechanical, Electrical, Plumbing Coalition (MEP)
- Coalition of American Structural Engineers (CASE)



ACEC
COALITIONS

ACEC STATE AND NATIONAL SUPPORT



ACEC/PA

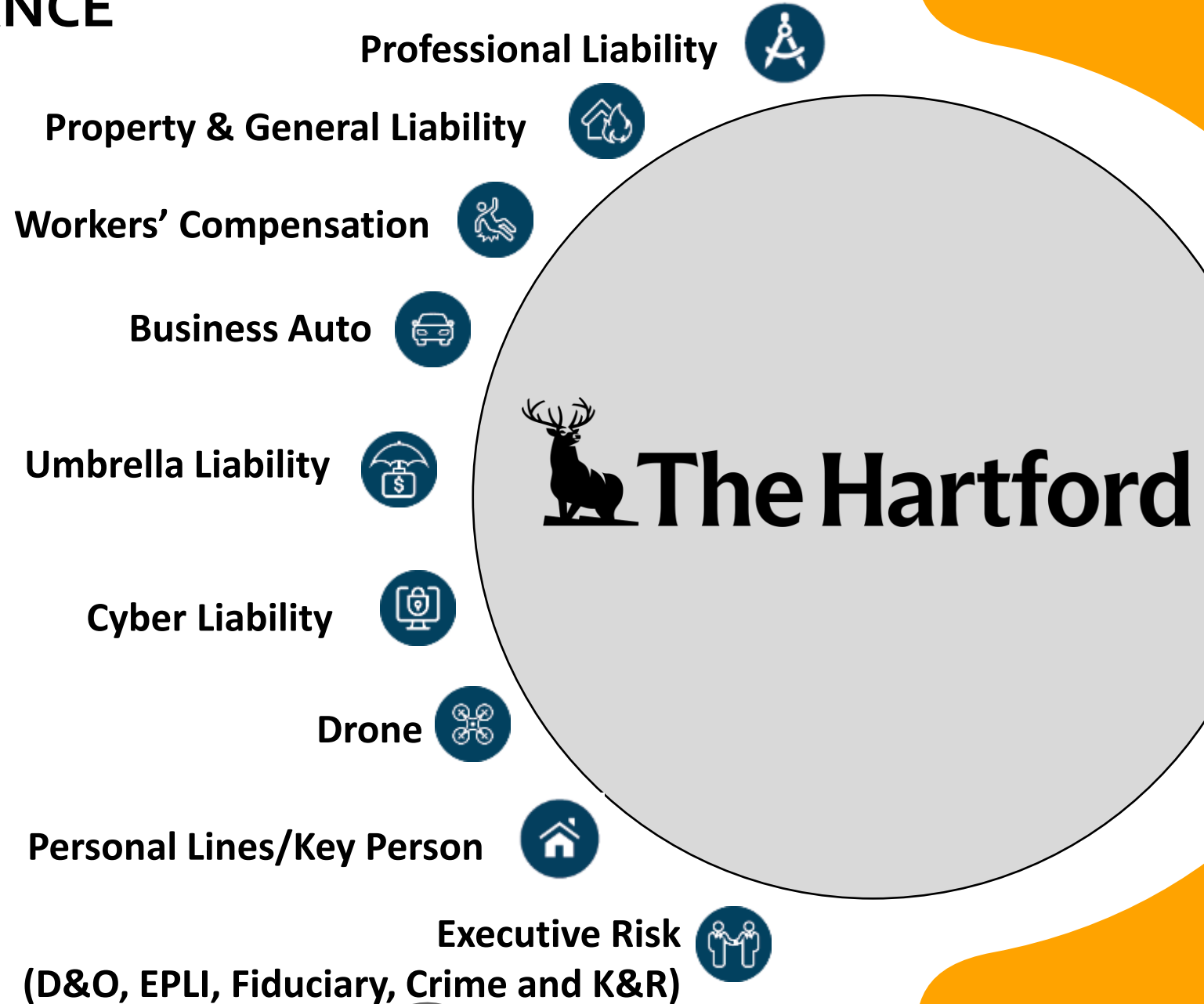
AMERICAN COUNCIL OF ENGINEERING COMPANIES
of Pennsylvania



ACEC

AMERICAN COUNCIL OF ENGINEERING COMPANIES

BUSINESS INSURANCE COVERAGE



COVERAGE BENEFITS

- Consultative coverage reviews
- Tailored coverage for engineers

Type of Coverage	Additional Insureds	Waiver of Subrogation	Primary and Noncontributory	Cancellation Days	Per Project Limits	Contractual Liability	USL&H	Maritime Liability	AM Best Rating	Loss Payee	Coverage Basis
Professional Liability	✗	✓	✗	30	✗	✗	✗	✗	A+ : XV	✗	Claims-Made
Contractors Pollution ¹	✓	✓	✗	30	✗	✗	✗	✗	A+ : XV	✗	Claims-made
General Liability	✓	✓	✓	30	✓	✓	✗	✗	A+ : XV	✗	Occurrence
Workers Comp./ Emp. Liability	✗	✓	✗	30	✗	✗	✓	✓	A+ : XV	✗	Occurrence
Business Auto	✓	✓	✓	30	✗	✓	✗	✗	A+ : XV	✓ ²	Occurrence
Umbrella Liability	✓	✓	✓	30	✓	✓	✗	✗	A+ : XV	✗	Occurrence
Property	N/A	✓	N/A	30	N/A	N/A	✗	✗	A+ : XV	✓	N/A ³
Cyber Risk	✓	✓	✗	30	✗	✓	✗	✗	A : XV	✗	Claims-Made
Drone	✓	✓	✓	30	N/A	✓	✗	✗	A+ : XV	✗	Occurrence
Crime	N/A	N/A	N/A	30	N/A	N/A	✗	✗	A : XV	✓ ⁴	N/A

HIGHLY ENGAGED CLAIMS TEAM

Focused on Outcomes and Experiences

- Diverse talent

5,400+
Claims Professionals

220+
Data Experts

- Operational excellence

\$13B
Paid Losses | 2024

2M
New Claims | 2024



**4.7/5 Star Claims
Experience**

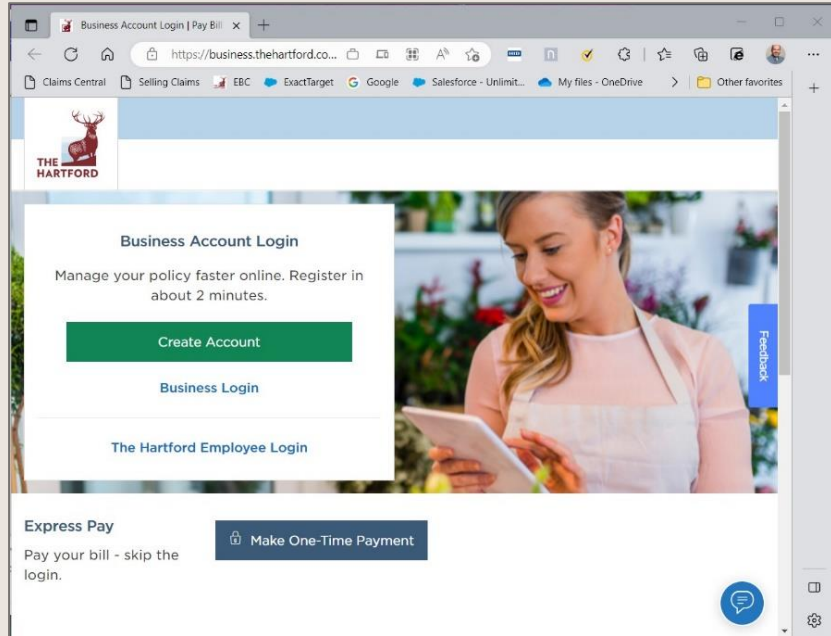
- Large Firms

- Dedicated Hartford Claims advisor
- Midyear & End of year service contact

- Small Firms

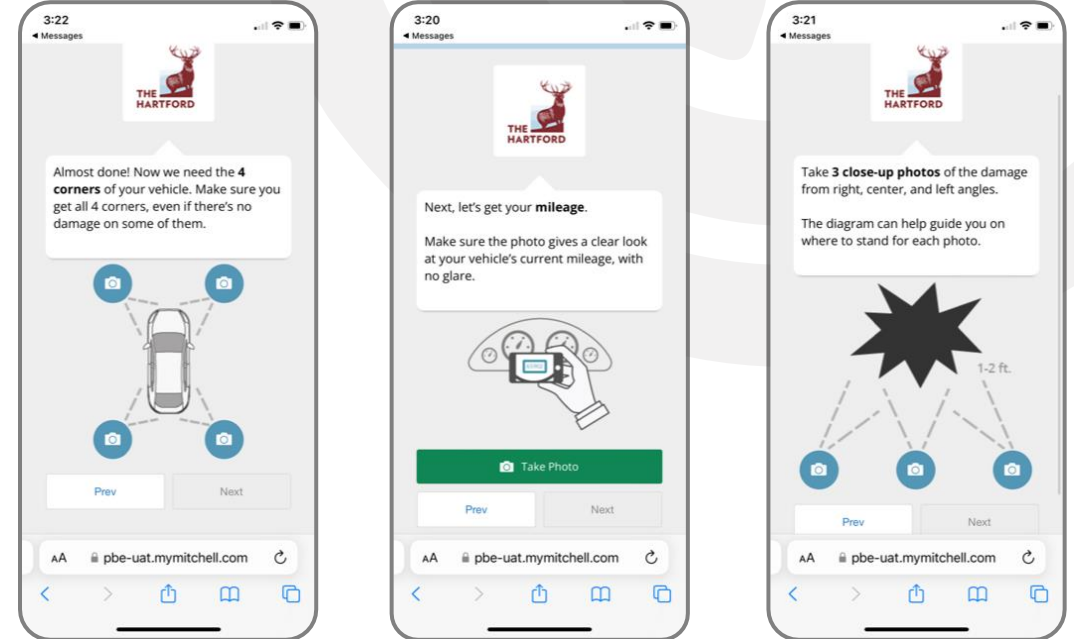
- Hartford “MyAccount” Digital Capabilities
- ✓ Direct communication to assigned claim adjuster
- ✓ Track status and payments with real time updates

DATA AND DIGITAL TOOLS ADD CONVENIENCE AND IMPROVE ACCURACY



My Account business insurance portal

Claim tracking, billing, and policy tools in one convenient location



Virtual appraisal

Speed and accuracy in the palm of the hand

RISK ENGINEERING

On-site Consultations


- For Large Firms focused on improving overall operations.
- Consultants evaluate end-to-end processes, existing claims trends, and industry exposures.

Virtual Capabilities

- Live streaming technology for risk assessments and virtual consultative services.
- Focus on fleet management, ergonomics, machine safeguarding, industrial hygiene and more.

Free On-demand Resources

- Digital Resource Library designed to help improve worker safety, train employees and protect property.
- E-Learning courses can be assigned and tracked for free.



The Hartford

Risk Engineering

Logout

Home Favorites Consulting E-Learning More

What Can We Help You With Today?

Search

Or Jump To:

Industries Topics Coverages

Favorites

Alarm Contractors

Arborists & Landscapers

Architects & Engineers

Auto Parts

Botanical Garden

Business & Professional Services

Construction

Education

Hotels, Restaurants, & Recreation

Life Sciences

Manufacturing

Media, Arts, & Entertainment

Pool & Spa Contractors

Railroad Contractors

Real Estate & Retail

Security Guards

Specialized Truck & Trailer

Discover More

Auto

Property

General Liability

Workers' Compensation

https://risk-engineering.thehartford.com/search-results?i=5a5cb558-fa21-4ec8-a182-24dce8cc6f77

ASSET TRACKING

Tag it. Find it. Protect it.

ACEC BIT and The Hartford have partnered with Samsara to provide Asset Tags to keep track of your valuable work equipment at a discounted price.

Benefits:

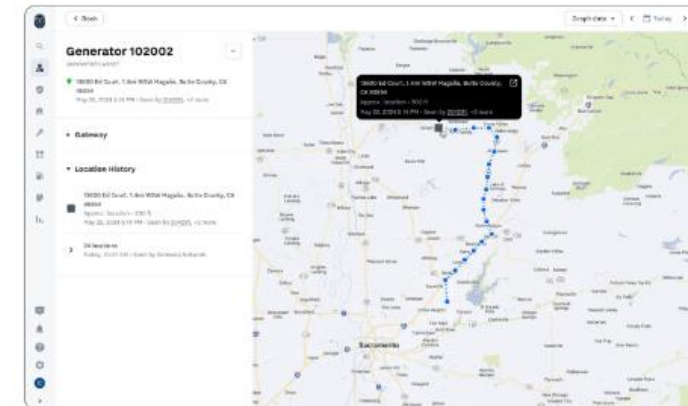
- Reduce downtime & job disruption
- Mitigate theft and recover valuable assets
- Simplify inventory management & audits

ACEC BIT members receive a **29% discount**.



Asset Tag, built on the Samsara platform

- | | |
|--------------------|---------------------|
| ✓ Alerts | ✓ Device management |
| ✓ Inventory report | ✓ APIs |
| ✓ Dormancy report | ✓ Mobile apps |
| ✓ Geofences | ✓ Location history |



Growing Money

Tactics to Manage Finances of a Growing Business

As your business grows, your focus on finances should too. Learn techniques for financing business growth, understanding depreciation, and managing cash flow for your rapidly growing business.

[How to Finance Your Business Growth](#) >

[Find New Sources of Money to Finance Your Growing Business](#) >

[2 Tax Credits That May Benefit Your Business](#) >

[Surviving a Recession or Challenging Times](#) >

[Understanding Depreciation](#) >

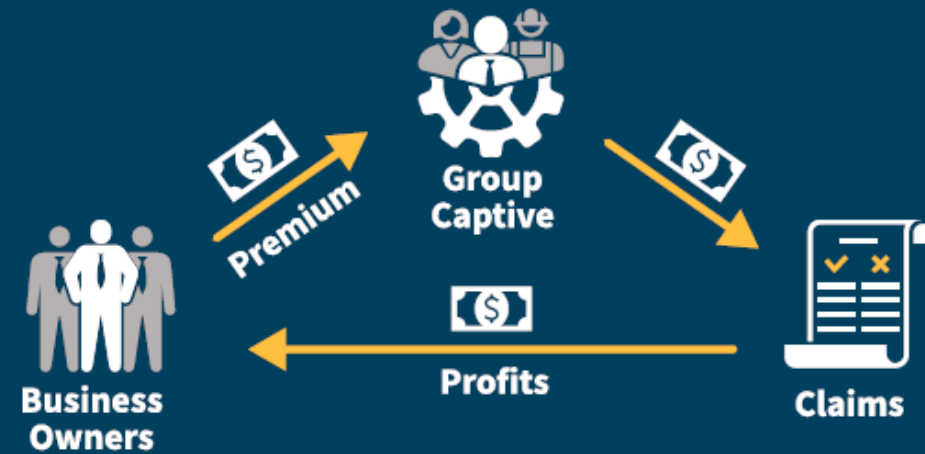
WHAT IS A GROUP CAPTIVE INSURANCE COMPANY?


TRADITIONAL INSURANCE VS GROUP CAPTIVE

Traditional Insurance



Group Captive





ACEC

Business Insurance Trust

Professional Insurance for Engineers

WHY THE ACEC BIT IS ESTABLISHING A GROUP CAPTIVE



Provide an Innovative Insurance Alternative to Guaranteed-Cost Programs An Exclusive Benefit for Eligible ACEC Member Firms



Create a Solution for Mid-Sized Firms Who May Not Otherwise Qualify for a Group Captive Reward Firms Financially for Exceptional Loss Experience



Encourage Non-Member Firms to Join ACEC



To Grow and Expand the ACEC Business Insurance Trust

WHAT MAKES THE ACEC BIT GROUP CAPTIVE UNIQUE

Homogenous

ACEC
Member
Benefit

No Capital
Requirement

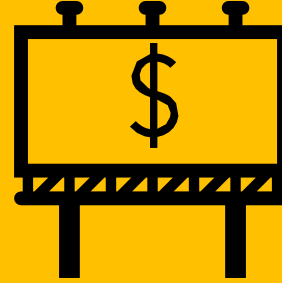
LINES OF COVERAGE TO BE INCLUDED IN THE GROUP CAPTIVE



Worker Comp
Mandatory



General Liability
Discretionary



Auto Liability
Discretionary



Auto Prop Damage
Discretionary

- Any combination of Worker Compensation Plus the Others is Permissible
- Property and Umbrella Liability are Standalone Coverages Placed Outside the Group
- Captive Business Owners Policies (BOPs) Are Not Included in the Group Captive

May Not Make Financial Sense to Separate Property from General Liability

HOW THE ACEC BIT GROUP CAPTIVE WILL WORK



Business Insurance Trust
Professional Insurance for Engineers

Capital

To Be Determined



Front,
Policies,
COIs

U.S. Domicile

Actuary



Broker

TPA



Captive
Manager

TIMELINE, LAUNCH, AND ROLLOUT

**Critical
Mass**

**Target
2026**

**Dividends
Year 5**

RISK MANAGEMENT



THE GREYLING RISK MANAGEMENT TEAM

From the beginning, Greyling/EPIC has valued the experience of construction attorneys and the ability to provide advice that goes beyond just placing insurance.

We continue to expand our legal bench with a variety a resources who are available to every client.

We find the analytical skill and negotiating tact of lawyers to be beneficial to our clients in many facets of their daily needs, from contracts to claims to renewals.



Trey Moya, JD

Senior Vice President, Director of Client Service
Joined Greyling after serving as General Counsel of Large Design-Build Contractor



Sally Bright, JD

Senior Client Advisor - Attorney
Joined Greyling in 2022 with focus on risk management
20 years of experience; last 6 defending design firms



Kelly Jackson

Senior Client Advisor – Contracts & Claims
5+ years serving Greyling clients
Prior experience as litigation and compliance paralegal at URS for 10 years
Also ran construction firm in Zimbabwe



Ashonta Adeoba

Contract & Risk Analyst
15 years of experience as a contracts manager and paralegal for AEC firms



Shannon Babcock

Contract & Risk Analyst
5 years of experience as a contract administrator and paralegal at a major mechanical contractor



Kent Collier, JD

Managing Principal
9 years in private practice in construction litigation and transactions; Federal clerkship



Roger Guilian, JD

Senior Vice President
Joined Greyling after 18 years as General Counsel of ENR Top-100 Firm
Heavily connected in ACEC (LCF member and former BIT Trustee)



Ross Bundschuh, JD

Vice President
6 years of legal experience in construction law
Recently joined Greyling, with M&A focus



Kriton Pantelidis, JD

Vice President
3 years as AGC at SOM
7 years in private practice focused on construction law.



Leo Argiris, PE

Executive Managing Principal
37 years as a Practicing PE
Former COO of Arup, Adjunct Professor, Greyling client for 10+ years, Expert Witness

MUNICIPAL PLANNING SERVICES



AMERICAN COUNCIL OF ENGINEERING COMPANIES

Dodd-Frank Wall Street Reform and Consumer Protection Act Municipal Advisor Registration Requirements

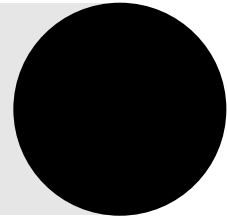
On July 21, 2010, President Obama signed into law the Dodd-Frank Wall Street Reform and Consumer Protection Act. Although the law primarily focuses on financial services reform, engineering firms should consult with their legal advisers to determine whether their business activities require registration as municipal advisors under Section 975 of the law. ACEC has written this white paper in order to give member firms a framework for such discussions with their legal advisers.

Municipal advisor definition

Under the law, a firm or individual whose business activities fall under the definition of a municipal advisor must register with the Securities and Exchange Commission (SEC) and the Municipal Securities Rulemaking Board (MSRB), and comply with associated regulations.

RAISING THE STANDARD OF CARE

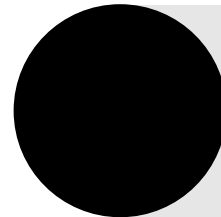
NEGLIGENT



- “The Engineer shall perform its services consistent with the professional skill and care ordinarily provided by engineers practicing in the same or similar locality under the same or similar circumstances on similar projects.”
- Words that raise the standard of care and are uninsurable:
 - “First Class”
 - “State of the Art”
 - “Nationally Recognized”
 - “Highest” or “Best”
 - “To the satisfaction of Owner . . .”

- Requires a person to act for the benefit of another, even to their own detriment.
- Courts are generally reluctant to find that a design professional has a fiduciary duty unless specific contractual language or a unique relationship of "trust and confidence" exists.

FIDUCIARY



DEFENSE IN INDEMNITY AGREEMENTS

To the fullest extent permitted by law, Design Professional shall indemnify, ~~defend~~, and hold harmless Owner and its subsidiaries, affiliates, partners, representatives, ~~agents~~, officers, directors, ~~contractors, consultants,~~ ~~insurers~~, . . .

Why is this an issue? Contractual Liability Exclusion

Negotiation Options:

1. Limit defense costs to reimbursement after liability is determined.
2. Bifurcate indemnity between what General Liability covers (defense OK) and what Professional Liability covers (defense not OK)
3. Purchase separate insurance – Project Specific with Indemnified Parties Endorsement or Contractual Defense Protection

WHY JOIN THE ACEC BIT?

Innovative, competitive and exclusive insurance

Benchmark Data

Industry Specific Coverage Advice

Contracts reviewed by AEC attorneys

Meaningful risk management training & advice

Claims advocacy by legal and industry experts

The logo for ACEC Business Insurance Trust is centered within a large, light gray circle. The circle is surrounded by a thick, golden-yellow ring. The text "ACEC" is in a large, bold, black sans-serif font, with a thin, curved golden-yellow line arching over it. Below "ACEC", the words "Business Insurance Trust" are written in a smaller, black sans-serif font. At the bottom, the phrase "Professional Insurance for Engineers" is written in an italicized, black sans-serif font.

ACEC
Business Insurance Trust
Professional Insurance for Engineers

KEY CONTACTS



MARY ERCHUL
Executive Director
mary.erschul@acecbit.org



ROGER GUILIAN, J.D.
Program Manager
roger.guilian@greyling.com



LEE ANN WHEELER
Client Executive
leeann.wheeler@greyling.com



GREGG BUNDSCHUH, J.D.
Founding Principal
gregg.bundschuh@greyling.com



LEO ARGIRIS, PE
Managing Principal
leo.argiris@greyling.com



KRISTEN WALKER
Senior Vice President
kristen.walker@greyling.com



DAVID SCHLOSBERG
Principal
david.schlosberg@epicbrokers.com



ACEC
Business Insurance Trust
Professional Insurance for Engineers

GREYLING
INSURANCE BROKERAGE | RISK CONSULTING
A DIVISION OF EPIC

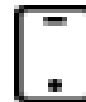
THANK YOU



ACECBIT@GREYLING.COM



ACECBIT.ORG



833.ACECBIT (833.223.2248)