

**National Field Archery Association
31407 Outer I-10
Redlands, CA 92373**

12-23-03

To: NFAA Member Clubs, Pro Shops and State Associations

New Insurance Carrier for 2004

Shopping for the 2004 insurance renewals proved to be quite a challenge as well as an exhaustive process. The end result is that we are endorsing a new insurance carrier with higher rates; however, our clubs will also be able to cover a wider variety of activities such as firearms shooting, hunting and other special events.

Our members have told us on many occasions over the past several years that coverage for the shooting of firearms, hunting and bow fishing was much needed. We have responded to these requests by negotiating an option for these coverages into our insurance program.

The rate increase is being caused by a combination of three factors. The first is that several large claims over \$100,000 each have hurt the loss experience of the program. The second is that the marketplace for sports risks continues to be difficult. The third is that the past per club rates only contemplated covering liability exposure generated from NFAA members whereas the exposure for non-NFAA members in the club were also being picked up free of charge. This discrepancy resulted in inadequate premiums for the exposure that was being covered.

We are pleased to offer a General Liability program for NFAA Member Clubs and State Associations through Sadler & Company, Inc., which is underwritten by Northland Insurance (Best's rated A+). The General Liability program for NFAA Pro Shops is also offered through Sadler & Company, Inc. and underwritten by Travelers.

NFAA MEMBER CLUBS WITHOUT HUNTING OR BOWFISHING ACTIVITIES

A General Liability policy with a \$1,000,000 Each Occurrence/\$2,000,000 Aggregate limit is priced at \$425 per club if you club has no more than 60 members. Clubs with more than 60 members must pay an additional charge of \$7.00 for each member in excess of 60 members. Coverage is subject to individual underwriting and acceptance by the insurance carrier. If accepted, coverage can be effective one day after receipt of your application by the plan administrator. (Note: A stamp and surplus lines tax of 5% and a filing fee of \$50 will apply in Texas. Coverage is not available through Northland Insurance in Alaska, Hawaii or Maryland. Please call Sadler & Company for a special application with a different carrier for these states. Different rates will apply in these states.)

This policy covers club authorized archery activities, firearms shooting including trap/skeet and sporting clays, premises liability resulting from the ownership or leasing of premises and certain other activities.

Unlike many other inferior policies that are offered to archery clubs, this policy covers liability arising out of the ownership or long term leasing of premises 24 hours a day, 365 days a year. On the other hand, other policies only offer coverage for liability that arises out of archery activities that are scheduled and directly supervised. Most of the lawsuits that have been reported under the NFAA program have not arisen out of archery activities, but instead have arisen out of the ownership or long term leasing of premises.

Please be aware of other programs that are not willing to offer a copy of the actual policy (20-30 pages long) for your review. We will gladly make available a copy of our policy form as we are proud of the comprehensive coverages that are being offered.

NOTE: If your club or state association conducts hunting or bowfishing activities, you are not eligible for the program listed above. You must apply for coverage under the special program for Hunting and Bowfishing in the next section.

NFAA MEMBER CLUBS WITH HUNTING OR BOWFISHING ACTIVITIES

A \$1,000,000 Each Occurrence/\$2,000,000 Aggregate policy is priced at \$525 per club if your club has no more than 23 members. Clubs with more than 23 members must pay an additional charge of \$22.00 for each member in excess of 23 members. (Note: A stamp and surplus lines tax of 5% and a filing fee of \$50 will apply in Texas. Coverage is not available through Northland Insurance in Alaska, Hawaii or Maryland. Please call Sadler & Company for a special application with a different carrier for these states. Different rates will apply in these states.)

This policy covers club authorized archery activities, firearms shooting including trap/skeet and sporting clays, hunting and bowfishing “on premises” or “off premises”, premises liability resulting from the ownership or leasing of premises and certain other activities.

Coverage is subject to individual underwriting and acceptance by the insurance carrier.

NFAA STATE ASSOCIATIONS

A General Liability policy with \$1,000,000 Each Occurrence/\$2,000,000 Aggregate limit is provided for NFAA State Associations subject to individual underwriting and acceptance by the insurance carrier. (Note: A stamp and surplus lines tax of 5% and a filing fee of \$50 will apply in Texas. Coverage is not available through Northland Insurance in Alaska, Hawaii or Maryland. Please call Sadler & Company for a special application with a different carrier for these states. Different rates will apply in these states.)

The minimum premium for this program starts at \$540 and additional charges will be applied depending on the number of participant days for archery tournaments.

NFAA ARCHERY PRO SHOPS

General Liability and Property coverage are provided under a Business Owners Policy for Archery Retailers. Coverage is subject to individual underwriting and acceptance by the insurance carrier. The minimum premium under this program is \$750 but actual premium charges may be higher depending upon your revenues and insured property values.

Coverage for this program is available in all states except Alaska, California, Florida and Hawaii. A different program through AIG is available in these states with a minimum premium of approximately \$1200.

HOW TO REQUEST AN APPLICATION

Please contact Sadler & Company, Inc. at 1-800-622-7370 or email us at nfaa@sadlersports.com to request an application that can be faxed or emailed immediately. **You must indicate the following information when making a request: 1) whether you are a club, pro shop or state association, 2) the state in which you are located and 3) whether your club or state association conducts hunting or bowfishing activities.**

Sincerely,

Marihelen Rogers