

***PRESENTATION OF SOLUTIONS
AND BEST OPTIONS***

*LANDINGS MANAGEMENT ASSOC., INC
GEORGE NEIL
2477 STICKNEY PT RD STE 118A
SARASOTA, FL 34238*

*PRESENTED BY:
DAVE MCMAHON MBA
ATLAS INSURANCE
7120 BENEVA ROAD
SARASOTA, FL 34238*

JANUARY 19, 2011



ATLAS
INSURANCE

INTRODUCTION TO THE SERVICE TEAM

At Atlas Insurance we are committed to providing insurance products and services of value to all of our clients. Clients are provided with a network of qualified insurance professionals to ensure they receive the highest level of care and expertise available.

We recognized that one of the most important relationships in our business is the trust between our clients and their insurance team. We continuously work to build and strengthen this relationship.

Your team of professional insurance advisors consists of:

Your Agent:	Dave McMahon MBA
Account Manager:	Lisa Speights, CIC
Account Manager:	Sheri L Canley

You will receive annual policy reviews, scheduled renewal visits, claims assistance and review as well as additional professional assistance from your insurance team as requested.

PROPERTY LOCATIONS

<i>Premise #</i>	<i>Building #</i>	<i>Address</i>
01	01	1900 Landings Blvd. Sarasota, FL 34231
02	1	Eagle Nest Area Sub 5 Acres Sarasota, FL 34231

PROPERTY INSURANCE POLICY OUTLINE

CAUSE OF LOSS FORM: SPECIAL

Subject to policy conditions and exclusions.

Special Form: Provides coverage against All Risk of direct physical loss or damage, except those perils that are specifically excluded in the policy.

<i>Premise #</i>	<i>Bldg #</i>	<i>Coverage</i>	<i>Amount</i>	<i>Co-Ins %</i>	<i>All Other Perils Deductible</i>	<i>Wind Deductible</i>	<i>Replacement / Actual Cash Value</i>
1	1	GATEHOUSE / GATE	\$190,000	90%	\$1,000	5% WIND	RCV
1	1	CONTENTS	\$15,000	90%	\$1,000	5% WIND	RCV

**** All other property, gazebo, gate house north, fence & bridge are not covered for any peril under this option. ****

COMMERCIAL CRIME PROPOSAL OUTLINE

INSURING AGREEMENTS

Coverages	Limit	Deductible
Employee Dishonesty	\$750,000	\$500

*Effective May 30, 1998, The Bureau of Condominiums amended Section 718.11 (11) (D) by house bill 3321 to provide as follows:

“The Association shall obtain and maintain adequate insurance or fidelity bonding of all personas that control or disburse funds of the Association. The insurance policy of fidelity bond must cover the *maximum funds* that will be in the custody of the Association or its Management Agent at any one time. As used in this paragraph, the term “persona who control or disburse funds of the Association” includes, but is not limited to those individuals authorized to sign checks and the President, Secretary and Treasurer of the Association. The Association shall bear the cost of the Bonding.”

Maximum Funds include operation and reserve accounts.

EMPLOYEE DISHONESTY

Employee dishonesty is considered to be a criminal act committed by an employee acting alone or in collusion with others. There must be intent by the employee to cause the employer a loss and to obtain a financial benefit for the employee or someone else.

Coverage is provided for dishonest acts of employees of the named insured only. Coverage insures against loss of money, securities, and property other than money and securities. The blanket form provides coverage for dishonest acts of all employees. The limit for blanket coverage applies per loss, regardless of how many employees are involved. The scheduled form provides coverage only for the dishonest acts of employees specifically listed in the policy. On the scheduled form, a separate limit applies to each employee listed on the schedule.

COMMERCIAL GENERAL LIABILITY OUTLINE

COVERAGE FORM: Occurrence

<i>COVERAGE</i>	<i>LIMITS</i>
LIABILITY	
General Aggregate Limit	\$2,000,000
Products/Completed Operations Aggregate Limit	\$2,000,000
Personal/Advertising Injury Limit	\$1,000,000
Each Occurrence	\$1,000,000
Fire Damage Limit - Any One Fire	\$500,000
Medical Expense Limit - Any One Person	\$5,000

INCLUDED COVERAGE

Contractual Liability	Incidental Medical
Employees as Additional Insured	Independent Contractors
Extended Bodily Injury Liability	Limited Worldwide Products Liability
Host Liquor Liability	Non-Owned Watercraft Liability (Under 26 Ft)

<i>LOCATION</i>	<i>CLASS</i>	<i>CLASSIFICATION</i>	<i>PREMIUM BASIS</i>
01	41670	Homeowners Association	700 (U)
01	48727	Roads	8 (Miles)
01	49452	Vacant Land	7.4 (Acres)
01	99999	Hired and Non Owned	0 to 6
01		Gazebo	1
01		Gatehouse	2
1	20400	Retention Ponds	9

NOTE:

(A) Area	(S) Sales
(C) Cost	(U) Unit
(P) Payroll	

***Estimated payroll, sales &/or sub-contractor costs when used as a basis for general liability premium development are subject to audit. The final premium for the coverage will be adjusted based on the information determined at audit after the end of the policy year.**

COMMERCIAL AUTOMOBILE

<i>COVERAGE</i>	<i>LIMIT</i>	<i>PER</i>
<i>LIABILITY</i>		
Bodily Injury and Property Damage	\$1,000,000	Each Accident
Personal Injury Protection	\$10,000	
Medical Payments	\$5,000	Each Person
Uninsured Motorists	\$100,000 (Non-Stacked)	Each Accident
Physical Damage		
Comprehensive	\$500	
Collision	\$500	
Hired & Non-Owned Auto Liability	\$1,000,000	

VEHICLE SCHEDULE

<i>VEH #</i>	<i>YEAR</i>	<i>MAKE</i>	<i>MODEL</i>	<i>COMP DED</i>	<i>COLL DED</i>	<i>GARAGE LOCATION</i>	<i>VEHICLE I.D.</i>
01	2007	Toyota	Tacoma	\$500	\$500	01	5TENX22N97Z390726

DRIVER SCHEDULE

DRIVER INFORMATION

<i>DRIVER #</i>	<i>DRIVERS NAME</i>	<i>DATE OF BIRTH</i>	<i>DRIVER LICENSE #</i>
1	Malcolm Van Dyke	09/28/38	V532548383480

DIRECTORS & OFFICERS LIABILITY

Directors and Officers Liability Insurance

Protects officers and directors of a corporation against damages from claims resulting from negligent or wrongful acts in the course of their duties. Also covers the corporation (and even the officers and directors in some cases) for expenses incurred in defending lawsuits arising from alleged wrongful acts of officers or directors. This policy always requires the insured to retain part of the risk through the implementation of the deductible.

Limit: \$2,000,000

Retention: \$5,000

- Protects directors, officers, trustees, employees, volunteers and committee members, as well as the community association with a broad definition of claim
- Has a "duty to defend" feature that provides legal defense for allegations of wrongful acts and covers associated defense costs
- Provides claims made coverage with reporting of claims "as soon as practicable" after the end of the policy period Provides coverage for monetary and non-monetary claims
- Covers punitive and exemplary damages where insurable under applicable law
- Covers lawsuits and allegations involving wrongful termination, discrimination, and general breach of fiduciary duty
- Provides coverage for an independent community management company

UMBRELLA LIABILITY PROPOSAL

COVERAGE	LIMIT	PER
Limit of Liability	\$3,000,000	Each Occurrence
	\$3,000,000	Annual Aggregate
Self Insured Retention	\$0	

REQUIRED PRIMARY COVERAGES:

Commercial Liability	\$1,000,000	Each Occurrence
	\$2,000,000	General Aggregate
	\$2,000,000	Products Aggregate
	\$1,000,000	Personal Injury
	\$100,000	Fire Damage Liability
Auto Liability	\$1,000,000	Combined Single Limit
Employers Liability	\$500,000	B.I. Each Accident
	\$500,000	B.I. by Disease Policy Limit
	\$500,000	B.I. by Disease each Employee

PREMIUM QUOTATION

QUOTATION VALID TO: February 5, 2011

COVERAGE	ANNUAL PREMIUM	COMPANY	A.M. BEST RATING
Commercial Package *	\$3,075	Cincinnati Ins. Co. <i>Admitted</i>	A+ (Superior), XV
General Liability	Included		
Commercial Property	Included		
Commercial Crime	Included		
Business Auto	\$1,895	Travelers Ins. Co. <i>Admitted</i>	A+ (Superior), XV
Directors & Officers	\$6,684	Travelers Ins. Co. <i>Admitted</i>	A+ (Superior), XV
Umbrella	\$1,511	Cincinnati Ins. Co. <i>Admitted</i>	A+ (Superior), XV
Workers Compensation 1/13/11 renewal	\$561	Florida Mutual Hospitality <i>Admitted</i>	A- (Excellent), VII
TOTAL:	\$13,726		

***The Cincinnati policy is a three (3) year policy term.** The premium quoted will not change for the three year period unless the policy coverage, limits or estimated payroll/sales or costs have been changed. The Auto and Umbrella policies are rated annually.

***The Cincinnati policy(s) offer the following payment option:**

- Annual \$4,586
- Semi- Annual with the first installment of \$2,356, and the remaining installment of \$2,236.
- Quarterly with the first installment of \$1,239, and the remaining installments of \$1,119.

The Premium(s) may be paid in full or financed.

Admitted Carrier: An Admitted Carrier is an insurance company licensed to write specific lines of business in the State. These companies are strictly regulated and contribute to the Florida Guaranty Association.

Non-admitted Carrier: A Non-admitted Carrier is an insurance company not licensed by the State, but allowed to do business in the State. These companies are not required to contribute to the Florida Guaranty Association.

Proposal Acceptance: _____

Signature

Date

PREMIUM COMPARISON

INSURED: Landings Management Association, Inc.

POLICY TERM: February 5, 2011 **To:** February 5, 2012

<i>COVERAGE</i>	<i>EXPIRING PREMIUM</i>	<i>RENEWAL PREMIUM</i>
Commercial Package	\$3,052	\$3,075
Property	Included	Included
General Liability	Included	Included
Commercial Crime	Included	Included
Business Auto	\$1,858	\$1,895
Umbrella	\$1,511	\$1,511
Directors & Officers	\$4,435	\$6,684
Workers Compensation – 1/13/11 Renewal	\$541	\$561
TOTAL:	\$11,397	\$13,726
		\$2,329 more than last
		year
		17 % more over all

MARKET RESPONSES

Market Approached	Response
Tower Hill	Can not write the property to include the peril of wind.
Universal	Declined to quote because it does not fit the year built guidelines.

- Carriers aggregate limits (total exposure) in all areas fluctuate yearly, which will adjust pricing and limits provided.
- Every year wind modeling systems are updated which results in changes in quotes

Value Added Services

ANNUAL RISK SURVEY

Annual review of risks and update coverage's on vehicles, equipment, payrolls, sales, etc. This survey is an in-depth tool to identify changes that have occurred in your business operation. The purpose of the survey is to discover any exposures or gaps that may exist in your current program and to provide solutions and best options customized to your unique situation

BUSINESS INCOME CALCULATION

Most, if not all, businesses experience fluctuations in business income. An annual review and update of your business income exposures and requirements including extra expense is advised so that we can develop coverage that best fits your needs.

CSR-24

24 hr/7 day – ability to report claims, review your coverage, issue Certificates of Insurance. This program combines client-focused Internet functionality with around-the-clock claims reporting capabilities and enhances our customer-service. We believe that claims are the reason you purchase insurance; the process of reporting claims should be as convenient as possible. Accessible at www.atlasinsuranceagency.com

CERTIFICATE OF INSURANCE TRAINING PROGRAM

Specific training regarding Certificate of Insurance – what they are, why they are requested and provided and what they mean.

CLAIMS ADVOCACY

Assistance in prompt resolution and settlement of your claim. Several insurance carriers with local claims adjustors in our area

CONTRACT REVIEWS

Prior to your signing a contract, we offer a review of the insurance requirements or liabilities assumed in the contract. This review will enable you to enter into any contract knowing that your insurance requirements are filled in the best way to benefit you in any contract.

CROSS REFERRALS

We believe in helping our clients be successful in many different ways. One of them is to provide Cross Referrals whereby we put clients together who can help each other. This service is provided for all clients, unless you specifically advise us otherwise.

DISASTER PLANNING

Assist in formalizing procedures which would be activated in the event of a disaster or emergency to protect your employees and property.

EDUCATIONAL SEMINARS

Seminars which produce education to our clients and their employees on general topics to specific training and education.

INSURANCE TO VALUE REVIEW & APPRAISALS FOR YOUR PROPERTY

Annual review of property values to alleviate gaps in coverage. Assistance in obtaining and maintaining appraisals on building and equipment with emphasis on annual updates

MYWAVE

Internet passed resource which provides information on employee safety issues, human resource tools (HR Connect), disaster planning and client message exchange with other Mywave users. A value added service brought to you exclusively by Atlas Insurance. Mywave puts the power of the Internet at your fingertips and provides a wealth of solutions for your daily challenges.

MVR CHECK

Assist in securing Motor Vehicle Reports for employee drivers who have signed the privacy waiver.

OSHA 300 RECORD KEEPING & COMPLIANCE

With the addition of the Mywave feature in your "tool box" you will be able to easily determine if an injury is reportable as well as maintaining your OSHA 300 Log.

SAFETY MANUALS/EMPLOYEE HANDBOOKS

Assist in setting up safety manuals, safety meetings and safety awareness programs for your business and employees.

STRENGTH OF RELATIONSHIP

At Atlas Insurance we constantly evaluate the strength of our relationships with our clients. Ultimately, we let you define the strength of our relationship to you. We listen to your comments and feedback and create the best relationship possible for your specific preferences.

TEAM VISITS

We believe it is important to establish good working relationships with our clients. We carry that further in believing that relationships with those we work with outside of our agency are just as effective as those within. We encourage our Account Manager to visit with their counterpart at your company to smooth the workflow and communication between your firm and our agency.

WORKER'S COMPENSATION AUDIT ASSISTANCE

Atlas Insurance understands that Worker's Compensation audits can be an almost scary occurrence. For this reason, we provide assistance with Classifications and Excluded Remuneration before, during and after your Worker's Compensation audit.

WORKER'S COMPENSATION

Provide suggestions and recommendations to reduce your cost for Worker's Compensation premiums.

- Assist with Safety Credit Qualification
- Construction Credit Verification
- Drug Free Workplace Credit Qualification
- Deductible Options

WORKER'S COMPENSATION EXPERIENCE

When it comes to Worker's Compensation, your Experience Modifier literally has the power to make or break your coverage. As your agent, we feel it is necessary to discuss your Valuation Date and define what steps must be taken to minimize increases in your Experience Modifier on a regular basis.