



# COMMERCIAL INSURANCE PARTNERS



# A Partner to Navigate the Evolving Offshore Wind Landscape

While your business is focused on supporting the future of energy and the environment, we are focused on supporting your future — helping offshore wind companies succeed by meeting the specialized risk challenges of a rapidly growing industry.

The Hilb Group has insurance programs for offshore wind businesses across the spectrum of development—from research and development, manufacturing, installation to operations.

We help you identify and control both your insurance cost and potential claims. With our expert team of risk placement specialists, safety experts, and industry experts we help you spend less time on insurance matters and more time on the things that matter to your business.

We partner with you to ensure that you understand all the exposures you face in the day-to-day and long-term operations of your company. We'll work with you to craft a custom solution that provides the best coverage for your particular situation.

## Lines of Coverage

- Builders' Risk
- Inland Marine
- Environmental & Contractors Professional Practice
- Auto
- Workers Compensation
- General Liability
- Property
- Cyber
- USL&HW
- ELPI
- Management & Professional Liability
- Fiduciary Liabilities
- Pollution and Environmental
- Commercial Surety
- Contract Surety

# Account Management Team



**Withers Davis**  
**Account Executive**

Withers has been in the commercial insurance industry for over 30 years and specializes in offshore wind and inland marine. He understands the unique needs of these industries.



**Shane Silk**  
**Commercial Account Executive**

Shane specializes in managing commercial insurance accounts and actively works with his clients to address exposures and build customized risk safety programs appropriate for their specific needs.

# Brokering Capabilities

Our customers choose us because:

**01 WE ARE HONEST**  
We have built solid relationships based on trust, partnership, transparency, and understanding.

**02 WE ARE ACCESSIBLE**  
All of our clients have our cell phone numbers, and we take calls in the evening and weekend.

**03 WE KNOW THIS INDUSTRY AND ARE RELENTLESS ADVOCATES FOR OUR CLIENTS**  
No one fights harder for their clients than we do. We understand the unique challenges faced by businesses in offshore wind and as your broker, work as your advocate to develop the best insurance program for your unique needs.

# Risk & Safety Management Services

Our Risk and Safety Management services aim to prevent employee injuries, protect your properties, minimize business interruption, prevent fleet collisions, and protect you from liability claims. With our methods, resources and expertise, we help clients prevent losses and improve your organization's risk profile for underwriting.

Our Risk and Safety Management Services team stays abreast of new developments regarding risk control and workplace safety by monitoring the marketplace for the latest technologies and best practices to help your company mitigate risk.

## Risk & Safety Services

Below is a summary of the Safety and Risk Management services we provide to our Cannabis clients.

- Safety Assessment
- Loss Trend Analysis
- Exposure Analysis & Control
- Site Safety Analysis
- Safety and Health Processes review and development
- Pre-carrier visit preparation
- Design and Implementation of Safety Management Systems
- OSHA Compliance/Defense
- Acquisition Due Diligence
- Provided resources, templates, and guidance for a wide variety of safety topics.

## Education

We believe that continued education for your employees is vital to the success of our risk and safety programs. We offer on-site or virtual high-impact training for numerous safety topics for worker and fleet safety.



## Meet Our Risk & Safety Expert

# Steve Pomponi, CSP

Steve has 30 years of safety experience. He assists clients with improving their safety management systems. Steve provides worker safety, fleet safety, and risk management services.

As Vice President, Risk and Safety Management, Pomponi performs baseline assessments to determine clients' operational risk exposures; collaborates with clients to improve existing safety management systems; assists in the implementation of new safety practices and processes through hands-on training; and monitors progress to provide results-based services.

His guidance has saved client's millions of dollars and prevented countless injuries. Steve has also helped clients navigate through the complex world of OSHA regulations. Steve has also assisted clients during severe injury incidents, OSHA inspections, contesting citations and abatement agreements.

## Education

Steve earned a M.S. in Safety Engineering from Indiana University of Pennsylvania and a B.S. in Occupational Safety and Hygiene from Millersville University. Steve also holds the nationally accredited and internationally recognized Certified Safety Professional (CSP) designation awarded by the Board of Certified Safety professionals (BCSP).

Steve is wonderful to work with and is a knowledgeable resource for our facility. We have reached out to Steve on numerous occasions, and he has been more than happy to provide us with advice.

- Laura Shultz, EHS Manager  
Green Thumb Industries



# Claims Advocacy & Management

To help ease the burden of managing claims, we have a dedicated Claims Management Team to support our clients. We stand ready to work side-by-side with you throughout the claims process, ensuring continuity of claims management.

## We Work For You

As one of the benefits of working with us, you will receive the services of a dedicated insurance specialist who's here to advocate on YOUR behalf. Our Claims Advocates have extensive expertise in the insurance claims industry, with great knowledge in the areas of workers' compensation, automobile, products liability, general liability and garage liability claims.

## No More Being Left in the Dark

Our Claims Advocacy & Management Team brings to light appropriate claim information and works to expedite the process through attentive management, return-to-work programs, and knowledgeable analysis of policy coverages. Our team provides quarterly open claim reviews and status updates so that their clients are never surprised by claims.

## What You Can Expect

Your Claims Advocate is available to actively and expeditiously facilitate claims resolution and provide assistance in determining appropriate courses of action to best protect your interests, including:

- Advice prior to submitting a claim
- Feedback throughout the claims process including suggestions on alternative defense methods
- Attendance on carrier conference calls, mediation hearings, mandatory settlement conferences and claims meetings
- Feedback regarding settlement offers
- Review and explanation of Reservation of Rights letter
- Negotiating with carriers to avoid over-reserving
- Stewardship reports with claim reviews



## Kristen Badessa, AIC Claims Advocate Expert

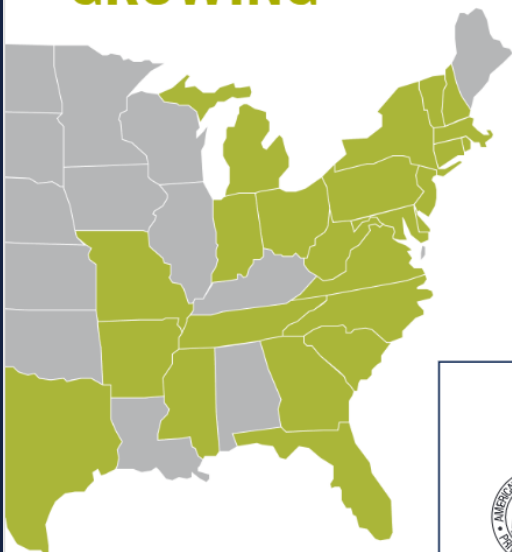
With over 20 years of experience in the insurance industry, Kristen assists clients in determining the appropriate courses of action to best protect their interests in the event of a claim. She works collaboratively with client management, insurance carriers and other parties as needed to ensure the best financial outcome for you.

# About the Hilb Group

With a mission to protect and grow the assets of our clients, the Hilb Group is a leading multi-disciplined insurance services firms, specializing in risk management services and consulting, employee benefits brokerage and consulting, and human resources consulting.

The Hilb Group is a Top 15 US Insurance Agency and an Inc. 5000 fastest growing private company. Operating with a focus on our core values of trust, integrity, and collaboration, the Hilb Group combines the resources of a big broker with the passion and personalized service of a local partner.

24 STATES AND  
GROWING



FOUNDED  
2009



2000+  
EMPLOYEES  
NATIONWIDE

OUR OFFERINGS

FULL-SERVICE CAPABILITIES  
AND EXPERTISE IN PROPERTY &  
CASUALTY, EMPLOYEE BENEFITS



30+  
INDUSTRY SPECIALTY PROGRAMS

TOP 20  
INSURANCE BROKER





## Contact

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