

P E R S O N A L M O N E Y M A N A G E M E N T

Obtaining the Best Value for Your Golf Facility's Insurance Dollars



It's important to have insurance that saves your business premium dollars, while at the same time provides the necessary coverage to meet exposures unique to your golf facility

By Robert Bouvier

Golf courses, practice facilities and golf retail facilities across the country are feeling the stresses and strains of this tough economic climate. PGA Professionals who are charged with the daunting task of reviewing property and casualty insurance coverage options, comparing quotes and understanding the financial strength of writing carriers have seen this become an even more complex process over the years.

That is until PGA Insurance Options announced its new property casualty insurance administrator, Bouvier Beckwith & Lennox, Inc. (BB&L). BB&L offers comprehensive coverage options that address the unique exposures to golf courses, practice facilities and golf retail facilities, while at the same time saving precious budget dollars.

It is true that many facilities may purchase coverage through a club member who happens to be an insurance agent. While this is a convenient relationship, is it in the best interest of the facility, its board of directors and the membership? Knowing the nature of exposures your facility faces and properly designing a package of coverage options to meet them is a must in today's litigious environment. That said, at a minimum, you owe it to yourself and your facility to seek a second opinion to avoid any potential costly coverage shortfalls. For instance, when was the last time your facility was physically inspected to confirm current replacement values of the buildings, personal property and equipment? These values can add up quickly and if not handled properly could lead to costly coinsurance penalties at the time of loss. Additionally, does your existing program include pollution coverage not only for herbicide and pesticide exposures but for fuel storage tanks as well?

In a shrinking economy, some facilities are forced to let employees go. Does your club have sufficient EPLI coverage (Employment Practices Liability Coverage) to protect the facility against possible employment related lawsuits? Another exposure unique to golf facilities is the liquor liability in the bar and restaurant. Do you have a sufficient limit of liability? Does your current umbrella extend that primary limit to provide additional coverage?

These are all very important coverage questions that need to be reviewed in detail with an agent that is well versed in facilities coverage. The com-

mon mistake is for agents to quote from existing declarations pages without even questioning or challenging the validity of the values being used. While this is a good way to receive an "apples to apples" price comparison, this is a recipe for disaster if the underlying assumptions prove to be incorrect.

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claims, you need to call BB&L today. It has been said that the best defense is a good offense. This certainly holds true with a well thought out loss control program that identifies potential deficiencies in advance to head off potential future claims.

Working with an agent in The PGA's endorsed property and casualty insurance program will provide you with a review and quote of your current program along with a list of additional recommendations for your facility's consideration. You can receive a complimentary, no obligation review of your current insurance program by calling 1-800-888-GOLF today. ■

Robert Bouvier is President of Bouvier Beckwith & Lennox, Inc.

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