



Shepherd adds trio of primary products to suite of construction-focused coverages

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Insurtech MGA Shepherd has brought a trio of construction-focused primary insurance products to market, with the new admitted offerings written on the paper of Core Specialty's StarStone National Insurance Company.

The new primary products comprise general liability, workers' compensation, and commercial auto, with the offerings complementing its existing umbrella and excess casualty coverages.

Shepherd's new commercial general liability (CGL) coverage can provide clients with up to \$2mn in limits, while its auto liability and auto physical damage products both offer limits of up to \$2mn.

The offerings can be secured for annual practice programs and on a project placement basis, including wrap-ups and joint ventures.

Shepherd will also offer supported umbrella or excess placements which will provide coverage above the newly launched primary products.

This publication had reported late last year that Shepherd, which is led by co-founder and CEO Justin Levine, was working on a three-line primary insurance solution which would offer its client base of middle market contractors and projects CGL, commercial auto, and workers' compensation coverage.

The new products are largely aimed at the same audience as Shepherd's initial umbrella and excess casualty offerings, namely middle-to-upper market contractors that generate more than \$50mn in sales, on average.

Shepherd's trio of new admitted primary coverages are currently live in Arizona, Colorado, Connecticut, Illinois, Indiana, Michigan, Minnesota, Missouri, Nebraska, Ohio, Pennsylvania, New Jersey, South Carolina, Tennessee, Utah, Virginia, and Washington.

The insurtech will bring its admitted primary offering to remaining U.S. states during Q4 2023 and into next year.

“We understand the value of flexibility in program structures, and our primary offerings will include both guaranteed cost and loss sensitive programs,” said Levine.

“We’ll work with our clients and broker partners to determine the right structure for each program, and will avoid any one-size-fits-all approaches in our underwriting,” Levine added.

Excess exposure in every state

Along with unveiling the three new primary products, Shepherd also provided an update on its progress since launching its excess liability program in 2022.

According to Levine, that program – which is also written on capacity provided by Core Specialty, the former StarStone US business that was rebooted in 2020, and supported by a panel of reinsurers via a quota share agreement – now has written exposure in every US state, “and is well-diversified geographically”.

The excess program has 17 retail appointments, including with each of the top 10 brokerages in the U.S. as measured by volume of business.

The insurtech’s excess program has to date received over 800 submissions, with over 180 seen during 2023’s second quarter alone.

Looking ahead, Levine said the expansion into primary casualty lines “is still just the beginning of our story, but a significant milestone nonetheless”.

“We’ll continue to develop new insurance products with a goal of a holistic industry practice suite on par with the largest construction insurance incumbents,” he said.

“Today’s announcement marks a significant inflection point for our company.

“Underwriting primary products has been in the DNA of Shepherd since we started the company, and the opportunity to partner even more closely with our clients is extremely exciting. Rest assured, we are already hard at work on what’s next,” Levine added.