



RYA Affiliated Sailing Club Insurance

Midlands Region Conference 2018

Ben Bennett | 10th November 2018



Insurance | Risk Management | Consulting



Overview

Gallagher RYA Club Insurance – Key Facts

- Endorsed by RYA for nearly 40 years
- Broker and Insurer joint specialism in sector – understanding demands and needs of RYA Clubs
- Dedicated Gallagher RYA Service Team
- Product continually enhanced/developed to provide a market-leading solution to policyholders
- Insurer market exercise conducted in 2017 as due diligence – existing insurers NMU (Specialty Ltd) re-appointed as market of choice
- Sponsors to RYA Regional Club Conferences, National Training Conference, National Sailability Conference and Club Of The Year Award
- Gallagher now insure 681 Sailing Clubs based in UK & Channel Islands - we continue to renew 98% of these clients annually



Scope of Cover – RYA Combined

RYA Combined Insurance – Compulsory covers:

- Public & Products Liability (including Member to Member & Tuition extensions) – Limit of Indemnity up to £20,000,000 available
- Employers Liability (to include volunteers)

Optional covers:

- Property All Risks - including Clubhouse, Outbuildings, Marine Installations, Contents/Fixtures & Fittings
- Business Interruption - Loss of Revenue, Additional Increased Cost of Working, Loss of Rent payable/receivable & Loss of Revenue (Marine) extensions available
- Loss of Licence – Loss of revenue following loss of licence for the sale of alcohol
- Deterioration of Stock – Covering refrigerated/frozen stock in the event of equipment breakdown and/or failure of public utilities
- Cups, Trophies & Specified Items – Covering any specified item and unspecified cups/trophies anywhere in the UK on an 'agreed value' basis
- Money - Covering cash in trust including when in safe, in transit or at home of authorised official
- Personal Accident – Providing cover to specified persons whilst carrying out duties
- Boats – Including Outboard Engines, Trailers, etc. whilst in Transit and temporarily in use within Europe for up to 30 days per year. Including Marine Third Party Liability to mirror Public & Products Liability indemnity limit. Extension available to cover loaned/borrowed Boats



Additional Covers Available

In addition to main RYA Combined policy, we can also offer solutions for:

- **Directors, Officers & Trustees Liability**
Legal defence costs and valuable added protection for individuals operating on behalf of the Club/Centre
- **Commercial Legal Expenses**
Legal defence costs in respect of Employment Disputes, Contract Disputes (including Tenancy), Tax/VAT Investigations
- **Special Types Motor (Road Traffic Act Liability)**
Following recent changes in Road Traffic Act Law, Tractors used within a 'public place' must now be insured under a motor policy
- **Engineering Inspection**
Providing statutory inspection of equipment on a 6/12 month frequency as required under HSE (LOLER) regulations



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Gallagher Health & Safety Click

Launched on 1st March 2018 to all existing clients, Gallagher now provide free of charge access to our 'Health & Safety Click' portal – designed to provide a wide range of Risk Management advice and guidance

Gallagher Health & Safety Click





Coming Soon.....

- **Cyber Liability**

Providing topical Cyber Liability coverage, tailored for Clubs and Centres – primarily to provide cover against fines/penalties levied by the regulator as a result of an ‘unforeseen’ breach of GDPR

- **Integration of Covers onto single RYA Combined policy**

Work in progress to offer all additional products such as D&O, Legal Expenses and Engineering onto one single contract – benefitting clients by:

1. Offering simplified administration, with one common renewal date
2. Providing more extensive cover, with no possible duplication/gaps
3. Offering discounted premiums – LTA’s 10% to be applied to all covers
4. Interest Free Direct Debit – Will be available across the suite of covers

What are the most common risk considerations for RYA Clubs?



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Key Risk Considerations

Property Sums Insured

Should Clubs ensure that regular professional advice/assessments are carried out when insuring it's key assets (Clubhouses, Outbuildings, Marine Installations and Contents/Fixtures & Fittings for example)?

Gallagher advise that regular assessments are made on all Club owned property. Formal professional valuations are highly recommended when insuring Buildings and Marine Installations to ensure that sums insured reflect true 'reinstatement' value. Ideally valuations should be sought from Royal Institute of Chartered Surveyors (RICS) professionals on a frequency of every 3 years to ensure suitability. Contents/Fixtures & Fittings sums insured should also be regularly reviewed and covered on a true 'new for old' basis where reinstatement cover is provided.



Key Risk Considerations

Capital Additions

Should Clubs notify insurers of changes to activities undertaken or property owned and what is likely to happen if they do not?

Clubs should immediately advise insurers of all changes to activities undertaken (whether significant such as hiring in plant and equipment for lifting operations or more modest such as an increase in volume of training activity undertaken) and property owned (additions, deletions and replacements) to ensure that cover remains adequate at all times. Failure to do so may lead to a repudiation of loss by insurers in the event of a claim.



Key Risk Considerations

Public Liability & Marine Third Party Liability - Limits of Indemnity

Do we carry adequate Public Liability & Marine Third Party Liability limits in the current climate?

A change to government legislation (The Ogden Rate) in 2017 had an impact on the compensation awards for long term personal injury claims. In circumstances where the costs of providing long term care form part of the compensation award, the amount awarded by the court are now considerably more than it would have been prior to when the changes came into effect. When deciding upon the limit of indemnity that you require for liability covers you should consider your ability to pay any amount awarded by the court that is in excess of your insured limit of cover, and the impact this would have on you personally and your Club, given that it could be a considerable amount of money.

Whilst the limit of indemnity you select remains your choice, we recommend that you consider a higher limit, to minimise the risk of serious financial consequences in the event of a claim that exceeds your cover, you should consider purchasing cover at as high a limit as you can afford.



Key Risk Considerations

Event Hosting

Other Groups/Associations will use our Club facilities periodically to run their own events – what are our insurance obligations?

Whilst it is recognised that ‘third party’ organisations (such as Class Associations) will use Club facilities throughout the year, you should be aware that insurers will almost certainly not provide ‘blanket’ cover for all events held at the premises, regardless of your involvement.

Generally, Clubs will act as a ‘host’ only and are not involved in the collection of entrance fees and are not actively involved in the running of such events. In such cases, third party groups (such as Class Associations) should carry their own Public Liability insurance cover. For more information see the Autumn 2017 RYA Clubroom article [here](#)

Whenever considering hosting events for ‘third party’ organisations, Clubs are advised to check with their insurance providers to ensure that their involvement (at whatever level it may be) is acceptable to their respective Insurers and, therefore, covered.

Questions



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