



December 22, 2020

Strata Plan LMS280  
c/o Southview Property Management Inc.  
110 - 7580 River Road  
Richmond, BC V6X1X6

Attention: Edward Jang

Dear Edward,

## Residential Strata Program – Renewal Proposal

The policy for **Strata Plan LMS280** is due for renewal on **February 1, 2021**. We are very pleased to enclose our renewal proposal for your consideration. Please carefully review the coverages, extensions and conditions outlined on the attached which take effect February 1, 2021. Be sure that the limits of liability are sufficient for your needs and please give careful consideration to the options provided.

This proposal is subject to the following information/documentation being supplied to our office as soon as possible:

### **Renewal Information Update**

Please confirm your renewal authorization and indicate any required options on the attached. If you would like to discuss the details of your proposal, please do not hesitate to contact us.

We confirm that the Strata Corporations retainer of Clark Wilson LLP pursuant to the Legal Services Contract is subject to acceptance by Clark Wilson LLP and that if accepted, Clark Wilson LLP will issue the Legal Services Retainer Contract directly to the Strata Corporation. If accepted, Legal Services Retainer is fully earned.

We trust you will find the enclosed in order and we look forward to being of service.

Kind regards,

**CapriCMW Insurance Services Ltd.**

A handwritten signature in black ink, appearing to read 'Kyla B. Troll', is placed over a faint, larger version of the same signature.

**Kyla B. Troll**  
**Client Executive**  
Direct No. (604) 484-4956  
ktroll@capricmw.ca  
CASST1 /Encl.

# INSURANCE & Risk Solutions

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## STRATA COMPLETE

### **RENEWAL PROPOSAL:**

Strata Plan LMS280, Chateau Comox

c/o Southview Property Management Inc.

### **EFFECTIVE COVERAGE:**

February 1, 2021 – February 1, 2022

# Made for you

We have created your custom insurance proposal by carefully evaluating all insurance providers and selecting the coverage that best meets your unique needs. We believe that the proposed insurance program will reduce your risks with the best coverage, so that you can have the **confidence and freedom to focus on what matters to you.**



GIVING YOU THE  
**CONFIDENCE** AND  
THE **FREEDOM** TO  
FOCUS ON WHAT  
**MATTERS TO YOU.**

# The CapriCMW Advantage

## Custom Insurance and Risk Solutions for Strata Corporations

As your Insurance Broker, we use our professional knowledge and experience to help you properly assess your insurance needs, shop for the best value in insurance coverage and provide devoted support in the event of a claim. Your dedicated Risk Advisors work with your strata to create custom solutions tailored to your unique service requirements creating a peace of mind, without the red tape.



### LOCALLY OWNED LEADER

CapriCMW is an industry leader in risk and insurance programs for condominium and strata properties. Your Risk Advisor team deeply understands local property, general strata risk issues and has industry experience and expertise to ensure you have both the coverage and support you need.



### FLEXIBLE, COMPETITIVELY PRICED SOLUTIONS

Your Risk Advisor works with you to provide flexible solutions that meet your financial needs while protecting your home and investment with the broadest possible claim coverage.



### YOUR RISK ADVISOR TEAM IS YOUR STRATA PARTNER

As an employee-owned company, we build long-term relationships and offer direct, personal service. Your CapriCMW Risk Advisor is your partner, today and tomorrow. CapriCMW has developed and refined a process to canvas the insurance marketplace to negotiate the best available price, deductibles and coverage.

# Delivering Custom Solutions

## WE WORK FOR YOU

CapriCMW is a broker, meaning we work for you – we act as your representative, negotiating and advocating with insurers on your behalf.

### GATHER YOUR INFORMATION

We work with your building to create a custom marketing package describing your property in its best light to prospective insurers.

### SHOPPING FOR YOU

We shop the insurance for you, negotiating on your behalf to get the best coverage, rates and deductibles.

### OUR PROPOSAL

By the time you receive our proposal, you can be confident it is a summary of the best available terms and conditions for your property.

### EDUCATION & ADVICE

We are always available to help by phone/email and to attend meetings. We also offer educational webinars to owners and council members.

### CLAIMS ADVOCACY

We are there when you need us most, for support and help after a claim.

### LOSS PREVENTION

The best claims are the ones that never happen, we can work with your property to provide loss prevention advice and reduce the chance of claims.



## OUR PEOPLE

Our dedicated strata team focuses only on strata insurance so that we are always out in front with what matters to you.



## OUR PRACTICE

Regularly updating you with important information. Education and transparency is our focus.



## OUR PROCESS

Developing innovative insurance and service programs to support property managers, councils and owners.

# Broker Compensation

## CapriCMW is an insurance broker.

In general, we get compensated through commissions paid by insurers. Commissions are set by the insurers and can vary between 15% to 22.5% of the premium. It is built into the premium quoted. We take our fiduciary duty seriously and CapriCMW is dedicated on placing your insurance program with insurance companies who provide the best product at the most competitive pricing.

Our commission for your **2021 - 2022** insurance renewal is **\$3,811.84**.  
The compensation we receive must cover the costs associated with:



Developing the human capital and people skills required to provide you with informed, professional ongoing advisory services



Cultivating strong insurer relations with long term capacity commitments and negotiating with insurers for competitive pricing



Technology costs involved in developing products and services for our clients



Administration and payroll costs associated with documentation issuance, risk management advisory services and claims management

CapriCMW employs a team of 60 hardworking individuals within the Real Estate and Strata Division that deliver insurance solutions for you. For more information on our compensation and role as your broker, [please visit our compensation disclosure](#).

# Loss Services & Support: Sedgwick Canada



Sedgwick is the adjusting firm utilized on the CapriCMW Strata Program. Sedgwick is a global company with over 21,000 professionals located in 65 countries. Our team has negotiated an agreement for strata adjusting services.

Proprietary and industry-leading pricing procedures are in place to reduce claims cost, streamline the claims process and ensure any claim will be handled efficiently.

One Senior Adjuster will be dedicated to Strata Plan LMS280, and their services and expertise are only a phone call away.

Learn more about Sedgwick at [www.sedgwick.com](http://www.sedgwick.com).



**Josiah Lee CFEI, CFII, IAAI-FIT**  
General Adjuster  
[Josiah.Lee@sedgwick.com](mailto:Josiah.Lee@sedgwick.com)



**Daphne Chan, BA**  
Senior Claims Adjuster  
[Daphne.Chan@sedgwick.com](mailto:Daphne.Chan@sedgwick.com)

The CapriCMW and Sedgwick claims support process includes understanding that the true purpose of insurance is to help after a loss.

# Strength and Expertise



CapriCMW Insurance Services is a member of the Canadian Broker Network (CBN), a consortium of Canada's leading independent insurance brokerages. Working together with one strong nation-wide voice, CBN brings built-in-Canada capability and innovation across personal and commercial lines, life and group benefits. Representing over \$1 billion in property casualty premiums, the CBN has over 50 offices and more than 1500 employees giving member companies a unique opportunity to offer expanded expertise and services to clients.

The Canadian Broker Network provides a cooperative, non-competitive national reach to the regional focus of its members. Our guiding principles of innovation, collaboration, commitment to growth and independence ensures that members can deliver the best possible value proposition to their clients, employees and business partners.

Together, CBN owns bullfroginsurance.ca which is Canada's first digital commercial insurance brokerage meeting the needs of small businesses across Canada.

 [www.canadianbrokernetwork.com](http://www.canadianbrokernetwork.com)

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## TOP-RATED INSURERS

CapriCMW has access to an abundance of different insurance markets. As a part of the Canadian Broker Network, CapriCMW conducts independent research on our insurer partners to ensure they can meet their policy obligations in the event of a catastrophic loss

Working together to create

## CUSTOM INSURANCE AND RISK MANAGEMENT SOLUTIONS



# Comprehensive Program Highlights



## 'All Risks' Property Insurance

Includes \$1mm secondary Additional Living Expense and Stated Amount Co-Insurance. Over \$1.7mm of additional property extensions as outlined on our Comprehensive Wording Highlights. Earthquake Buy-down option available.



## Broad form Equipment Breakdown Insurance

For electrical or mechanical breakdown.



## Commercial General Liability

On extremely broad Commercial General Liability Max Wording with options to increase limits to \$25mm. Coverage extended to protect Property Manager, unit owners and tenants insofar as to ownership or maintenance of common property as per the Strata Property Act. No general aggregate. Broad definition of both bodily injury and personal injury. Policy is silent on abuse and COVID-19. With regards to the Bodily Injury Deductible under the Commercial General Liability Policy, the deductible has been reduced to Nil, subject to the strata not having a bodily injury claim within the past five years.



## Directors and Officers Liability

Broadest available D&O coverage for the strata council – very broad definition of claim, \$1mm Excess 'Side A' coverage (dedicated limit for strata council) and Contingent Property Manager Extension as per agency agreement. No 'failure to maintain insurance' exclusion, defence limits outside of limit of liability and uncapped, entity coverage for claims against strata corporation, and no discrimination exclusion.



## Crime

Employee Dishonesty coverage is optional as licensed property managers have coverage under the Real Estate Compensation Fund. Broad Form Money and Securities coverage is optional as most stratas do not have cash on the premises.



## Pollution Liability

'Full' pollution liability is included providing for third party liability for new and existing pollution events as well as on-site remediation of new and existing pollution liability events.



## Terrorism and Sabotage Coverage

Providing coverage against physical loss or physical damage as a result of acts of Terrorism and/or Sabotage, as per the policy wording.



## Volunteer Accident Coverage

Providing coverage for volunteers injured during the course of their strata volunteer duties – principal sum payment as well as weekly indemnity and other specific benefits, such as rehabilitation benefit, dependent on the severity of the accident.



## Cyber Liability

Privacy breach liability for damages against the strata resulting from unauthorized access, use or disclosure of personal information. Privacy breach expense coverage for notification expenses, credit monitoring and data recovery, cyber investigation, and crisis management expense. Very important protection in light of federal PIPEDA legislation.



## Legal Services

Clark Wilson Legal Services Retainer providing free access to legal advice for matters pertaining to the Strata Property Act and coverage for specific claims which would not otherwise trigger the strata insurance.

# Comprehensive Program Highlights

## Residential Strata Program – Comprehensive Program Highlights

Over the years, our Strata Risk Advisors have taken the time to understand your concerns and design a custom solution for your unique service requirements and financial needs. We've created a comprehensive strata program that is innovative and covers a diverse range of risks.



### Start with a strong foundation

- 1. Additional Living Expenses**  
\$50,000 per unit maximum of \$1,000,000. Aggregate limit per policy period (in excess of unit owner's insurance). Flood & Earthquake Perils included.
- 2. 'All Risks' Blanket Property Coverage**
- 3. By-Laws**  
Increased cost of reconstruction, cost of undamaged portions and cost of removal – No Sublimit.
- 4. Stated Amount Co-Insurance**  
Subject to an appraisal within 12 months of the effective date, you will not face any penalties created by underinsurance.
- 5. Full 'All Risks' Coverage**  
Including paving, sidewalks, curbing, landscaping, water features, pools or related underground equipment.



### Protect your people

- 1. Broad Form Directors & Officers Insurance**  
Does not include a 'failure to purchase insurance' exclusion and includes the strata corporation as an Insured.
- 2. Personal Property of Officers & Employees**  
\$15,000 any one officer or employee.
- 3. Property Managers Errors & Omissions**
- 4. \$1MM Additional Side A Coverage**
- 5. Property Managers Extra Expense**  
For additional work in mitigating the loss – included in Extra Expense limit of \$250,000. \*\*After Hours Limitation Removed\*\*
- 6. Volunteer Accident Coverage**  
Volunteers injured during course of their strata volunteer duties.



### Be prepared for legal issues and administration fees

- 1. Civil Resolution Tribunal Included**  
For legal defense costs resulting from Civil Resolution Tribunal actions subject to limits provided under the Directors & Officers Liability policy.
- 2. Expediting Expenses**  
\$100,000 per occurrence.
- 3. Extra Expense**  
\$100,000 per occurrence.
- 4. Duty to Defend**
- 5. Valuable Papers**  
\$100,000 per occurrence.
- 6. Professional Fees for External Auditors, Accountants, Architects & Engineers**  
\$100,000.
- 7. Discrimination Defence Costs Included**  
For legal defense costs resulting from Human Rights Tribunal actions subject to limits provided under the Directors & Officers Liability policy.

# Comprehensive Program Highlights



## Protect against natural disasters

- 1. Contamination Expense**  
\$50,000 per occurrence/aggregate for clean-up expenses resulting from damage to insured property by an insured peril. \$25,000 sublimit for clean-up expenses resulting from damage to insured property from the dumping of contaminants without the insured's knowledge.
- 2. Debris Removal**  
Including removal of debris blown onto property by windstorm – included with no sublimit.
- 3. Earthquake Deductible**  
Each building is a separate location under the deductible definition. This has a significant effect on the percentage deductible where some but not all of the buildings in the complex are damaged. The minimum deductible applies.
- 4. Extension of Property Policy During Declaration of Emergency (30 Days)**  
Flood and earthquake perils included.
- 5. Green Standards Coverage**  
\$50,000 per occurrence.
- 6. Landslide, Subsidence & Sinkhole**  
Included subject to the earthquake deductible.
- 7. Outdoor Plants**  
10% of Sum Insured, to a maximum of \$5,000 per plant – named perils (including wind, hail, flood and earthquake).
- 8. Pollution Liability**  
\$1,000,000 each pollution event (including Cleanup Costs and Third Party Liability). \$5,000,000 aggregate (master) policy limit.
- 9. COVID-19**  
No communicable disease and virus exclusion under CGL.



## Prepare for property costs

- 1. Newly Acquired Property**  
15% of sum insured applying to buildings, to a maximum of \$1,000,000.
- 2. Property Additions, Renovations or Installations**  
Subject to a limit of 15% of the insured value, with a maximum of \$1,000,000.
- 3. Property Coverage for Improvements & Betterments to Individual Units When Required By Strata By-Laws**
- 4. Same Site Restriction Removed**  
From replacement cost clause allowing the strata to rebuild at another location if needed or required with no requirement or occupancy.



## Defend against crime

- 1. Arson Rewards**  
\$10,000 per occurrence.
- 2. Illegal Drug Activity**  
Included subject to policy deductible.
- 3. Intellectual Privacy and Data Breach**  
\$50,000 per occurrence.
- 4. Lock and Key Coverage**  
\$50,000 per occurrence, up to five keys per unit.
- 5. Terrorism & Sabotage Coverage**  
Losses caused by acts of terrorism and/or sabotage as defined by policy wordings.
- 6. Broad Policy Language**



## Other coverage

- 1. Fine Arts**  
\$100,000 per occurrence.
- 2. Fire Department Service Charges**  
\$50,000 per occurrence.
- 3. Fire Suppression Re-charge**  
\$25,000 per occurrence.
- 4. Money and Stamps**  
\$1,000 per occurrence.

## Residential Strata Program Proposal

**Insured:** Strata Plan LMS280, Chateau Comox  
c/o Southview Property Management Inc., Attn: Edward Jang

**Policy Period:** From: February 1, 2021 To: February 1, 2022

**Location(s):** 1272 Comox Street, Vancouver, BC V6E 1K7



Description of Coverages	Limits of Liability	Deductibles
<b>Property of Every Description</b> – Per Occurrence, Form No. CMWM - October 2019 & CMWMZ - MAY 2020, Appraisal: Feb 1, 2021, Year of Cycle 2	\$9,108,000.	\$10,000.
Business Interruption	Not Covered	
Earthquake – Annual Aggregate	\$9,108,000.	10%, Minimum \$100,000.
Flood – Annual Aggregate	\$9,108,000.	\$25,000.
Water Damage		\$100,000.
Sewer Backup		\$100,000.
Illegal Drug Activity		\$50,000.
All Losses arising from Vacant Units		\$100,000.
Sprinkler Discharge		\$100,000.
<b>Equipment Breakdown</b> – By-laws Included	\$9,108,000.	\$1,000.
Business Interruption - Loss of Profits (Gross Rentals)	Not Covered	
Included Debris Removal; \$500,000 Water Damage; \$500,000 Ammonia Contamination; \$500,000 Hazardous Substances; \$500,000 Professional Fees; \$100,000 Contingent Business Interruption; \$100,000 Brands And Labels; \$100,000 Fungus Clean Up Or Removal Coverage; \$100,000 Service Interruption; \$250,000 Extra Expense; \$1,000,000 Expediting Expense	Included	
<b>General Liability</b> – Bodily Injury, Personal Injury and Property Damage Liability – Each Accident or Occurrence	\$10,000,000.	*\$1,000.
Products and Completed Operations – Aggregate Limit	\$10,000,000.	
Non-Owned Automobile	\$10,000,000.	
Advertising Injury Liability	\$10,000,000.	
Medical Payments – Each Person	\$50,000.	
Tenants' Legal Liability – Any One Premises	\$500,000.	\$1,000.
Voluntary Compensation Extension – Strata Volunteers Coverage	\$50,000.	
(Weekly Indemnity of 2/3 of Employee's Weekly Wage, but not exceeding \$500/week & set at \$500/week for Volunteer Workers)		
<b>Strata Corporation Directors &amp; Officers Liability</b> – Annual Aggregate – Claims Made; Defense Costs Outside limit of liability – No limitation	\$10,000,000.	Nil
<b>Professional Liability Extension for Property Manager</b> per Wrongful Act – Annual Aggregate – Claims Made	Included	Nil
Discrimination Defense Costs	Included	
Employment Practices Liability	Included	
<b>Broad Form Money &amp; Securities</b> – Loss Inside & Outside Premises, Depositors Forgery, Fraud, Theft, Robbery or Burglary	Not Covered.	Nil.
Employee Dishonesty, Coverage – Form A	Not Covered.	Nil.
<b>Pollution Liability</b> – Each Pollution Event, Including Bodily Injury or Property Damage and Clean-up Costs	\$1,000,000.	\$10,000.
Aggregate (Master) Policy Limit	\$5,000,000.	
<b>Terrorism and Sabotage Coverage</b>	\$500,000.	\$2,500.
<b>Volunteer Accident Coverage</b>	\$100,000.	7 Day Waiting Period
Principal Sum - Weekly Accident Indemnity - \$500 (maximum 52 weeks)		
Accident Expenses - various up to \$15,000. (please see wording) Dental Expenses \$5,000.		
<b>Intellect Privacy &amp; Data Breach</b>		Nil.
Liability	\$50,000.	
Expense	\$10,000.	
<b>Earthquake Deductible Buy – Down Coverage</b> – Annual Aggregate	Not Covered	

### Conditions – Property

- All Risks of direct physical loss or damage to property described at Location(s) of Risk shown above.
- Basis of Loss Settlement – Replacement Cost including by-laws
- Co-insurance Basis – Stated Amount.
- Extended Replacement Cost - Not Covered
- Any Property additions, renovations or installation work will be subject to a limit of 15% of the insured value, with a maximum of \$1,000,000.

### Conditions – General Liability

- Property Manager is an Additional Named Insured for their management of the Strata Plan.
- \*\$1,000. Bodily Injury Deductible shall be waived on the first bodily injury loss/claim if there is no prior bodily injury loss within 5 years from the effective date of the coverage term

### Notable Exclusions & Endorsements

- Property Cyber and Data Endorsement / Communicable Disease Endorsement / Communicable Disease Exclusion / Virus, Bacteria or Microorganism Exclusion / Declaration of Emergency Endorsement

### Platinum Legal Services Retainer Contract

Per Claim – \$1,500,000 Term Aggregate

Note: The Legal Services Retainer Contract with Clark Wilson LLP is not a contract of insurance but is a Retainer agreement between the Strata Corporation and Clark Wilson LLP for Legal Services as described in the Contract.

Legal Services Retainer is fully earned

### Aggregate Fees Cap per Legal Proceeding

\$1,000,000.

## Residential Strata Program Proposal Options and Premium Summary

**Insured:** Strata Plan LMS280, Chateau Comox  
c/o Southview Property Management Inc., Attn: Edward Jang

**Policy Period:** From: February 1, 2021 To: February 1, 2022

**Location(s):** 1272 Comox Street, Vancouver, BC V6E 1K7



**Total Premium**  
\$22,869.

**Legal Services Fixed Retainer**  
\$350.

**Combined Total**  
\$23,219.

*Monthly Payment Plan upon request – 20% down and competitive rates*

Limit Options		Additional Annual Premium	Select Option
\$15,000,000.	Commercial General Liability	\$200.	<input type="checkbox"/>
\$25,000,000.	Commercial General Liability	\$515.	<input type="checkbox"/>
\$15,000,000.	Strata Corporation Directors & Officers Liability (Including Property Managers Errors & Omissions)	\$308.	<input type="checkbox"/>
\$20,000,000.	Strata Corporation Directors & Officers Liability (Including Property Managers Errors & Omissions)	\$492.	<input type="checkbox"/>
\$200,000.	Volunteer Accident Coverage	\$28.	<input type="checkbox"/>
\$250,000.	Volunteer Accident Coverage	\$62.	<input type="checkbox"/>
\$200,000.	DAS Legal Expense Insurance Coverage (\$1,000,000 Aggregate)	\$370.	<input type="checkbox"/>
If you wish to add this coverage, please confirm the following:			
Has the applicant had two or more legal disputes in the last 3 years? Yes <input type="checkbox"/> No <input type="checkbox"/>			
If answered "Yes", we require additional information prior to offer coverage at the quoted premium.			

### Authorization

Please sign and date below as authorization to proceed with coverage as indicated above.

### IMPORTANT:

This proposal is subject to change if any claims become known or reported prior to the effective date of coverage.

Terms, conditions and deductibles are subject to receipt of requested information.

Signature (Authorized Representative of Insured) \_\_\_\_\_

Name and Title \_\_\_\_\_

Date \_\_\_\_\_

This proposal is effective for 60 days or until the effective date whichever comes first

E&OE/ December 22, 2020/ TROKY1/ CASST1

Route to: Kyla B. Troll

Insured                      Strata Plan LMS280 , Chateau Comox  
Southview Property Management Inc.

Term                        From: February 1, 2021    **To: February 1, 2022**

Renewal Information Required	Information on File	Unchanged	New Info or Changes
1. Any Water ingress "leaky condo" problems discovered	Building envelope remediation. Window replacement, re-cladding and associate work. Certificate of Completion May 6, 2009	<input type="checkbox"/>	If yes, provide details below or attach if additional space is required.
2. Any legal or illegal drug activities present or future	None on File	<input type="checkbox"/>	If yes, provide details below or attach if additional space is required.
3. Do you anticipate any additions, renovations or installation work over 15% of the Total Insured Value?(to a maximum of \$1,000,000)	None on File	<input type="checkbox"/>	If yes, provide details below or attach if additional space is required.
4. Is there any pollution exposure at this property such as underground or above ground propane, oil or septic tanks?	None on File	<input type="checkbox"/>	If yes, provide details below or attach if additional space is required.
5. Major building upgrades <b>*Year Built: 1991</b> <b>*Note</b> – If building is over 25 years old (Prior to 1995) the insurance companies require upgrade information, if any.	Roof:        None on File Plumbing: None on File Heating:   None on File Electrical: None on File Details:   None on File	<input type="checkbox"/>	
6. Any known strata "Poly B" Plumbing		<input type="checkbox"/> Yes <input type="checkbox"/> No	
7. Does strata have aluminum wiring? If yes, please provide details and/or confirm if all connections have been pigtailed.		<input type="checkbox"/> Yes <input type="checkbox"/> No	
8. Number of units Residential - 21  Commercial - 0	Owner Occupied: 18 Rented: 3 Vacant: 0 Occupied: 0 Vacant: 0	<input type="checkbox"/>	Owner Occupied: Rented: Vacant: *Occupied: *Vacant: <b>*Please note changes on attached list</b>
9. Is this a Typed, Sectioned or Airspace Strata	None on File		<input type="checkbox"/> Typed <input type="checkbox"/> Sectioned <input type="checkbox"/> Airspace
10. Does the Strata run or have control over the running of a business at the premises?		<input type="checkbox"/> Yes <input type="checkbox"/> No	If yes, provide details below or attach if additional space is required.
11. Have there been any unreported claims? **** if the strata has suffered any claims, please provide any steps that have been taken to prevent further losses.		<input type="checkbox"/> Yes <input type="checkbox"/> No	If yes, provide details below or attach if additional space is required.
12. Are you aware of any facts or circumstances that could reasonably result in a privacy breach allegation against you?		<input type="checkbox"/> Yes <input type="checkbox"/> No	If yes, provide details below or attach if additional space is required.
13. Please provide a strata council members or Strata Corporation email address to receive new Legislative Notice of Change documentation	<b>Name:</b> <b>Email Address</b>		

E&OE/ December 22, 2020/ TROKY1 /CASST1  
Route to: Kyla B. Troll