



ASCEND WITH ARGO  
Education. Insight. Connections.

# SPECIALIZING IN ENVIRONMENTAL INSURANCE

# FEATURED SPEAKERS



## **David Corry**

Senior Vice President, Head of Argo Environmental

[david.corry@argogroupus.com](mailto:david.corry@argogroupus.com)

[linkedin.com/in/david-corry-866178113/](https://www.linkedin.com/in/david-corry-866178113/)



## **Moderator: Dana DiLullo**

Assistant Vice President, Marketing & Distribution  
Manager, Argo Group

[dana.dilullo@argogroupus.com](mailto:dana.dilullo@argogroupus.com)

[linkedin.com/in/dana-dilullo-061104a6/](https://www.linkedin.com/in/dana-dilullo-061104a6/)



## About Ascend With Argo

**Education. Insight. Connections.**

Training, support and mentorship for early-career insurance professionals:

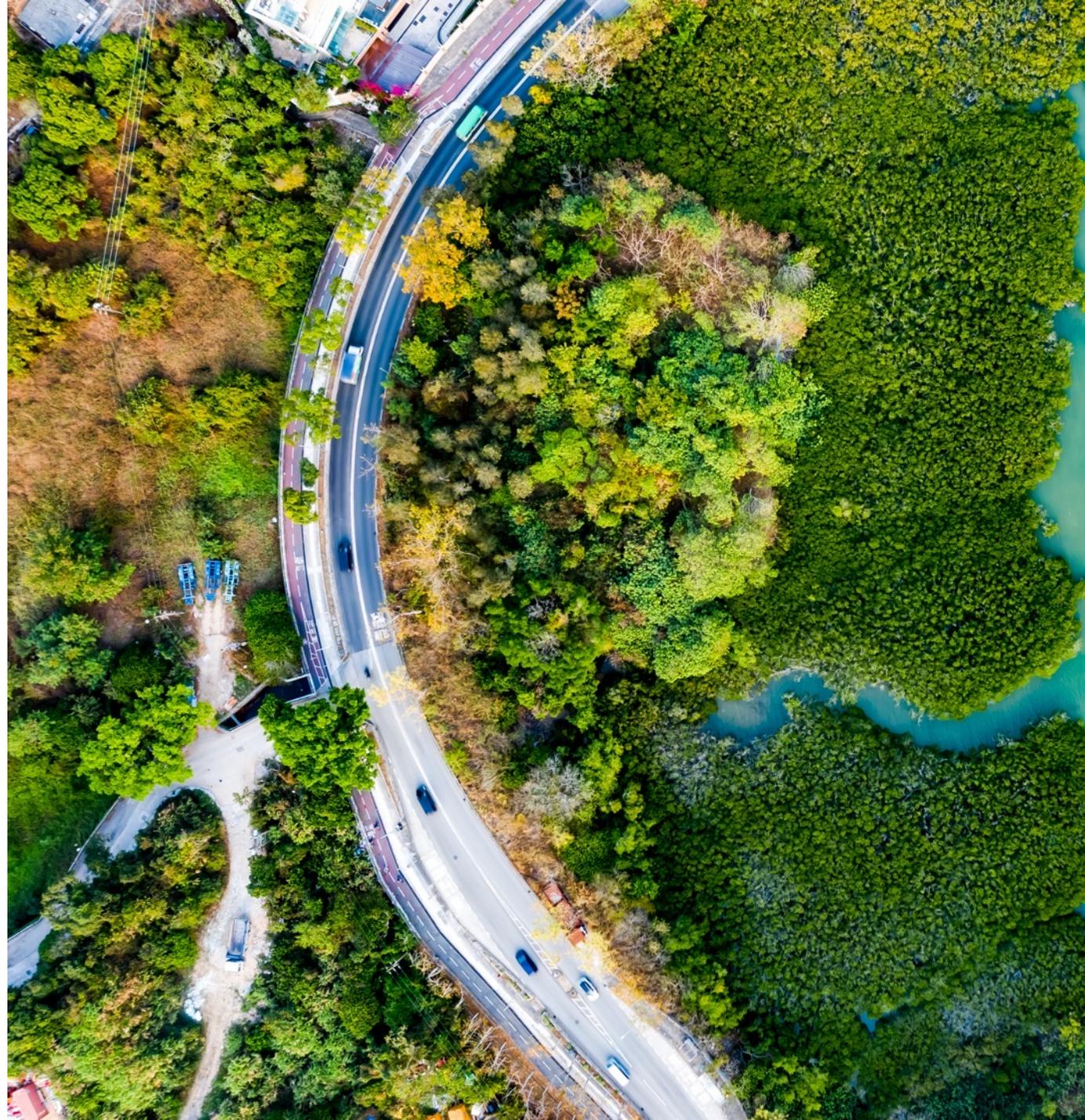
- Webinars
- Shadow days with Argo employees
- Exclusive events and conferences
- A web-based training portal and content

Learn more: [www.argolimited.com/ascend-with-argo](http://www.argolimited.com/ascend-with-argo)

# Audience insights

How would you describe your understanding of environmental insurance?

- A. Strong
- B. Somewhat familiar
- C. Minimal
- D. Something about saving trees?



# AGENDA

## During this webinar, you'll:

- Hear the benefits of finding an area of specialty
- Learn the basics of environmental insurance
- Discuss the history, scope and future of environmental coverage
- Explore opportunities within environmental insurance
- Be able to participate in a Q&A session

# **Benefits of Finding a Specialty**



## Benefits of finding a specialty

- Brokers who specialize in a niche attain a higher degree of professionalism and greater rewards in their careers.
- Specializing allows for greater product knowledge opportunity versus being a generalized insurance broker.
- Opportunities are evergreen: As they arise, take advantage by getting on a specialized team and learning about the book.

# **Basics of Environmental Insurance**



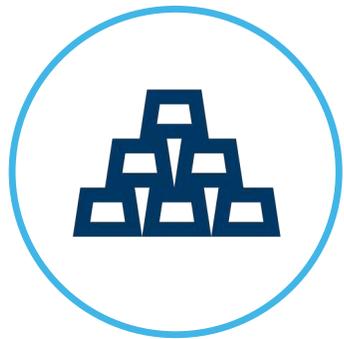
# What is environmental insurance?

Environmental consists of policies that are specifically written to insure the exposures of pollution.

## Policyholders want to cover:

- Air, soil, groundwater contamination caused by owned facilities or adjacent properties
- Unknown and undiscovered pollution conditions at an owned site
- Transportation incidents
- Non-domestic operations
- Non-owned disposal sites
- Pollution from contracting liabilities

# Types of environmental hazards



**Metals**



**Solvents**



**Caustics**



**Acids**



**Petroleum**

# Who needs environmental insurance?

- Manufacturers
- Healthcare providers
- Universities and colleges
- Municipalities
- Energy companies
- Warehousing operations
- Financial institutions
- Real estate developers – residential and non-residential
- Contractors – general, heavy and trade
- Service providers





## Results of a pollution incident

- Bodily injury and property damage claims
- Cleanup costs
- Business interruption expenses
- Natural resource damages
- Fines and penalties for violations
- Adverse public reaction

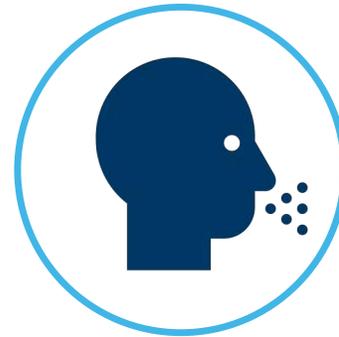
# **History, Scope and Future of Environmental Insurance**

# History of environmental insurance



## 1930s–1960s:

No exclusions in liability policies. Policyholders could submit claims, and carriers paid out with unlimited defense.



## 1970s:

Post-WWII pollution claims increased as contaminants started to be discovered in:

- Housing
- Consumer products
- Metal products

ISO updated policies to exclude pollution. The industry started writing insurance policies just for pollution.

# Environmental insurance today

## \$3 billion industry in premiums

- As younger generations move into industry, there is more awareness of green issues, which is changing the overall social viewpoint.
- Environmental coverage adapts to the evolution of standards through changing legal (at the federal, state and local levels), industry and economic conditions.
- Changes happen fast, especially when governance is controlled by a political party that's eager to enact its environmental agenda.  
(See more: [Risk & Insurance](#).)



# **Opportunities Within Environmental Insurance**



# Why environmental is a great choice

- There are very few brokers who specialize in environmental insurance.
- Can add value to clients by monitoring standards and mitigating exposures.
- Can develop specialty knowledge about environmental insurance's importance to the retail market.



## One last piece of advice

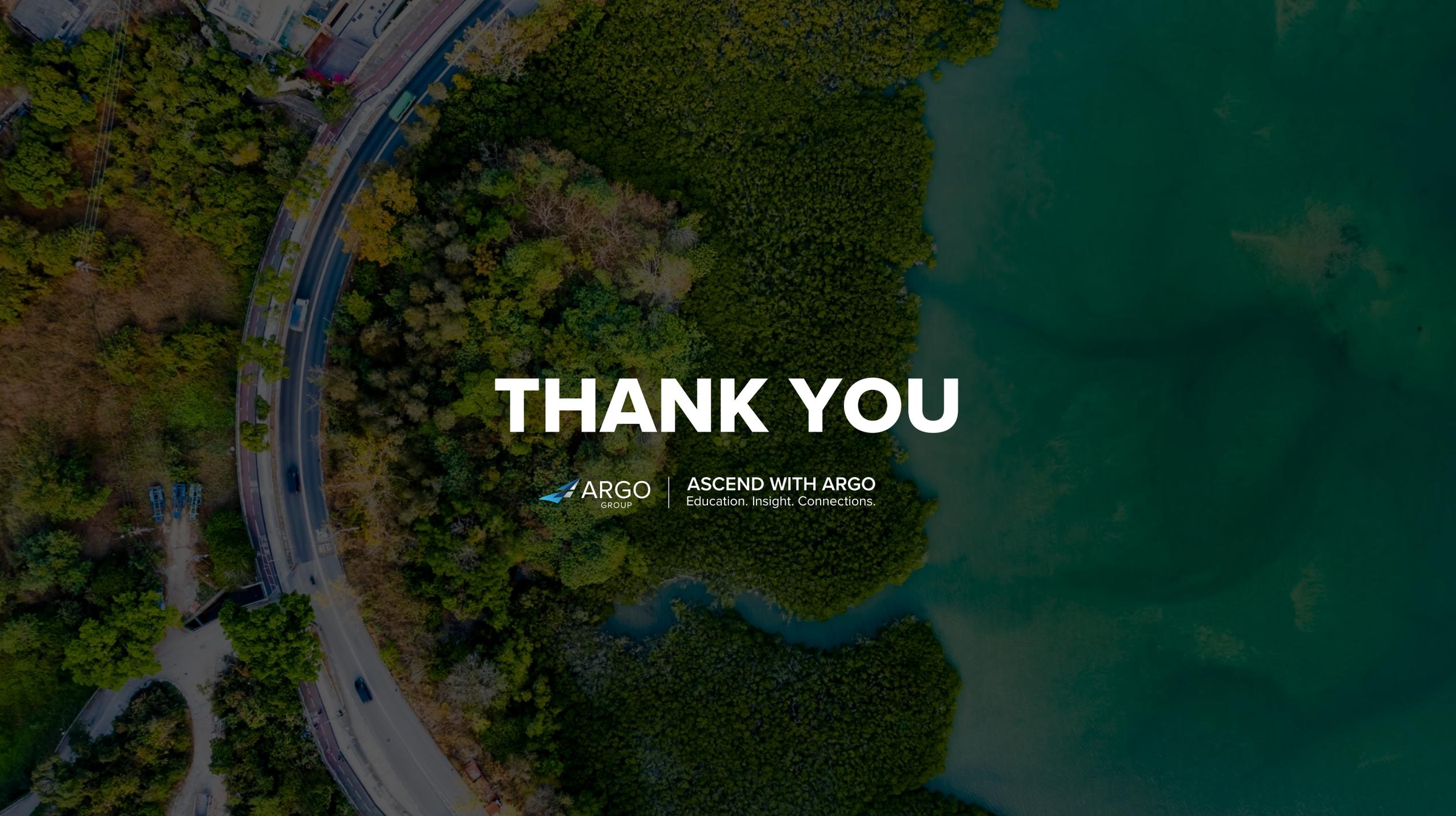
Think like an underwriter; learn like a lawyer.

- Read and understand the policy forms being sent into the marketplace.
- Learn about the agreements and the exclusions for pollution in order to identify and bridge the gap, helping transfer the risk.

A woman with long dark hair, wearing a black headset with a microphone, is seated at a light-colored desk in a call center. She is looking towards the right side of the frame with a slight smile. On the desk in front of her are a black mug, a clear water bottle, a smartphone, and a laptop. The background shows other desks and chairs, suggesting a multi-person office environment. The overall lighting is soft and slightly dim, with a dark overlay on the image.

# Q&A

What questions do you have?



# THANK YOU



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