



Property & Casualty Division

Markel's Property & Casualty division specializes in providing admitted insurance products for a select set of markets. Our experienced underwriters understand the risks your clients face, and can craft coverage to meet their unique needs. Year after year, we:

- Retain over 90% of accounts
- Quote nearly 70% of complete submissions
- Bind nearly 60% of accounts quoted

Contact

Markel Insurance Company
4600 Cox Road
Glen Allen, VA 23060
Phone: 800-431-1270
Fax: 804-965-1689
www.markelinsurance.com

Programs

- Bed & Breakfasts/Inns
- Camps and Conference Centers
- Child Care
- Dance and Martial Arts Schools
- Gymnastics Schools and All Star Cheer Gyms
- Health/Swim/Racquet Clubs
- Markel Outdoors
- Museums, Historic Homes, and Libraries
- Performing Arts Schools, Community Theatres
- Private Schools
- Social Services

General Coverages

- Property
- General Liability
- Umbrella Liability
- Auto
- Accident Medical
- Crime
- Inland Marine

Plus special program coverages

Bed & Breakfasts/Inns

Target Classes

- Bed & Breakfasts with five or more rooms
- Inns with fewer than 25 rooms

**Camps and
Conference Centers**

Target Classes

- Resident camps
- Day camps
- Religious camps
- Short-term camps
- Sports camps
- Residential conference facilities for meetings, training, educational, inspirational programs

Ineligible Classes

- Camps with a primary focus on high-risk activities, such as adventure programs, flying, ice hockey, tackle football
- Camps for adjudicated youth
- Fitness/weight loss camps
- Campgrounds (KOA, RVs, tents)
- Travel camps with no home base location

Child Care

Target Classes

- Licensed child care centers
- Before- and after-school programs
- Head Start programs
- Nursery schools
- Preschools

Ineligible Classes

- Drop-off facilities
- Temporary babysitting services
- Sick child facilities
- Overnight care facilities

**Dance and Martial Arts
Schools**

Target Classes

- Dance schools of all types
- Martial arts schools, except those that teach highly combative arts

Ineligible Classes

- Dance/social clubs
- Competition organizers or sponsors

**Gymnastics Schools and
All Star Cheer Gyms**

Target Classes

- USA Gymnastics (USAG) certified gymnastics schools
- Competitive cheerleading gyms that follow USASF rules

Ineligible Classes

- Competition organizers or sponsors
- High school, college, adult, or community cheerleading teams

Health/Swim/Racquet Clubs

Target Classes

- Athletic clubs/fitness centers
- Racquet clubs
- Swim clubs
- Yoga and Pilates studios

Ineligible Classes

- Key clubs
- Large, full-service clubs
- Rehabilitation-oriented facilities

Market Outdoors

Target Classes

- Dude ranches
- Outfitters and guides
- Rod and gun clubs
- Fishing and hunting lodges/plantations
- Fly fishing clubs

Coverage Highlights

- Commercial package policy
- Monoline GL
- Commercial auto
- Equipment breakdown
- Broadened enhancement form
- Commercial excess/umbrella liability

Museums, Historic Homes, and Libraries

Target Classes

- Small- to mid-sized specialty museums
- Children's museums
- Nature centers and botanical gardens
- Historical societies
- Historic homes that are open to the public
- Private libraries
- Organizations that support the arts

Performing Arts Schools, Community Theatres

Target Classes

- Community theatre companies and comedy troupes
- Community dance troupes, musical groups, and orchestras
- Non-academic dance, music, performing arts, and theatre schools

Ineligible Classes

- Professional performing arts companies
- Production or entertainment companies
- Dinner theatres

Private Schools

Target Classes

- Private K-12
- Montessori
- Charter/independent
- Boarding
- Trade/vocational
- Reading/tutoring
- Distance learning
- Professional development

Ineligible Classes

- Cosmetology
- Driving schools, flying schools
- Funeral director/embalming
- Healthcare practical application
- Heavy trades
- Massage therapy
- Military

Social Services

Target Classes

- Boys & Girls Clubs
- Camp Fire USA Councils
- Child welfare services
- Court-Appointed Special Advocates (CASAs)
- Community programs and recreation centers
- Counseling services and hotlines
- Developmentally disabled programs
- Family service agencies
- Food banks
- Foster family agencies
- Goodwill Industries/thrift stores
- Grant making foundations
- Group homes
- Head Start programs
- Healthcare clinics
- Hearing/speech/occupational therapy
- Home companion care agencies

- Hospice care
 - Jewish Community Centers (JCCs)
 - Parenting education
 - Prison families' support
 - Reading programs
 - Scouts
 - Senior centers
 - Sheltered/handicapped workshops
 - Shelters
 - Substance abuse recovery facilities
 - United Way
 - YMCAs/YWCAs
 - Youth recreation programs
- and many others...*

Ineligible Classes

- Adoption agencies
- Big Brothers Big Sisters
- Nursing homes and assisted living
- Urgent care medical facilities

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A.M. Best rating

A (Excellent)

Fitch rating

A (High)

Markel Insurance Company is a wholly owned subsidiary of Markel Corporation. We are admitted and licensed to underwrite property and casualty niche programs, accident and health (including sports liability and student accident), and equine insurance (including horse farms and riding/show animal clubs) in all states except Hawaii.

Markel Corporation

4521 Highwoods Parkway
Glen Allen, VA 23060
www.markelcorp.com
800-446-6671

Markel Corporation is an international property and casualty insurance holding company headquartered in Richmond, Virginia, that markets and underwrites specialty insurance products and programs to a variety of niche markets. Our specialty product focus and niche market strategy enable us to develop expertise and specialized market knowledge. We seek to differentiate ourselves from competitors by our expertise, service, continuity, and other value-based considerations.