INDIGENOUS BUSINESS INSURANCE PROGRAM

Aboriginal Economic Development Corporations (EDCs) are an important dimension of the Aboriginal business community. They are the economic and business development arm of most First Nations governments, and major economic drivers within their communities.

Community-owned corporations invest in, own, and/or manage subsidiary businesses with the goal of benefiting the citizens that they represent. EDCs are increasingly being seen as an effective way to create an independent and sustainable source of wealth to fund the ultimate goal of strong and healthy Aboriginal communities.

Even though it is evident that the Aboriginal sector is a major economic generator few insurance companies really understand the diverse environment or recognize the individual needs of the Aboriginal business community. Whether the EDC is a start up with a desk and one employee or the EDC has a growing staff, with multiple joint venture agreements, and a board of directors you want to make sure your staff, investments and board members are properly protected.

At Aboriginal Insurance Services ('AIS'), we understand that many EDCs face challenges purchasing a competitive insurance and risk management program simply because mainstream insurance companies are not interested in providing insurance coverage to businesses that are startups, have multiple partnership structures, involved in a range of industries, or ship or deal with multiple markets.

Aboriginal Insurance Services understands that your insurance should be as unique as you are.

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INDIGENOUS BUSINESS INSURANCE

AIS has been working both in front and behind the scenes for many years to develop insurance and risk management solutions to provide our clients with a full range of products and services. AIS provides EDCs with unparalleled insurance and risk management services as our underwriting partners are comfortable with these structures.

We have partnered with Lloyds of London to bring EDCs a comprehensive insurance program, the **Indigenous Business Insurance Package (IBIP)** now available to Aboriginal businesses across Canada.

Aboriginal businesses can now obtain a convenient package, offering competitive insurance protection against fire, theft, lawsuits and more. In addition, the menu of optional coverage allows for a tailor made insurance program that meets the needs of the Aboriginal community.

AIS provides the solution needed for EDC's to obtain competitive insurance and risk management solutions.

Business startups

Many insurers require the insured to have been in business for a minimum of 5 years which minimum sales of $250,000.

The IBIP will use the collective buying power of Aboriginal communities to overcome this challenge.

Businesses involved in a range of industries

The most popular industries include services such as tourism and property management (42%), energy (38%), followed by construction (25%), communications (21%), and finance (21%). A few EDCs are also involved in mining (8%), transportation (8%) or forestry (4%).

Multiple partnership structures

The partnerships are widely used by EDCs as a way to access money, to take advantage of an opportunity that is beyond the current scope of the EDC, or to build capacity. There is variability in terms of the industries in which EDCs are involved (e.g., services, energy, construction, communications, finance) and the markets that they serve (including local, domestic and international).

Businesses dealing with multiple markets

Most EDCs are operating within their local communities (88%), but many also have access to other markets. This mainly includes clients in other parts of Ontario (50%), but also clients in other provinces (13%), the U.S. (17%) and internationally (8%). Access to markets in other provinces or other countries remains more common among mature EDCs.

AIS BUSINESS CLASSES

Class 1 Businesses are ancillary and incidental operations that have been set up on or off reserve for the immediate benefit and use of community members such as on reserve laundromats, grocery stores, convenience stores, daycares, restaurants, etc. These entities are owned and operated at the direction of Chief and Council for the benefit of the community members with at least 70 per cent of all revenue produced from community members. They may be incorporated or a sole proprietorships.

Class 2 Businesses include operations created and operated at arm's length through the EDC. These business pursuits may be solely owned, partnerships or incorporated and could include joint ownership with band members and with off reserve non-native entrepreneurs. These businesses are very key to community Economic Development and vary from community to community and may include the following:

Forestry	Oil and Gas	Mining	Construction
Farming	Marine	Gaming	Fleet Automobile
Aquaculture	Real Estate	Aviation	Employee Benefits

INSURANCE AS UNIQUE AS YOU ARE

Whether large or small, all institutions face unique challenges in managing risk. We thoroughly review each of our client's operations and requirements to seek the right insurance partner and to help us develop a customized and tailored insurance program specific to each client.

Although we adhere to underwriting guidelines, AIS offers a flexibility other insurance companies do not—we focus on our customer needs and build from there, rather than forcing you into a program that does not fit your coverage requirements. Our customers pick and choose their own coverage type. We are aware of cultural differences and decision making variations within our communities and we approach each community with respect.

Because we represent so many different communities, we understand historical and cultural differences among communities and the importance these differences play in the Aboriginal decision making process. Our programs are flexible and are built from the ground up, based upon what we hear from our clients, rather than forcing them into a "one size fits all" program.

OUR PRODUCTS

With one convenient package, you're protected against fire, theft, lawsuits and more. In addition, you can purchase optional coverages allowing you to tailor a policy that meets the unique needs of your business, today and as it evolves.

The Indigenous Business Insurance Package ('IBIP') is a cost-effective, time-saving solution. It saves you the trouble of researching and purchasing separate policies. And it is often more economical that purchasing each type of insurance separately.

Commercial Property Insurance

This is one of the most important investments you can make to ensure the future of your business. Whether you own your building, lease your workspace or work from home, business property insurance protects your business' physical assets against loss or damage from a broad range of causes including theft, fire, smoke, water, and vandalism.

Commercial Property insurance covers a wide variety of property, including equipment, inventory and supplies, office furniture and fixtures, computers, and electronics. Personal and customer property kept at the business site is also covered. If you or your employees are on the go, coverage protects your tools and equipment while in a company vehicle.

General Liability Insurance

Accidents can happen in a matter of seconds, but damages can cost you the business that you have taken years to build up. Commercial General Liability insurance (CGL) will protect your business from lawsuits involving bodily injuries that occur within your workplace, and injuries or damages caused by your employees elsewhere including injuries to customers, employees, vendors or visitors that occur on your premises, injuries that occur elsewhere as a result of the actions or negligence of an employee, and third party property damage caused by an employee.

Even if you are operating a home-based enterprise single-handedly, you need the protection of General Liability insurance because most home policies will not cover business activities. An injury to a visitor in your home office or to a delivery person at your front door may leave you liable for their claims.

Business Interruption Insurance

Consider the worst...a fire destroys your workshop, a thief steals your office computer, or a flood ruins your inventory. While property insurance covers the cost of replacing your building, equipment or materials, how do you maintain your business in the meantime? Business Interruption insurance helps you get your business up and running again, in the shortest time possible. Coverage begins from the time of the loss and continues until you're able to reopen your business.

Business Interruption insurance can also include extra expense coverage, to help you pay for the extra costs of getting operational again, such as employee overtime or relocation to a temporary site.

Commercial Automobile Insurance

Commercial Automobile Insurance protects a company's vehicles, including vehicles that carry employees, products, or equipment. With this insurance you can insure your work cars, SUVs, vans, and trucks from damage and collisions. If you do not have company vehicles, but employees drive their own cars on company business you should have a non-owned automobile liability to protect the company in case the employee does not have insurance or has inadequate coverage.

Crime, Fraud, and Fidelity Insurance

Crime is more than burglary or theft of office equipment. Damage to your business can also come from within, through employee dishonesty, or from half the world away through electronic fraud. Crime insurance, fraud insurance, and fidelity insurance guards against these types of risks.

Construction Insurance

AIS offers a full suite of construction insurance products and bonding capacity under one facility, all at competitive prices. We can insure the construction and operational phases of projects of all size, in any part of the world, including:

- Infrastructure – tunnels, bridges, roads, ports
- Buildings (condos, office blocks, stadiums, etc.)
- Pipelines, water treatment, supply projects
- Hydroelectric power stations
- Associated civil works

Project owners and contractors can secure a single policy on an insurance or reinsurance basis to cover the multiple classes of insurance required during construction and early operational periods of their projects.

Fuel Distribution Insurance

The AIS Fuel Distribution Insurance program is tailored to businesses that include:

- Heating Oil and Bio-diesel
- Propane and Natural Gas
- Motor Fuels (Resale / Wholesale)
- Electrical Charging Stations
- Renewable fuel products
- Brokered Electricity Terminal Operators
- Related Service Work
- Fuelling Stations

Mining Insurance

Today's mining insurance challenges range from how to properly value multi-million dollar machinery, to the liability presented by contractual agreements. The AIS mining program has kept pace by creating a team of underwriting, claims, and engineering experts providing both technical and practical expertise for operations that include:

- Coal mining (surface and underground)
- Industrial minerals and aggregates mining
- Mineral mining
- Precious metal mining
- Processors

Directors and Officers Insurance

If a director or officer of your company, as a direct result of their actions on the job, finds him or herself in a legal situation, this type of insurance can cover costs or damages lost as a result of a lawsuit.

Specialty Surety Bonding

AIS specializes in Surety Bonds for small and emerging contractors. We are recognized by the Treasury Board of Canada as an approved issuer of surety bonds to the Government of Canada and its agencies. We can provide both Contract and Commercial Bonding Solutions across Canada.

Energy Transportation Insurance

This program offers insurance for companies who transport gasoline and /or distillates, crude oil, asphalt, and oil field services materials such as drilling supplies, sand, and water.

Exploration and Production Insurance

Our Exploration and Production Insurance program is a unique risk management solution and insurance program for oil field service companies that are committed to Industry Best Practices. The program is specifically designed for supply and services for onshore oil and gas operations.

Green Energy Program

Whether an Aboriginal group is leading a project or responding to an outside proponent's duty to consult, Aboriginal Insurance Services empowers communities to derive an enhanced financial or ownership benefit from developments. Our Renewable Energy Group has a proven track record in providing innovative solutions to a wide range of renewable energy clients both nationally and internationally.

Marine Guard Insurance

Being involved in marine related industries presents several opportunities for captains and business owners, but it also carries an elevated exposure to risk. Regardless of whether or not you have one small vessel or large operations, you not only have increased liability, but a business that is directly dependent on your vessel being in good working order.

AIS offers a wide variety of Commercial Marine products targeted specifically for Aboriginal commercial fish harvesting and processing operations including commercial fishing vessels, on shore and off shore aquaculture operations, marinas, docks and wharves.

Designed for First Nations, by First Nations.

At AIS, our underwriting professionals specialize in Aboriginal insurance and risk management programs.

We have access to the best property, casualty, construction, and specialty lines insurance specialists, and we continually search out the best underwriting consultants to ensure our partner brokers have access to the best in class.

Wood Guard Insurance

The wood products industry is a hazardous and dangerous one, with machinery and equipment that operate in environments with high levels of dirt, dust and debris – as well as heat – making the possibility of fire very real indeed.

This tailored insurance option is ideal for:

- Sawmills, Planer, Veneer Mills
- Furniture manufacturing
- Lumber treatment facilities
- Dry kiln processes
- Lumber yards and retail lumber facilities
- Log and prefab home manufacturers
- Logging operations
- Pulp and paper mills
- Transportation of product by road, rail, water
- Related aviation and marine operations

Gaming and Recreation Program

Through our Gaming and Recreation Program, communities will have access to major North American and international insurance companies who will provide insurance services to the gaming and casino sector. We understand the need for competitively priced programs including coverage for direct losses to property, stock, lost income, and the timely replacement of assets. Our liability programs protect customer goodwill by insuring against client complaints over products and services, claims of injury, and missing belongings.

OPTIONAL RELATED COVERAGES

Property
- Perils of Loss
- Replacement Cost Valuation
- Coinsurance
- Inflation Guard
- Building Ordinance or Law Coverage
- Extended Water Damage (Excluding Flood)
- Flood Insurance
- Improvements and betterments
- Personal Property of Others
- Personal Property in Transit
- Value Reporting Form
- Peak Season Protection
- Consequential Loss Protection
- Personal Property Off Premises
- Spoilage Coverage
- Earthquake Coverage

Computer
- Computerized Equipment
- Electronic Media Coverage
- Mechanical Breakdown and Electrical Injury

Contractor's Equipment
- Scheduled Equipment Coverage
- Equipment Leased, Rented, Borrowed from Others
- Equipment Loss of Earnings Coverage

Transit
- Motor Truck Cargo Coverage
- Ocean Marine Cargo Coverage
- Warranty Provisions

Crime
- Employee Theft Coverage / Fidelity
- Theft of Money and Securities, Inside Premises
- Theft of Money and Securities, Outside Premises
- Forgery or Alteration Coverage

General Liability
- Occurrence Form
- Claims-Made Form
- Fire Damage Liability
- Pollution Liability
- Directors and Officers' Liability
- Employee Benefits Liability
- Fiduciary Liability
- Employment related Practices Liability coverage
- Worldwide Coverage
- Care, Custody, and Control
- Manufacturers and Processors Errors and Omissions
- Contractor's Errors and Omissions Coverage
- Professional Liability Errors and Omissions Coverage
- Additional Insured, Automatic Status
- Additional Insured, Scheduled Owners, Lessees, Contractors
- Foreign Risk Exposures

Umbrella
- Umbrella Policy

Time Element
- Business Income Including Extra Expense
- Extended Period of Indemnity Option
- Monthly Limit of Indemnity Option
- Increased Period of Restoration Coverage
- Leasehold Interest Protection
- Dependent Property Coverage
- Ordinary Payroll Limitation
- Data Related Loss Limitation
- Utility Services Time Element coverage
- Extra Expense Coverage

Inland Marine
- Tools and Equipment Floater
- Valuable Paper and Records
- Accounts Receivable Coverage
- Miscellaneous Property Floater
- Transportation Floater
- False Pretence Coverage
- Bailees Customer's Goods Floater

Builder's Risk
- Installation / Material Floater
- Completed Value Builder's Risk Form
- Builder's Risk Reporting Form
- Design Errors and Omissions

Boiler and Machinery
- Equipment Breakdown Coverage Form
- Business Income and Extra Expense Coverage

Bonds
- Contractor's Licence Bond
- Construction Contract Bond
- Miscellaneous Bonds

Automobile
- Automobile Liability
- Automobile Physical Damage
- Non-owned Liability
- Hired Automobile Coverage

Garage
- Garage Liability
- Garagekeeper's Coverage
- On Hook (In Tow) Coverage

Other Services / Miscellaneous
- Employee Benefits
- Group or Individual Health, Dental, Life, and/or Vision
- Short Term and Long Term Disability
- Business, Disability Income, Life Insurance
- College Funding Planning
- Retirement Plans
- Long Term Care Insurance

ABORIGINAL INSURANCE SERVICES

Aboriginal Insurance Services has been working both in front and behind the scenes for many years to develop insurance and risk management products that provide our clients with a full range of products and services. The creation of AIS is the first of several steps to provide the Aboriginal community with unparalleled services and products.

Prior to the AIS program, few underwriters or brokers fully understood the diverse environment, or recognized the individual cultural needs and traditions of the Aboriginal community. Insurance coverage was needlessly restricted and premiums were excessive given the actual risk to be insured. Even though approximately 1.5 million Canadians are registered members of an Aboriginal group, most insurance companies were simply not prepared to provide insurance and risk management coverage that adequately addressed the needs of these communities.

AIS Aboriginal
Insurance Services Inc.

Insight. Experience. Commitment.

www.aboriginalinsurance.com

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