

# **Project Completion Insurance**

A MODERN TOOL IN CONSTRUCTION RISK MANAGEMENT

# DO YOU FIT IN ONE OF THESE CATEGORIES?



Retail agent with a consolidation of construction business



Retail agent with a client who is unable to be bonded (bonding capacity reached, weak balance sheet, etc.)



Retail agent with a surety practice

Jencap's Project Completion Insurance is a modern tool in construction risk management that does not exist anywhere else in the marketplace.

#### PCI BENEFITS INCLUDE

- Lender is beneficiary
- Borrower is the First Named Insured
- No collateral required (versus collateral needed for a bond)
- Priced more competitively than a bond
- Easy and fast quoting process
- A15 rated carrier per AM Best

## DRIVERS FOR PCI COVERAGE

- Lack of developer experience
- Developer project scope is larger than usual

• Enticement for lender participation

Credit concerns

Cash flow concerns

Change in capital stack

Complex capital stacks

# TARGET CONSTRUCTION PROJECT TYPES

- Multi-family
- Industrial
- Self-Storage
- Office and Retail
- Renewables (Solar, Renewable Natural Gas, etc.)

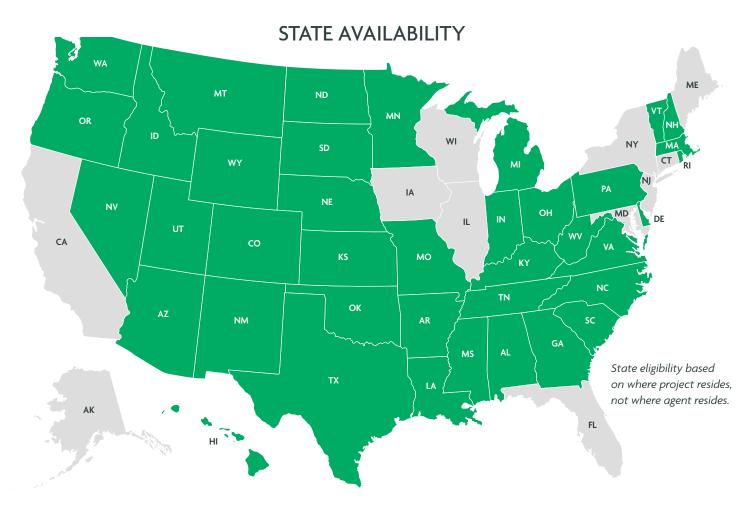


### **PCI EXAMPLE**

#### **Triggering Event:**

Borrower failure, lender takes over the project through foreclosure. PCI is triggered in a timely manner keeping the project as close to the original timeline as possible (versus typical delays when dealing with Surety).





Please send PCI quote requests to <a href="PCI@jencapgroup.com">PCI@jencapgroup.com</a>.

For all other questions, please contact Canaan Crouch at  $\underline{canaan.crouch@jencapgroup.com}.$ 

JencapGroup.com/PCI