



▶ *Hanover Craft Brewers Advantage*

Coverage Scenarios

Craft brewers like yours are quite different from other businesses, and therefore face many different and unique kinds of exposures to loss. The Hanover, in partnership with your insurance agent, has developed highly specific coverages aimed at minimizing your losses from areas you may never have considered at risk. These coverages are available at very competitive rates. Your Hanover Agent can review these coverages in detail.

Risk Review Checklist

Base Property Broadening Endorsements

Our selection of Base Property Broadening Endorsements—Bronze, Silver, Gold, and Platinum—allow you to choose the level of coverage that best aligns with your business needs. The endorsements consist of over 65 coverages and enhancements with amendable limits, including:

RISK EXPOSURE	KEY QUESTIONS	THE HANOVER SOLUTION
Business Income and Extra Expense from Dependent Properties	What would happen if one of your key suppliers' facilities was damaged and they were unable to make deliveries for an extended period of time? Would you be able to honor your contracts? Would your income suffer?	The Hanover offers coverage for the loss of Business Income and Extra Expense that results when a supplier located within the policy territory fails to deliver raw materials or products because of damage to their facility by a covered cause of loss.
Broadened Definition of Property	Do you store your raw materials and other equipment in outside silos, outbuildings or sheds? What if the buildings suffered storm damage, ruining supplies and damaging equipment?	Hanover's Broadened Definition of Property Coverage extends the Building definition to cover all property and structures within 1000 feet (Bronze Property Broadening Endorsement) or 2000 feet (Silver, Gold, and Platinum Property Broadening Endorsements). This applies to sheds, silos and garages on premises.
E-Commerce	If you do business over the Web your network is susceptible to electronic vandalism by hackers. Are you covered for damage to your equipment or a disruption to your online services?	Hanover's E-Commerce Coverage provides protection for electronic vandalism, including direct damage to computer equipment as well as Interruption of Computer Operations including Denial of Service regardless of whether you maintain your own site or use an ISP to provide service. The Hanover offers flexible limits starting at \$2,500.
Foundation and Pipes	Moving water to the Mashtun and Lautertun, yeast to the fermentation tank, and the final product to the bottling/kegging operations leaves your business vulnerable if the maze of pipes serving these areas were out of commission for any reason. Are these essential repairs currently covered?	The Hanover offers enhanced coverage included within the definition of Business Personal Property for foundations and piping systems throughout your facility.

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Property In-Transit	Do you transport raw materials from your supplier or transport your product to the local tavern?	Hanover's Property In-Transit Coverage provides a limit to handle your smaller transit exposures. If your brewery is doing quite a bit of delivery of the product, higher limits are available to accommodate this exposure.
Property Off-Premises	Does your brewery store a small amount of equipment, bottles, or kegs at a separate facility and the quantity is considered too small to insure?	Hanover's Property Off-Premises Coverage offers limits up to \$200,000 to handle this exposure, covering unnamed locations whether temporary or permanent.
Seasonal Increase	Beer making can be a seasonal business. When you gear up for the summer months, does your insurance keep pace with geared up protection?	Hanover's selection of base Property Broadening Endorsements offer coverage for a seasonal increase. This important coverage will automatically increase your Business Personal Property limit by 25% during the busy times.
Sewer Backup	An extremely disagreeable problem that most businesses have to deal with at one time or another. Are you covered?	The Hanover offers broadened coverage for Sewer Backup. This covers direct physical loss at an insured location caused by or resulting from water, which backs up or overflows from a sewer, drain or sump. Our Silver Property Broadening Endorsement provides up to \$100,000 of coverage while our Gold and Platinum Property Broadening Endorsements include it in the definition of Business Personal Property.

Blanket Limit of Insurance

The Hanover's Blanket of Limits automatically includes nine important coverages, including:

- Accounts Receivable
- Research & Development Documentation (the beer recipe)
- Valuable Papers and Records
- Personal Effects
- EDP Equipment
- Outdoor Property, and more

Property Coverages

These optional coverages and endorsements provide enhanced property coverage:

RISK EXPOSURE	KEY QUESTIONS	THE HANOVER SOLUTION
Beer Leakage	Your brew kettle is accidentally hit by a forklift puncturing the tank, spilling beer everywhere. How would this loss be covered?	Hanover's Beer Leakage Endorsement covers the value of the damaged beer, subject to a deductible. Hanover provides flexible limits.
Historic Building Valuation	Many breweries are housed in historic buildings, many of which are included in the National Register of Historic Places. In the event of a loss, would you be able to afford to replace the materials and workmanship of the original building?	Hanover's Historic Building Valuation gives the owner the ability to repair, rebuild or replace using the same workmanship and architectural materials that are reasonably available and resemble workmanship and materials available at the time of the original building for outwardly facing repairs. Internal repairs would use more modern readily available materials.
Brewers and Vintners Spoilage and Contamination	Contaminated raw materials and/or final products are a huge exposure to the financial well-being of a brewery. If you lost an important portion of your supply or materials are you covered or are you out of business?	The Hanover offers flexible limits up to \$500,000 for Spoilage, Contamination and Change in Temperature from a variety of threats, including: <ul style="list-style-type: none"> • Contamination by refrigerant • Mechanical breakdown • Power outage • Proliferation of unintended organisms • Contaminant introduced during storage, processing or manufacturing

RISK EXPOSURE	KEY QUESTIONS	THE HANOVER SOLUTION
Equipment Breakdown	The lifeblood of any brewery is its equipment, tanks, kettles, bottling and refrigeration. If any one goes down, the brewery is exposed to down time and loss of earnings. What does your insurance company do to help you when your brewing equipment stops running due to mechanical failure?	Hanover's Equipment Breakdown protects the equipment your business needs. It covers repair or replacement of failed equipment and includes risk prevention services to help keep your equipment running smoothly and efficiently.
Emergency Event Management	An outbreak of a highly contagious virus on your premises causes the business to close for a period of time. This reaches the local news outlets and papers resulting in some negative publicity. Are you covered for public relations expenses when an event like this occurs?	<p>Hanover's Emergency Event Management Coverage is one of the broadest of its kind and responds to covered emergencies at an Insured location, including:</p> <ul style="list-style-type: none"> • Actual or attempted violent acts • Premises contamination from bacterial microorganisms transmitted through human contact with food (this also includes interruption of operations due to the hepatitis virus, Legionnaire's disease and/or noro-viruses— no other viruses or illnesses are covered) • Specified felonies such as child abduction, sexual assault, or criminal use of a firearm • Other emergency incidents that occur at an Insured's location, such as fire, explosion, or a workplace accident that results in adverse regional or national news coverage of the Insured's business <p>Hanover's Emergency Event Management Coverage provides three flexible limits for:</p> <ul style="list-style-type: none"> • Emergency Event Communication Expense— covers public and media relations expenses used to mitigate financial impact to your business after an emergency event • Emergency Event Business Income (and Extra Expense)— covers the loss of business income resulting from an emergency event (this coverage requires the Insured to have also purchased business income from Hanover) • Post-Emergency Event Expense— covers medical treatments, counseling and funeral expenses for individuals who were physically injured at an Insured's location during an emergency event

General Liability Broadening Endorsements

Suite of general liability broadening coverages, including:

RISK EXPOSURE	KEY QUESTIONS	THE HANOVER SOLUTION
Aggregate Limit Per Location	Do you own more than one location? Does your General Liability aggregate limit apply to each location?	Hanover's General Liability Broadening Endorsements automatically apply your General Liability aggregate limit to each location.
Product Recall Expense	Despite the best quality control procedures, personal hygiene and raw materials, products sometimes have to be recalled, involving a complex, expensive process. Does your insurance company help you with this cost?	Hanover's General Liability Broadening Endorsements provide for expenses incurred by you or others for the loss of use, withdrawal, recall, inspections, repair, replacement, adjustment, removal or disposal of the brew product. Higher limits are available.

General Liability Coverages

These optional coverages and endorsements provide enhanced general liability protection:

RISK EXPOSURE	KEY QUESTIONS	THE HANOVER SOLUTION
GlobalReach Comprehensive General Liability	You're thinking about selling your products overseas. Is it possible to have the same protection in foreign locations as you enjoy at home?	The GlobalReach comprehensive General Liability coverage broadens the policy territory to anywhere in the world, except where we have trade or economic sanctions.
Broadened Supplementary Payments	What if one of your frequent guests contracts salmonella while eating at your Brew Pub? Your General Liability policy covers this bodily injury but what about the necessary measures taken to insure that other guests won't be infected?	The Hanover offers Broadened Supplementary Payments coverage for reasonable expenses you incur for inoculations or similar measures which are prescribed to prevent further illness among guests. The limit is \$5,000.
Liquor Liability	Do you have adequate coverage for your essential liquor liability exposures?	The Hanover offers Liquor Liability or Host Liquor coverages to Craft Brewers and Brew Pubs. Coverage is state-specific and requires a supplemental application to be completed. Pricing/Rating is based on a determination of exposure. Hanover offers primary limits of \$1,000,000/\$2,000,000.
Medical Payments for Brew Pubs	Standard General Liability policies provide coverage for medical payment expenses as a result of injury at your facility or due to operations. However, Products and Completed Operations are excluded from Medical Payment coverages. Are you protected if one of your customers chips a tooth on their brew pub special?	Hanover's Broadened Medical Payment Coverage for Brew Pubs includes Products and Completed Operations involving the serving and consumption of food products on your premises.



Let's craft some superb coverage options together

Your Hanover Agent can provide complete details. Partner with your agent today to make sure you get the right coverage to adequately protect all aspects of your craft brewery.

Why The Hanover?

The Hanover is a leading property and casualty insurance company dedicated to achieving world-class performance. Our commitment is to deliver the products, services, and technology offered by the best national companies with the responsiveness, market focus, and local decision making of the best regional companies. This powerful combination has been a proven success since our founding in 1852, and all insurance company subsidiaries are rated "A" (Excellent) by A.M. Best Company.



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