It's Not Easy Bein' Green
Personal Lines Edition

Presented by:
Samuel T. Bennett, CIC, AFIS, CPRM, TRIP, CRIS, CPIA
TB Miles LLC
Batesville, AR
sbennett@harrisonagencyins.com

1

Many of our personal lines clients are looking to be more environmentally friendly. Many have altered their family's daily routines to reduce their carbon footprint. Whether paying more attention to the sources of food and other products they buy, biking to work, using public transportation, reviewing efficiency ratings of appliances or purchasing an electric, hybrid or simply more fuel-efficient vehicle, they want to feel like they are doing their part to put less stress on the environment. For most personal lines clients, the most resource-hungry items in their lives are their homes and personal autos. How can we, as insurance professionals, advise our clients as they attempt to meet their green goals?

Whether addressing their current or anticipated vehicles, their existing home or new home under construction, their outbuildings, toys, amenities such as their pool, hot tub or sauna, their many appliances and electronic convenience items – we have a unique opportunity to work with them in this arena.

This presentation will introduce participants to accreditation organizations and "green" concepts as to personal lines risks. We will review endorsements available for Personal Auto and Homeowners' coverage forms that may prove useful for the client looking to save money through energy efficiency – or the client who simply wants to reduce their burden on the environment.

2

Background of the Green Thought Process

- For decades, personal lines clients have considered how their actions affect their lives, the lives of those around them and the environment
- Buzzwords such as energy efficient, sustainable, eco-friendly, green living, carbon footprint, net zero, conservation, reduce-reuse-recycle, upcycling and ethical consumption are routinely used to describe current and desired lifestyles
- Many clients may not be interested in what they consider virtue signaling when it comes to such discussions, but all clients wish to reduce their cost of living
- Energy efficiency for its own sake is great, but, when it also results in a lower cost of living, most everyone can 'get on board'

3

Chronology of the Personal Green Movement

- 19th Century
  - Beginning of an organized conservation movement
    - Industrialization caused evident concerns
      - Deforestation, pollution, wildlife loss
    - National parks and conservation organizations emerged
    - Yellowstone National Park was created in 1872
- 1890's – 1930's
  - Preservation and conservation moved into the thoughts of the average American
    - Organized promotion of wilderness preservation
    - Governments – local, state and federal – developed policies for managing forests, soil and wildlife
    - The devastation of the 1930's Dust Bowl was a clear example of how lack of management of resources could manifest incredibly disastrous results

4

Chronology of the Personal Green Movement

- 1940s and 1950s
  - Pollution awareness
    - Industrial chemicals, nuclear weapons, smog, contaminated water – these were evident and increased public concerns
- 1960s
  - Modern environmental movement is born
    - Environmental issues entered the mainstream and Americans took notice
    - As politics is downstream from culture, politicians took notice
- 1970s
  - Institutions were developed – regulations were imposed
    - Many countries created environmental agencies and laws
    - The first Earth Day was held on April 22, 1970
    - The EPA came into existence in 1970
    - The decade saw the rise of recycling, anti-nuclear activism, organic food and energy conservation

5

Chronology of the Personal Green Movement

- 1980s
  - The movement became more political
    - Green parties formed – particularly in Europe
    - Hot topics included nuclear, rainforest destruction, acid rain, ozone depletion and sustainable development
- 1990s
  - Environmentalism goes global
  - Climate change discussions became routine
  - From the 1992 Earth Summit in Rio Di Janeiro comes international agreements and the term "think globally, act locally"
- 2000s
  - Climate change thought process goes mainstream
    - Terms such as renewable energy, carbon emissions, green buildings, sustainable transport, corporate environmental responsibility began to be commonly used
    - The Toyota Prius enters the US market in 2001

6

Chronology of the Personal Green Movement

- 2010s
  - Mass climate activism became common
    - Youth-led movements, climate strikes and organized campaigns set out to affect citizens and public policy
    - A discussion that humans play a part in rising global temperatures became mainstream
- 2020s
  - Climate action begins to be thought of more closely to home
  - Government 'incentivizes' purchase of energy efficient items with rebates/tax breaks
    - Vehicles
    - Appliances
    - Home maintenance and improvement items
  - Daily activities are scrutinized and altered in order to affect the climate future for our children and grandchildren
  - An overall desire to be, on an individual basis, more environmentally friendly
    - The advent of ***smart homes***
    - More efficient appliances
    - Electric vehicles become mainstream
    - Greater desire for fuel efficiency

7

Green America's Green Living – 10 Habits of Highly Sustainable People How Do They Relate to Personal Lines Insurance?

Green Living Tips

- Save water
- Go nontoxic at home
- Green your closet
- Green your energy use
- Bank and invest responsibly
- Choose good food
- Build green
- Reuse and recycle
- Green your transportation
- Travel sustainably

8

The Personal Auto Policy (PAP) and Green Discussions

- The green revolution is alive and well when discussing personal autos
  - CAFE (Corporate Average Fuel Economy) standards were established in 1975 and were first applied to 1978 model-year passenger cars and 1979 model-year light trucks
  - Average fuel economy has increased – but not as much as you might think

Most popular vehicle in 1954 Chevrolet Bel-Air

Most popular vehicle in 2025 Ford F150

Year	Average fuel economy
1950	~13 mpg
1960	~13–14 mpg
1970	~13 mpg
1975	13.1 mpg
1980	~18 mpg
1985	~22–23 mpg
1990	~21 mpg
2000	~20–21 mpg
2010	~22–23 mpg
2020	~25–26 mpg
2023	27.1 mpg

9

The Personal Auto Policy (PAP) and Green Discussions

- Highest fuel mileage vehicle in 1954?
- Highest fuel mileage vehicle in 2025?
  - These days, we not only discuss MPG (miles per gallon) ratings, we discuss MPGe (miles per gallon equivalent) ratings

MPGe means **miles per gallon equivalent**. It lets electric and plug-in hybrid vehicles be compared with gasoline cars using the same energy basis.
The EPA defines **1 gallon of gasoline equivalent (GGE)** as **33.7 kilowatt-hours (kWh)** of energy. The basic calculation is:

$$\text{MPGe} = \frac{\text{miles driven}}{\text{kWh consumed}/33.7}$$

For example, if an EV uses 30 kWh to travel 100 miles:

$$\frac{100}{30/33.7} \approx 112 \text{ MPGe}$$

The EPA rating is based on laboratory dynamometer tests that simulate city and highway driving, then apply adjustments intended to better reflect real-world conditions. For EVs, the electricity used generally includes charging losses—so it represents energy drawn from the wall, not merely energy delivered to the motor.
MPGe is an **energy-efficiency measure**, not a range rating. A higher number means the vehicle uses less energy per mile, but actual results vary with speed, temperature, terrain, driving style, HVAC use, and payload. For EVs, **kWh/100 miles** is often more intuitive: lower is better.

10

The Personal Auto Policy (PAP) and Green Discussions

- Highest fuel mileage vehicle in 1954?
- Highest fuel mileage vehicle in 2025?
  - These days, we not only discuss MPG (miles per gallon) ratings, we discuss MPGe (miles per gallon equivalent) ratings

Highest fuel mileage vehicle in 1954 was the Studebaker Champion Custom – 29.5 MPG – Cost new $1,758 – In 2026 dollars - $21,823

Highest fuel mileage vehicle in 2025 was the Lucid Air Pure RWD 146 MPGe – MSRP $71,400

11

The Personal Auto Policy (PAP) and Green Discussions

- The green revolution is alive and well when discussing personal autos
  - Efficiency is incredibly important to our clients when buying a car or truck
    - Less fuel consumption is desired
      - Smaller often means more fuel efficient
        - Is safety affected with this approach?
    - Engineering/design/manufacturing/materials are scrutinized by the consumer
      - Lighter materials often means more fuel efficient
        - Is safety affected with this approach?

12

The Personal Auto Policy (PAP) and Green Discussions

- The green revolution is alive and well when discussing personal autos
  - Conservation is a strategy to reduce overall cost
    - Ownership by multiple individuals
      - What are the PAP insurance implications?
    - Sharing of owned autos
      - What are the PAP Personal vehicle sharing program concerns?
    - Simply going without
      - Choosing to not own an automobile
      - Does this mean that the Personal Auto Policy is not needed by this group?
        - Named Non-Owner Coverage endorsement PP03 22

PART D – COVERAGE FOR DAMAGE TO YOUR AUTO EXCLUSIONS
14. Loss to "your covered auto" which occurs while:
a. Enrolled in a personal vehicle sharing program under the terms of a written agreement; and
b. Being used in connection with such personal vehicle sharing program by anyone other than you or any "family member".

PP 00 01 09 18 © Insurance Services Office, Inc., 2017 **Page 11 of 14**

13

The Personal Auto Policy (PAP) and Green Discussions

- Guide to Green Vehicles – EPA Resource www.epa/gov/greenvehicles
- Conventional/ICE vehicles
  - Fuel options
    - Gasoline
    - Diesel
    - E85/flexible fuel
    - Ethanol
    - Biodiesel
  - Positives
  - Negatives
  - ***Insurance implications***

14

The Personal Auto Policy (PAP) and Green Discussions

- Guide to Green Vehicles – EPA Resource - Continued www.epa/gov/greenvehicles
- Electric vehicles (EV)
  - Positives
  - Negatives
  - ***Insurance implications***
- Plug-in hybrid vehicles (PHEV)
  - Positives
  - Negatives
  - ***Insurance implications***

15

The Personal Auto Policy (PAP) and Green Discussions

- Guide to Green Vehicles – EPA Resource - Continued www.epa/gov/greenvehicles
- Alternative fuel vehicles
  - Compressed natural gas (CNG)
    - Positives
    - Negatives
  - Fuel cell vehicles (FCV)
    - Positives
    - Negatives
  - ***Insurance implications***

A fuel cell vehicle or fuel cell electric vehicle is an electric vehicle that uses a fuel cell, sometimes in combination with a small battery or supercapacitor, to power its onboard electric motor. Fuel cells in vehicles generate electricity generally using oxygen from the air and compressed hydrogen.

16

Overview of Green and the Personal Auto Policy

- PAP definitions and green
  - "You" and "your"
    - The named insured shown in the Declarations
    - The spouse if a resident of the same household
      - Strict conditions apply to a non-named, non-resident spouse
  - We, us, our
    - The company providing this insurance
  - "Insured"
    - The definition of "insured" differs in Part A – Liability Coverage, Part B – Medical Payments Coverage and Part C – Uninsured/Underinsured Motorists Coverage
    - There is no definition of insured in Part D – Coverage For Damage To Your Auto

17

PAP Coverage Parts and Green

- Part A – Liability Coverage
  - Insuring Agreement makes promises to any "insured"
    - We will pay damages
    - For "bodily injury" or "property damage"
    - For which any "insured" becomes legally responsible
    - Because of an auto accident
    - Defense is promised, in addition to the policy's limit, until limits of insurance are exhausted by payment of judgments or settlements
  - It is vital that you understand the definition of "insured" in this coverage part

18

PAP Coverage A – Liability Definition of "Insured"

PART A – LIABILITY COVERAGE
INSURING AGREEMENT
B. "Insured" as used in this Part means:
1. You or any "family member" for the ownership, maintenance or use of any auto or "trailer".
2. Any person using "your covered auto".
3. For "your covered auto", any person or organization but only with respect to legal responsibility for acts or omissions of a person for whom coverage is afforded under this Part.
4. For any auto or "trailer", other than "your covered auto", any other person or organization but only with respect to legal responsibility for acts or omissions of you or any "family member" for whom coverage is afforded under this Part. This provision **(B.4.)** applies only if the person or organization does not own or hire the auto or "trailer".

Page 2 of 14 © Insurance Services Office, Inc., 2017 **PP 00 01 09 18**

EXCLUSIONS
A. We do not provide Liability Coverage for any "insured":
10. For the ownership, maintenance or use of "your covered auto" while:
a. Enrolled in a personal vehicle sharing program under the terms of a written agreement; and
b. Being used in connection with such personal vehicle sharing program by anyone other than you or any "family member".

Pages 2 & 3 of 14 © Insurance Services Office, Inc., 2017 **PP 00 01 09 18**

19

PAP Coverage Parts and Green

- Part B – Medical Payments Coverage
  - Insuring Agreement makes promises to an "insured"
    - We will pay reasonable expenses incurred for necessary medical and funeral services because of "bodily injury"
      - Caused by an accident and sustained by an "insured"
  - It is vital that you understand the definitions of "insured" and "occupying" in this coverage part

PART B – MEDICAL PAYMENTS COVERAGE
INSURING AGREEMENT
B. "Insured" as used in this Part means:
1. You or any "family member":
a. While "occupying"; or
b. As a pedestrian when struck by;
a motor vehicle designed for use mainly on public roads or a trailer of any type.
2. Any other person while "occupying" "your covered auto".

Page 5 of 14 © Insurance Services Office, Inc., 2017 **PP 00 01 09 18**

DEFINITIONS
G. "Occupying" means:
1. In;
2. Upon; or
3. Getting in, on, out or off.

Page 1 of 14 © Insurance Services Office, Inc., 2017 **PP 00 01 09 18**

20

PAP Coverage Parts and Green

- Part B – Medical Payments Coverage
  - When it comes personal autos and green considerations, maximum efficiency, including conservation makes sense
    - Sharing an auto by making it available to others **IS** efficient
    - Often an auto is simply sitting – why not offer it on a vehicle sharing program?
  - How does Medical Payments Coverage in the PAP respond to this green risk?

PART B – MEDICAL PAYMENTS COVERAGE
EXCLUSIONS
We do not provide Medical Payments Coverage for any "insured" for "bodily injury":
12. Sustained while "occupying", or when struck by, "your covered auto" while:
a. Enrolled in a personal vehicle sharing program under the terms of a written agreement; and
b. Being used in connection with such personal vehicle sharing program by anyone other than you or any "family member".

Page 5 of 14 © Insurance Services Office, Inc., 2017 **PP 00 01 09 18**

21

PAP Coverage Parts and Green

- Part C – Uninsured/Underinsured Motorists Coverage
  - Insuring Agreement makes promises to an "insured"
    - We will pay compensatory damages which an "insured" is legally entitled to recover from the owner or operator of an "uninsured/underinsured motor vehicle" because of "bodily injury"
      - Sustained by an "insured"; and
      - Caused by an accident
  - It is vital that you understand the definitions of "insured" in this coverage part

PART C – UNINSURED MOTORISTS COVERAGE
INSURING AGREEMENT
B. "Insured" as used in this Part means:
1. You or any "family member";
2. Any other person "occupying" "your covered auto"; or
3. Any person for damages that person is entitled to recover because of "bodily injury" to which this coverage applies sustained by a person described in **1.** or **2.** above.

Page 5 of 14 © Insurance Services Office, Inc., 2017 **PP 00 01 09 18**

22

PAP Coverage Parts and Green

- Part C – Uninsured/Underinsured Motorists Coverage
  - When it comes personal autos and green considerations, maximum efficiency, including conservation makes sense
    - Sharing an auto by making it available to others **IS** efficient
    - Often an auto is simply sitting – why not offer it on a vehicle sharing program?
  - How does Uninsured/Underinsured Motorists Coverage in the PAP respond to this green risk?

PART C – UNINSURED MOTORISTS COVERAGE
EXCLUSIONS
B. We do not provide Uninsured Motorists Coverage for "bodily injury" sustained by any "insured":
4. While "occupying", or when struck by, "your covered auto" while:
a. Enrolled in a personal vehicle sharing program under the terms of a written agreement; and
b. Being used in connection with such personal vehicle sharing program by anyone other than you or any "family member".

Page 7 of 14 © Insurance Services Office, Inc., 2017 **PP 00 01 09 18**

23

Additional Consideration – Green Loss Settlement in the PAP

- Loss settlement in the PAP is ACV
- Vehicles considered more green than ICE vehicles are often more expensive, and are subject to greater fluctuation in value
- Replacement Cost Coverage endorsements may be available, but they are incredibly conditional
  - Replacement Cost Coverage PP 33 10 is an available ISO endorsement
    - The vehicle must be listed in the endorsement's Schedule
    - A total loss is required
    - Endorsement promises to pay Replacement Cost on the item – if:
      - The total loss occurs within 24 months after you become the original owner of the auto; and
      - Odometer mileage at the time of loss is less than 24,000 miles
    - Replacement provisions are a new vehicle with the same make, model, trim level and equipment
    - If such an item is not available, a vehicle similar in class, body type, size and equipment and similar in price to the price paid for the totaled item – not to exceed 110% of the MSRP of the vehicle being replaced
  - Many PAP carriers will have their own version of this endorsement

24

Homeowner Advantages of Green

- Reduction in negative environmental impact
- Enhanced indoor air quality
- Lower energy use
- Lower water use
- Less waste enters landfills
- Higher overall living arrangement satisfaction
- Government incentive availability
- More consistent utilization of technological advances
- Pride in ownership

25

ISO Homeowner Policy - HO 00 03 Special Form and Green

- Overview of the ISO HO 03
  - Consistency as to how green is addressed
    - Coverage A – Dwelling and Coverage B – Other Structures which are buildings are covered at replacement cost without deduction for depreciation
      - Regardless of the green certification of the covered item after a covered loss, replacement cost loss settlement is provided
    - Coverage C – Personal Property, as well as awnings, carpeting, household appliances outdoor antennas and outdoor equipment, structures that are not buildings, grave markers and mausoleums are covered at actual cash value but no more than the amount required to repair or replace
  - Personal Property Replacement Cost Loss Settlement HO 04 90 should ***ALWAYS*** be included
    - This endorsement affords replacement cost coverage to the items previously mentioned
    - Regardless of the green certification of a covered personal property item that is damaged by a covered cause of loss, replacement cost is available

26

- ***Residential*** green certification programs are available
  - Home Innovation Research Lab's National Green Building Standard (NGBS) certification is available for design and construction of new and renovated single family homes and multifamily apartment buildings
  - The NGBS Green certification ensures the home is green in all aspects
    - Energy efficiency
    - Water efficiency
    - Resource efficiency
    - Lot development
    - Operation & maintenance
    - Indoor environmental quality
  - Five performance levels can be attained
    - Certified
    - Bronze
    - Silver
    - Gold
    - Emerald

NGBS GREEN™
Home Innovation Research Labs

27

ISO Homeowner Policy - HO 00 03 Special Form and Green

- Homeowner carrier attitude toward green
  - Carriers likely appreciate policyholders who are working toward the goal of a greener home
  - In new home design and construction, as well as renovation and remodeling, these residential green certification programs verify green parameters have been met
  - Meeting these requirements indicates pride in ownership and commitment to maintaining property in superior condition

28

Going Green in the Homeowner World Has Its Challenges

- Higher material costs
- Possible costs for meeting and maintaining certification
- Additional contractor costs
  - Availability of contractors with proper expertise
- Additional consultant costs
  - Availability of consultants with proper expertise
- Additional costs associated with increased time necessary for both new construction and reconstruction/repair
- Vulnerabilities created by use of new products, procedures, technologies, designs
  - The 'smart' home is not without its vulnerabilities

29

Challenging Limitations and Exclusions in the ISO Homeowner Policy

- Ordinance Or Law
  - Possible exposure specific to green elements
- Weather Conditions
  - Always a concern with vegetated roofs
- Artificially Generated Electrical Current
  - Exclusion for damage to electronic components or circuitry that is part of appliances
    - Power surge
    - Brownout

30

Challenging Limitations and Exclusions in the ISO Homeowner Policy

- Debris Removal
  - Policyholder would be responsible for additional costs associated with recycling/reusing/reconditioning damaged materials versus landfilling it
- Reasonable Repairs
  - Limitations may negate costs associated with repair of green elements
- Trees, Shrubs And Other Plants
  - Incredibly limited coverage for vegetated roofs
- Ordinance Or Law
  - Insufficient coverage/limits for risk associated with green
- Loss Assessment
  - Possible exposure for green elements part of an association's property

31

Green Upgrades Coverage HO 06 31

- This endorsement should be considered for both the homeowner with current green exposure and the homeowner who wishes to make their property more green after a loss
- It was introduced due to the rapid growth in environmentally friendly products and materials in new home construction as well as in remodeling projects
- It is only available as an endorsement to the HO 02, HO 03, HO 05 and HO 06
- It provides optional property coverage for green upgrades following a loss to the insured's residence premises and personal property under certain situations
- It provides coverage to replace damaged property following a loss with "green" products and practices as recognized by a "green standards-setter"

32

Green Upgrades Coverage HO 06 31

- A "green standards-setter" is defined as an accredited organization or governmental entity, recognized by the insurer, which develops guidelines and certifies "green" products and practices
  - Examples of "green standards-setters" spelled out in the endorsement include:
    - Leadership in Energy and Environmental Design (LEED) program of the U.S. Green Building Council
    - ENERGY STAR, a joint project of the U.S. Environmental Protection Agency and the Department of Labor
    - Green Globes, a program of the Green Building Institute

33

Green Upgrades Coverage HO 06 31

- The endorsement also defines "green" as an enhanced energy efficiency or utilization of
  - Environmentally preferable materials
  - Sustainable materials; or
  - Products or methods in design, construction, or manufacture

  that a "green standards-setter" recognizes
- The endorsement schedule offers an option applicable to a vegetated roof as an exception to the preclusion of land under the unendorsed policy
  - Thus, if there were damage to the roof, upgraded coverage could apply to the replacement of the damaged, non-vegetated roof with a vegetated roof, subject to other policy and endorsement restrictions
  - This upgraded coverage applies to a roof on
    - The dwelling
    - Other structures
      - If the insured had an unendorsed HO 3 and suffered a loss to a vegetated roof, the policy would still replace the damaged vegetated roof with materials of like kind and quality and for like use

34

Green Upgrades Coverage HO 06 31

- Since the eligibility for green upgrades is limited to property for which replacement cost loss settlement applies, this endorsement pertains to personal property under an HO 3 only if the Personal Property Replacement Cost Loss Settlement endorsement HO 04 90 applies
- The Green Upgrades Coverage endorsement adds two additional coverages
  - ***Green upgrades property coverage***
  - ***Green upgrades related expense coverage***
- The first additional coverage, ***green upgrades property coverage***, grants coverage up to the indicated cost of loss percentage designated in the endorsement schedule, subject to a maximum dollar amount (also designated in the endorsement schedule) for green upgrades as a result of a covered loss

35

Green Upgrades Coverage HO 06 31

- ***Green upgrades property coverage*** is subject to certain restrictions
  - It does not apply to personal property of others used by an insured on the residence premises that an insured occupies
  - It does not apply to any additional cost, above the cost of a green upgrade, for the purpose of satisfying an ordinance or law applicable to the repair or construction of a building
  - It does not apply to a loss that is actually paid under another coverage, such as the ordinance or law coverage
  - It does not pay any additional cost to repair or replace damaged property solely to achieve green certification points as established by a "green standards-setter."

36

Green Upgrades Coverage HO 06 31

- The second additional coverage, ***green upgrades related expense coverage***, is optional and must be selected in the appropriate checkbox in the endorsement schedule
- This coverage applies to the following expenses related to a loss provided under the ***green upgrades property coverage***, subject to the selected dollar limit as indicated in the endorsement schedule
  - Waste reduction and recycling, such as expenses to reuse building materials or extract recyclable construction waste and move it to appropriate sites
  - Design and engineering professional fees, such as reasonable and customary architect fees concerning the design and engineering recommended in the course of repairs
  - Certification fees and related equipment testing
  - Building air-out and related air testing, including expenses to flush out or conduct air quality testing of the repaired space

37

Green Upgrades Coverage HO 06 31

- The loss settlement condition is amended for green upgrades with this endorsement
  - For green upgrades to property insured under Coverages A, B, and C, property losses are adjusted by ascertaining the amount otherwise payable for the covered loss on the unendorsed policy, not factoring in green upgrades
  - Adding the deductible amount to the figure determined above in item 1; and
  - Multiplying the product in item 2 above by the increased cost of loss percentage shown in the green endorsement's schedule to determine a dollar amount of green upgrades property coverage
- However, the endorsement will pay no more than the lesser of the following
  - The actual cost of covered "green" upgrades
  - The dollar amount determined above; or
  - The applicable maximum dollar amount listed in the endorsement schedule

38


POLICY NUMBER:

HOMEOWNERS
HO 06 31 03 22

THIS ENDORSEMENT CHANGES THE POLICY. PLEASE READ IT CAREFULLY.

GREEN UPGRADES COVERAGE

SCHEDULE

1. Green Upgrades Property Coverage **Increased Cost Of Loss:** % **Subject To A Maximum Amount Of:** $ ☐ Check here if coverage for an upgrade to a vegetated roof applies.
2. Green Upgrades Related Expense Coverage ☐ Check here if Green Upgrades Related Expense Coverage applies. **Green Upgrades Related Expense Amount Of Insurance:** $
Information required to complete this Schedule, if not shown above, will be shown in the Declarations.

SAMPLE

DEFINITIONS

With respect to the coverage provided by this endorsement, the following definitions apply:

A. "Green standards-setter" means an accredited organization or governmental agency, recognized by us, which produces, maintains guidelines and certifies or rates "green" products and practices. "Green standards-setters" recognized by us may include but are not limited to:
   1. The Leadership in Energy and Environmental Design (LEED®) program of the U.S. Green Building Council;
   2. ENERGY STAR, a joint program of the U.S. Environmental Protection Agency and the U.S. Department of Energy; and
   3. Green Globes™, a program of the Green Building Initiative.

B. "Green" means enhanced energy efficiency or use of:
   1. Environmentally preferable materials;
   2. Sustainable materials; or
   3. Products or methods in design, construction, manufacture or operation;

   as recognized by a "green standards-setter".

SECTION I – PROPERTY COVERAGES

A. Coverage A – Dwelling

If the Schedule indicates that Green Upgrades Property Coverage applies to the upgrade to a vegetated roof, Paragraph **A.2.** is replaced by the following:

2. We do not cover land, including land on which the dwelling is located, other than land which is part of a vegetated roof.

(This is Paragraph **A.2.a.** in Form **HO 00 06.**)

B. Coverage B – Other Structures

If the Schedule indicates that Green Upgrades Property Coverage applies to the upgrade to a vegetated roof, Paragraph **B.2.a.** is replaced by the following:

a. Land, including land on which the other structures are located, other than land which is part of a vegetated roof.

HO 06 31 03 22 © Insurance Services Office, Inc., 2021 Page 1 of 5

39

Conclusion

The green revolution is here. Our clients rely on us to help them manage their personal risk, even when they may be unaware of the options available to us in this endeavor.

Utilize the tenants of risk management – Identification, Analysis, Control, Finance and Administration in order to increase your value by becoming the personal lines 'green expert' in your shop.

40