

01 SUBMISSION · SIX-RINK NEW ENGLAND PORTFOLIO

# SIX RINKS. *One Carrier.*

Matterhorn is looking for ONE specialty carrier to write this risk — and to take on a profitable rink book of business behind it. Greater Lawrence Sports (GLS) operates six New England ice facilities, currently with Safehold, whose 2026 renewal more than doubled (\$150K → \$340K against an initial \$400K+ indication). The insured is moving mid-term, the account is clean in 2026, the excess tower has never been pierced, and 5 of 6 sites are completely loss-free. This is a stable, programmatic specialty risk — not a salvage account — and it's the anchor we're using to open a long-term rink program with the right carrier partner.

|                                                              |                                                                         |                                                                   |                                                           |
|--------------------------------------------------------------|-------------------------------------------------------------------------|-------------------------------------------------------------------|-----------------------------------------------------------|
| <div>FACILITIES</div> <div>6</div> <div>MA · NE region</div> | <div>EXPIRING PREMIUM</div> <div>\$150K</div> <div>GL · Prop · EB</div> | <div>RENEWAL PREMIUM</div> <div>\$340K</div> <div>+127% YoY</div> | <div>2026 LOSSES</div> <div>0</div> <div>Clean year</div> |
|--------------------------------------------------------------|-------------------------------------------------------------------------|-------------------------------------------------------------------|-----------------------------------------------------------|

02 RENEWAL STORY

### WHY GLS IS LEAVING — AND WHY THE TIMING IS OURS.

Final Safehold indication landed days before expiry. Broker AND Safehold underwriter jointly requested an extension and additional credits — both denied. Within one day, broker negotiated \$400K+ down to \$340K by re-marketing to excess.

The insured is moving mid-term and ready to be placed with ONE specialty carrier — not auctioned across a dozen. American Specialty confirmed GL appetite; Everest passed. We're walking it into the market whose appetite genuinely fits a six-rink portfolio with clean 2026 and a defended severity claim — and who wants the rink book that follows.

PREMIUM TRAJECTORY

|                       |        |
|-----------------------|--------|
| 2025 EXPIRING         | \$150K |
| 2026 SAFEHOLD INITIAL | \$405K |
| 2026 NEGOTIATED       | \$340K |
| MATTERHORN TARGET     | \$240K |

Matterhorn target is modeled — final pricing depends on loss-control walk + market quotes.

- FIRST 72 HOURS
- ONE CARRIER · GL · PROP · EB · EXCESS

ANCHOR FOR A RINK PROGRAM

MID-TERM MOVE · BIND-READY DAY 14

CLEAN 2026 · EXCESS NEVER PIERCED

MITIGATION SOFTWARE + FACILITY VIDEO LIVE

03 FACILITY ROSTER

MECHANICAL Reality.

Direct from broker submission. Refrigerant type, charge weight, secondary loop, and resurfacers fleet age tell the entire EB + property story.

| FACILITY                                | COMP | PRIMARY REFRIG    | SEC    | RESURFACERS                          | RISK   |
|-----------------------------------------|------|-------------------|--------|--------------------------------------|--------|
| Malden Valley Forum<br>Malden, MA       | 2    | R-22 (250 lbs)    | Glycol | 2013 Zamboni (Propane)               | MEDIUM |
| Lawrence Valley Forum<br>Lawrence, MA   | 2    | R-22 (250 lbs)    | Glycol | 2004 Zamboni (Propane)               | MEDIUM |
| Haverhill Valley Forum<br>Haverhill, MA | 3    | Ammonia (850 lbs) | Brine  | 2024 + 2003 Zamboni (Propane)        | HIGH   |
| Hockeytown USA<br>Saugus, MA            | 4    | R-22 (375 lbs)    | Glycol | 1999 / 1990 / 1989 Zamboni (Propane) | HIGH   |
| Chelmsford Forum<br>Chelmsford, MA      | 2    | Ammonia (450 lbs) | Glycol | 2013 Zamboni (Electric)              | MEDIUM |
| Kasabuski Arena<br>Saugus, MA           | 3    | Ammonia (450 lbs) | Glycol | 2022 Zamboni (Electric)              | LOW    |

04 PORTFOLIO UNDERWRITING FLAGS

|                                                                                                                                                                                                    |                                                                                                                                                                                                |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p><b>R-22 refrigerant – 3 facilities</b></p> <p>Malden, Lawrence, Hockeytown. EPA phase-out complete; service refrigerant must come from reclaimed stock. Hockeytown's 375 lbs sets the tone.</p> | <p><b>Ammonia &gt;450 lbs – 3 facilities</b></p> <p>Haverhill (850), Chelmsford + Kasabuski (450). Below 10,000-lb federal PSM trigger but full IIAR-2/IIAR-6 + vent docs are still asked.</p> |
| <p><b>Aged propane Zambonis – Hockeytown</b></p> <p>1989/1990/1999 fleet drives fire + CO. Phased replacement (electric / new propane) is the biggest credit lever on the program.</p>             | <p><b>2023 slip-and-fall (~\$900K)</b></p> <p>Producer reports insured not at fault. Package police/EMS report, witness statements, surveillance, resurface log for day of loss.</p>           |

## 05 PER-FACILITY DEEP DIVE

WHAT CARRIERS *Will Ask, Site By Site.*

LOC 01 • MALDEN, MA

MEDIUM

**Malden Valley Forum**

Mid-charge R-22 site with a single 12-yr-old propane resurfacer. Replacement refrigerant must come from reclaimed stock.

## CARRIERS WILL ASK

- R-22 leak history (36 mo) + transition plan
- Resurfacer LPG bay vent + CO calibration
- Concourse housekeeping protocol

LOC 02 • LAWRENCE, MA

MEDIUM

**Lawrence Valley Forum**

Same refrigerant load as Malden; 21-yr-old resurfacer makes fleet age the dominant EB and CO talking point.

## CARRIERS WILL ASK

- Resurfacer engine rebuild history + fuel-system inspection
- Glycol secondary leak test (12 mo)
- Dasher-board / glass inspection frequency

LOC 03 • HAVERHILL, MA

HIGH

**Haverhill Valley Forum**

Largest ammonia charge. Below 10,000-lb federal PSM trigger but IAR-2/ IAR-6 + machinery-room vent docs are required.

## CARRIERS WILL ASK

- EPA RMP filing status + Program level
- Machinery-room ventilation cfm + interlock test
- IAR-2 / IAR-6 compliance summary; ammonia leak survey

LOC 04 • SAUGUS, MA

HIGH

**Hockeytown USA**

Largest R-22 charge plus three legacy propane resurfacers. Fleet age is the biggest credit lever in the portfolio.

## CARRIERS WILL ASK

- R-22 reclaim contract + on-site reserve
- Phased Zamboni replacement plan (24 mo)
- Bay LPG storage vs. local fire code

LOC 05 • CHELMSFORD, MA

MEDIUM

**Chelmsford Forum**

Moderate ammonia charge with electric resurfacer — removes propane fuel and CO from the bay equation.

## CARRIERS WILL ASK

- Ammonia detector placement + last calibration
- Electric resurfacer charger-bay fire suppression
- Glycol secondary leak history

LOC 06 • SAUGUS, MA

LOW

**Kasabuski Arena**

Best mechanical risk in the portfolio. Newest resurfacer + electric drive — lead with this site in the submission.

## CARRIERS WILL ASK

- IAR-6 PM log + ammonia detector calibration
- Pressure-vessel jurisdictional inspection
- Charger-bay NFPA 70 inspection

06 MARKETS BY LINE

MULTIPLE MARKETS *Per Line.*

Four lines, sixteen targeted markets. Bundled where we can, carved out where we have to. Goal: present the producer one consolidated stack vs. the \$340K Safehold renewal.

PRIMARY GL · 1M / 2M

**GENERAL LIABILITY**

**American Specialty**  
GL  
Confirmed appetite — anchor savings on GL carve-out.

**Philadelphia Ins. Cos.**  
GL · P · EB  
Bundled rink program preferred.

**Markel Specialty**  
GL · XS  
Rec / sports specialist; participant liability comfort.

**Hudson Insurance Group**  
GL  
Tier-2 specialty; competitive bundled.

ALL-RISK · TIV ACROSS 6 SITES

**COMMERCIAL PROPERTY**

**Great American**  
P · EB  
Specialty equipment depth; ammonia / R-22 comfort.

**Philadelphia Ins. Cos.**  
GL · P · EB  
Bundle partner if we present all three lines.

**RSUI / AmRisc (E&S)**  
P  
E&S layer if TIV pushes admitted appetite.

**Lloyd's — Hiscox / Beazley**  
P · EB  
Backstop capacity if domestic tightens.

COMPRESSORS · CHILLERS · RESURFACERS

**EQUIPMENT BREAKDOWN**

**Hartford Steam Boiler (HSB)**  
EB  
Industry standard; jurisdictional-inspection partner.

**Travelers Boiler & Machinery**  
EB  
Strong rink history; pairs with bundled property.

**Munich Re / Hartford Specialty**  
EB  
Reinsurance-backed EB capacity.

**Great American (EB carve-out)**  
EB  
Pairs EB with another carrier's property.

LEAD \$5M+ · AGGREGATE STACKS

**UMBRELLA / EXCESS**

**Markel Specialty (Excess)**  
XS  
Will sit excess of own or another primary.

**RSUI Excess Casualty**  
XS  
E&S excess; strong rink history.

**AXIS Excess Casualty**  
XS  
Lead \$5M layer over participant-friendly primary.

**Berkley One / Public Entity**  
XS  
Quote-comparison or to round out a tower.

## 07 WHAT MARKETS WANT TO REVIEW

SUBMISSION *Pack.*

## ACCOUNT &amp; EXPOSURE

- Signed ACORD 125 (Commercial Insurance Application)
- ACORD 126 (Commercial GL Section)
- ACORD 140 (Property Section) per location
- ACORD 141 (Property Schedule)
- Statement of values · 6 facilities
- Annual attendance + programming mix

## LOSS INFORMATION

- 7-yr currently-valued loss runs in hand (val. 11/30/2025)
- Carrier-ready loss summary generated (see Loss History)
- Gallo 2023 defense file: police/EMS, witnesses, surveillance, resurface log
- LaFlam lighting-remediation proof + housekeeping log
- Barone ice-management protocol + inspection rounds
- Claims-management protocol + TPA

## MECHANICAL &amp; REFRIGERATION

- Refrigerant inventory per loc (type, charge, recharge)
- R-22 reclaim contract / reserve docs
- Ammonia detection calibration logs (3 sites)
- Machinery-room ventilation cfm + emergency-stop cert
- IIAR-2 / IIAR-6 compliance summary
- Pressure-vessel jurisdictional inspections
- Resurfacers fleet manifest (yr, fuel, hours, PM)

## LOSS CONTROL &amp; PROGRAMS

- EPA RMP (Haverhill) or RMP-exempt memo
- Emergency-response plan + FD mutual-aid letter
- Operator-training matrix (RETA / GCAP / OSHA 10)
- Slip-and-fall housekeeping + inspection rounds
- Waiver template + COI tracking process
- NFPA 25 sprinkler / fire-alarm certificates

## 08 ACTION PLAN · NEXT 30 DAYS

- |        |                                                                |
|--------|----------------------------------------------------------------|
| D1-3   | Loss-control walk + lock American Specialty GL terms           |
| D4-10  | Property + EB submissions to Philadelphia, Great American, HSB |
| D11-18 | Receive indications · stack vs. \$340K Safehold renewal        |
| D19-25 | Bind decision · mid-term cancel & rewrite                      |
| D26-30 | Stewardship hand-off · loss-control + fleet plan               |

## WRITE THIS RISK. ANCHOR THE RINK BOOK.

One specialty carrier · GL + Property + EB + Excess · clean 2026 · mitigation software + full facility video live · written owner sign-off on the protocol.  
[support@matterhornprotects.com](mailto:support@matterhornprotects.com) · [matterhornprotects.com/rink-market-review](https://matterhornprotects.com/rink-market-review)

LOSS HISTORY, *told the carrier's way.*

Pulled from the Safehold-issued loss run. 7 policy years (01/27/2019 – 01/27/2026). Commercial Package · Excess · Business Auto.

| 7-YR INCURRED          |                               | PAID TO DATE |                                                                                          | OPEN RESERVES        |  | AUTO · 2026 YTD |  |
|------------------------|-------------------------------|--------------|------------------------------------------------------------------------------------------|----------------------|--|-----------------|--|
| \$932,065              |                               | \$871,290    |                                                                                          | \$60,775             |  | \$0             |  |
| LOSS DATE              | CLAIMANT                      | LOC          | DESCRIPTION                                                                              | STATUS               |  | INCURRED        |  |
| 3/13/2020<br>ICE039699 | GLS + Frost Realty I-IV<br>BI | Portfolio    | COVID-19 BI cluster (4 entities) — all denied under pandemic exclusion.                  | CLOSED 7/30/2020     |  | \$0             |  |
| 1/31/2021<br>ICE040022 | Flynn<br>GL-BI                | Haverhill    | Slip and fall on stairs. Defense expense only — no indemnity.                            | CLOSED 10/29/2021    |  | \$1,376         |  |
| 2/27/2021<br>ICE042187 | LaFlam<br>GL-BI               | Haverhill    | Slip/fall on parking-area snow & ice; alleged poor lighting. Lighting remediated.        | SUIT FILED · OPEN    |  | \$50,000        |  |
| 1/1/2023<br>ICE040757  | Gallo<br>GL-BI                | Haverhill    | Slip/fall on stairs (water). Insured not-at-fault narrative. Excess tested & closed \$0. | CLOSED 11/9/2025     |  | \$869,189       |  |
| 12/7/2024<br>ICE042007 | Barone<br>GL-BI               | Haverhill    | Trip/fall on metal plate lifted by ice. Ice-management defense.                          | INVESTIGATION · OPEN |  | \$11,500        |  |
| 2/2/2025<br>ICE042087  | Monagle<br>GL-BI              | Haverhill    | Slip/fall on bleachers. Closed no-pay inside 12 weeks.                                   | CLOSED 4/23/2025     |  | \$0             |  |
| 7-YEAR TOTAL INCURRED  |                               |              |                                                                                          |                      |  | \$932,065       |  |

CARRIER-READY SUMMARY

ONE SITE, ONE STORY – NOT A PORTFOLIO TREND.

\$932,065 of 7-year incurred – but 93% sits in one closed file (Gallo 1/1/2023). That claim was a slip-and-fall that was NOT handled correctly at the time of injury – an operational miss, not a structural one. Excess tower never pierced. Strip Gallo out 7-yr incurred across the 6-rink portfolio = \$62,876.

- 5 of 5 indemnity claims at Haverhill. Malden · Lawrence · Hockeytown · Chelmsford · Kasabuski loss-free.
- Open reserves \$60,775 (LaFlam lighting remediated · Barone ice-mgmt defense). Auto + 2026 YTD: \$0.

10 RISK MITIGATION · ROLL-OUT IN PROGRESS

THE NEXT CLAIM WON'T *look like the last one.*

Matterhorn is rolling out a purpose-built risk-mitigation and claim-management software for the GLS portfolio — designed specifically to stop the failure mode that drove the Gallo outcome: a slip-and-fall that was NOT handled at the time of injury in the way it should have been. The tool puts a structured, first-30-minutes response protocol in front of rink staff — incident capture, witness identification, video preservation, EMS / medical sequencing, and notification to broker and carrier — so the file is defended from minute one instead of reconstructed months later.

FULL-FACILITY VIDEO

Every rink is now wired with full-coverage camera systems — ice surface, stairs, parking, and mechanical rooms. Footage is retained and accessible inside the tool, so any incident has a defensible visual record on day one.

OWNER COMMITMENT

GLS ownership has confirmed in writing that every rink will run the mitigation protocols — incident capture, evidence preservation, notification sequence — eliminating the mis-handled claim scenarios that historically drove severity.

CLAIM-ESCALATION BRAKE

Real-time alerts route every incident to the broker and the carrier's designated adjuster, with a complete incident packet pre-attached — defense posture is set before plaintiff's counsel is engaged, capping development.

FIRST 30 MINUTES — STRUCTURED RESPONSE

|      |                             |                                                                                     |
|------|-----------------------------|-------------------------------------------------------------------------------------|
| T+0  | Incident captured in app    | Staff on shift logs incident inside the tool — location, time, description, photos. |
| T+5  | Witnesses + video preserved | Witness names captured; relevant camera segments flagged and locked from rotation.  |
| T+10 | Medical sequence triggered  | EMS / medical decision tree prompts correct response; medical attention documented. |
| T+15 | Broker + carrier notified   | Auto-notification with full incident packet pushed to broker and carrier adjuster.  |
| T+30 | Defense posture locked      | Complete file ready for defense counsel — no months-later reconstruction.           |

THE ASK · ONE CARRIER FOR THIS RISK + THE BOOK BEHIND IT

**GOOD RINKS. GOOD CONTROLS. A PROFITABLE BOOK TO BUILD.**

Matterhorn is looking for ONE specialty carrier to write GLS — GL + Property + EB + Excess — and to anchor a long-term rink program behind it. The 7-year loss run shows good rinks. The one outlier was an operational miss, not a structural one, and the new mitigation software, full facility video coverage, and written owner sign-off close that exact gap before the next loss develops.

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