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MiniCo has self-storage businesses covered with commercial and tenant insurance

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Since the earliest days of the self-storage industry, MiniCo, Inc. has been looking out for business owners and their customers. That was over 30 years ago, and MiniCo has grown along with the industry it serves. Today, MiniCo offers one of the nation's leading self-storage specialty insurance program and remains the only insurance provider dedicated solely to the self-storage industry.

Commercial Insurance

MiniCo offers both commercial insurance and tenant insurance programs for self-storage businesses, and the programs have been underwritten by Safeco for the past 11 years.

MiniCo writes property and casualty coverage nationwide utilizing a customized business owner's policy (BOP) with specialty coverages designed specifically for self-storage operators. Primary distribution is conducted through independent insurance agents.

While most business owners understand the need for basic business coverages such as business property, course of construction, and comprehensive business liability, many self-storage owners, as well as many insurance agents, do not fully appreciate the need for specialty coverages that are designed specifically to address the unique risks these businesses face. The specialty coverages described below are particularly critical:

*Customers goods legal liability provides coverage against loss or damage to customers' personal property for which the insured may become legally liable, including property stored in the open. This coverage also includes defense against allegations.

*Sale and disposal liability provides coverage for claims against the insured for negligent acts arising from the lockout, sale, removal or disposal of customers' property when reclaiming rented space for which rental or other charges are delinquent or unpaid. This coverage also includes defense against allegations.

*Limited pollutant removal pays for costs to remove pollutants from or detoxify a storage unit when required by statutory authority. Coverage is afforded to all the spaces at the covered facility, not just to units that are rented after the date of coverage.

Tenant Insurance

In addition to commercial insurance, MiniCo also offers two tenant insurance programs:

*Pay-With-Rent tenant insurance program provides customers with easy and affordable access to the insurance protection they need, and it requires minimal administrative effort on the part of the facility manager. Businesses using MiniCo's Pay-With-Rent program may benefit from greater tenant participation, easy administration and broader coverage.

*TenantOne Direct customer storage insurance is the most widely used direct self-storage tenant insurance program in America. Businesses using TenantOne Direct receive free marketing materials, and there are no administrative requirements for the facility.

Information Resources

Keeping in touch with self-storage owners and managers is another of MiniCo's top priorities. The company supports numerous state self-storage associations, including the Massachusetts Self Storage Association, and actively participates in events at the state and national levels. In addition, MiniCo publishes e-Risk Management, a quarterly electronic newsletter for self-storage owners, operators and managers.

MiniCo's publishing division produces the self-storage industry's leading magazines and annual resources including:

- *Mini-Storage Messenger, the leading monthly publication covering the global self-storage industry.
- * Self-Storage Now!, a valuable bimonthly publication providing tools and techniques to help facility owners and managers increase profits and improve efficiency.
- * Self-Storage Almanac, the leading annual statistical reference for the U.S. self-storage industry.

Over the past three decades, MiniCo, Inc. has evolved during the most pivotal periods of growth within the self-storage industry and, like the industry itself, is still going strong.

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