

New commercial business highlights

First quarter 2025

Lansing Office – EMC Great Lakes Region

New Business Email: Lansing.CLunderwriting@emcins.com

Endorsement Email: Lansing.CLendorsements@emcins.com

New business written			
Type of Account	Written Premium	Type of Account	Written Premium
Equipment Dealer	\$471,613	Retail – Office Furniture	\$56,536
Electrical Contractor	\$216,344	Manufacturing – Metal Goods	\$49,097
Retail – Auto Parts Store	\$213,393	Grocery Store	\$48,409
Electrical Contractor	\$117,466	Landscape Contractor	\$44,933
Excavation Contractor	\$111,483	Construction Contractor	\$42,966
Cable Installation	\$84,477	Concrete Contractor	\$41,206
Construction Contractor	\$80,213	Brewery	\$39,082
Equipment Dealer	\$77,964	Private School	\$34,106
Construction Contractor	\$77,591	Landscape Contractor	\$38,415
Equipment Wholesaler	\$69,603	Manufacturing – Wood Furniture	\$37,863
Carpentry Contractor	\$57,286	Equipment Dealer	\$35,345
Top Manufacturing Classes		Top Construction Classes	
Malt Beverage Manufacturing +85.8%		Excavation Contractor +42.8%	
Steel Wire Manufacturing +47.4%		Commercial General Contractor +40.0%	
Apparatus and Furniture Manufacturing +14.9%		Electrical Contractor +10.4%	
Sign Manufacturing +14.7%		Carpentry Contractor +4.4%	

[A Blueprint for Construction Success](#)

EMC has always been a strong market for contractors and construction classes, but now we are providing you with the right specs for success! Visit the [Contractors Insurance Agent Toolkit](#) for complete marketing resources, including the new Construction and Contractors Guide, which gives you a class-by-class view of our appetite, plus eligibility criteria and program guidelines.

We actively write more than 50 classes of contractors and construction business—from general contractors to electricians to excavators—so there's plenty of opportunity to build our book together. Talk to your local EMC sales team or underwriter for more information!

[Stay connected with the Lansing Office](#)

Visit our webpage at emcinsurance.com/branch/lansing to find office contacts, important announcements, hit lists, featured program information, and more! As your local branch, we understand your needs. That is why we are able to deliver the right solutions every time.