

DAVID L. GRENIER

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RISK MANAGEMENT CONSULTANT

Experienced risk management & insurance professional with demonstrated expertise in structuring effective risk-transfer / risk financing programs for public and private sector clients on capital construction projects.

SKILLS & QUALIFICATIONS

- Strategic Planning
 - Program & Project Management
 - Insurance Claims Administration
 - Budgeting & Financial Management
 - Alternative Risk Financing
 - Enterprise Risk Management
 - Marketing & Business Development
 - Team-Building & Leadership
 - Contract Drafting & Negotiation
 - Owner Controlled Insurance Programs
 - Client Relationship Management
 - Articulate & Persuasive Communicator
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PROFESSIONAL ACCHIEVEMENTS

- Direct risk management division of regional transit authority on multi-billion dollar mass transit program.
 - Established national risk management consulting company focused on risk transfer/risk financing strategies.
 - Advised California Department of Transportation on contracts for risk management, OCIP, and claims.
 - Expanded risk management practice for consulting firm to produce \$3 million revenue in first 6 months.
 - Designed risk management strategy to enable worldwide engineering/construction firm to enter new market.
 - Advised global broker on design of wrap-up insurance program system that received A.M. Best award.
 - Developed/marketed commercial insurance programs that produced over \$1.3 billion in annual premium.
 - Underwrote/managed accounts to grow global insurance company premium from \$16 million to \$35 million.
 - Directed restructuring of engineering firm, reduced overhead cost 35%, and increased shareholder value.
 - Managed \$456 million engineering project, with direct P&L responsibility, which produced \$17 million in fees.
 - Led program management team on \$200 million development project to support Operation Desert Storm.
 - Managed 20-person planning & scheduling/cost estimating department on \$4.2 billion public utility project.
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EDUCATION

UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS, Chicago, IL, **MBA** 1995
Major: Finance, Marketing, Business Strategy. Minor: Economics, Statistics

SYRACUSE UNIVERSITY, Utica, NY, **Bachelor of Science** 1979
Major: Construction Management, Minor: Business Administration

DEAN COLLEGE, Franklin, MA, **Associate in Science** 1977
Major: Building Construction, Minor Business Administration

PROFESSIONAL AFFILIATIONS

Risk and Insurance Management Society (RIMS), Corporate Member
Construction Financial Management Association (CFMA), Associate Member
CFMA National Co-Chairman of Construction Industry Liaison Committee
Project Management Institute (PMI), Professional Member
American Association of Cost Engineers (AACE), Associate Member
National Contract Management Association (NCMA), Associate Member

EMPLOYMENT

C-RISK, Seattle, WA

2016 to Present

Principal Consultant, Risk Management Consulting Company

- Re-established national risk management consulting company to focus on construction risk, insurance and Wrap-Ups.
- Design and implement insurance and risk management strategies and solutions for private and public sector clients.
- Nationally recognized subject-matter expert on the formation, implementation, and management of wrap-up insurance programs (OCIP and CCIP) and problem-solver providing practical risk management strategies and solutions.
- Advise clients on making better-informed decisions to evaluate risk transfer, risk retention, and risk financing options, and helps clients realign their focus to integrate short-term project goals with long-term strategic risk management.
- Provides independent advisory and consulting services that include: Risk Management Strategy, Wrap-Up Programs, Risk Management Outsourcing, Contract Reviews, Insurance Reviews, and Alternative Risk Financing methods.

CENTRAL PUGET SOUND REGIONAL TRANSIT AUTHORITY, Seattle, WA

2006 to 2015

Director of Risk Management, Risk Management Division

- Directed Sound Transit www.soundtransit.org Risk Management Division; structured, implemented, and managed all insurance & risk management programs for Agency's capital development projects, facilities and transit operations, including the placement of all insurance coverages, claims services, and cost-recovery processes, to control cost of risk.
- Develop, negotiate, procure, and maintain all risk and insurance coverage programs including self-insurance programs; interface and coordinate with all Agency lines of business, insurance brokers, insurance companies, reinsures, consultants and third-party claims services. Review and draft contractual indemnity and insurance coverage provisions.
- Implemented and managed multiple owner controlled insurance programs (OCIPs) as project risk mitigation practice, which reduced exposures, losses, and claims for third-party property damage and liability against Agency and insurers.
- Establish insurance & risk management program structure for development & implementation of Agency risk transfer and risk financing methods; including OCIP feasibility study, annual actuarial report, and enterprise risk management.
- Serve as liaison for Risk Management Division with other Divisions, Departments, Board members, elected officials, outside partner agencies, media, local community groups, and general public on insurance & risk management issues.

C-RISK, Bellevue, WA

2000 to 2006

Principal Consultant, Risk Management Consulting Company

- Established national risk management consulting company focused on construction insurance, Wrap-Ups, and ERM.
- Directed California CM firm expansion into risk management consulting; produced \$3 million in revenue in 6 months, developing staff, proposals, and operating plans to translate business strategy into action and opportunity into profit.
- Advised California Department of Transportation (Caltrans) on the design & implementation of risk management plan for the San Francisco-Oakland Bay Bridge (SFOBB) project, developed initial wrap-up feasibility study for Caltrans owner controlled insurance program (OCIP), and prepared construction claim analysis on a \$45 million construction delay/inefficiency request for equitable adjustment claim on the Richmond-San Rafael Seismic Retrofit Bridge project.
- Designed enterprise risk management strategy and construction defect mitigation plan for Fluor Corporation to evaluate risks in condominium market segment, including risk assessment and insurance program for initial projects.
- Advised national insurance broker, as subject-matter expert, on initial design of wrap-up administration system, including strategic planning, process mapping, and preparation of functional specifications for system implementation.
- Collaborated on business plan development for firm to obtain BVI Protected-Cell Captive Insurance Company license.

CNA INSURANCE COMPANY, Chicago, IL

1998 to 2000

Senior Vice President of Strategic Development, CNA Commercial Insurance, Construction Practice Group

- Led Construction Practice Group expansion to generate annual booked insurance premium in excess of \$1.3 billion.
- Developed and marketed insurance and risk management programs, products and services to construction industry, setting strategic direction of operations by assessing line of business opportunities and risks, formulated strategies, developed market differentiation tactics, executive presentations, performance metrics, and competitor analyses.
- Managed design of property & casualty, professional liability, and bonding program for design-build contractors, developed a warranty product and general/excess liability wrap-up insurance program for homebuilders, and introduced an Internet portal for underwriting P&C and professional liability program for architects & engineers.
- Launched owner controlled insurance program (OCIP) focused on California homebuilders warranty program, construction liability claims, with administration processes for enrollment, bid credits, payroll, reporting and audits.
- Structured third-party strategic alliances, coached/trained 40-branch operation on underwriting construction risks, conducted seminars/presentations for brokers and clients, and implemented risk management guidelines/procedures.

EMPLOYMENT

ZURICH AMERICAN INSURANCE COMPANY, Schaumburg, IL **1997 to 1998**

Account Executive, Zurich North America, Zurich Insurance Company, Zurich Construction

- Market, underwrite and manage construction property & casualty insurance products, services, risk financing solutions, for owners, contractors, and subcontractors to increase Zurich Construction business from \$16 million to \$35 million.
- Advised clients on program structure design, provided loss exposure analyses, contract indemnification language, claim management and reporting, and developed financial models to balance risk transfer with risk retention factors.
- Manage/administer wrap-up insurance program for homebuilder. Generated \$1.5MM bid credits on \$125MM revenue.
- Demonstrated strong business development and negotiation skills by communicating persuasively and effectively with wide range of internal/external customers to influence decision for producing new business and client relationships.

DLG CONSULTING, Evanston, IL **1994 to 1997**

Project Manager; Consultant, Construction Management Consulting Group

- Managed planning & scheduling, contract compliance, insurance certificates, and negotiated claim settlements for engineering firm on \$250 million, redevelopment project for City of Chicago Public Building Commission.
- Led project consulting team on development of program requirements, technical scope documents and work plans that facilitated project management objectives, and resulted in \$1.1 million net profit on \$4.2 million gross revenue.
- Directed consulting team on analysis of manufacturing company operations, processes, procedures and systems, which improved performance, increased production cycles, and sustained competitive advantage in industry.

LESTER B. KNIGHT & ASSOCIATES, INC., Chicago, IL **1989 to 1994**

Project Manager; Associate, Knight Architects, Engineers, Planners, Inc.

- Managed \$456 million APS Project for Argonne National Laboratory. Had direct P&L responsibility for budgeting, planning & scheduling, and contract administration. Generated over \$17 million design/engineering fees in two-years.
- Coordinated 75-person, multidiscipline engineering/construction management team on government/public projects.
- Directed reengineering/restructuring of consulting firm to streamline operations and focus on value-added services, which reduced overhead cost by 35%, improved fiscal responsibility/performance, and increased shareholder value.
- Led internal audit team on financial reconciliation/due-diligence of project contracts/cost accounting functions to recover \$1.2 million of lost revenue, \$500,000 in account receivables, and negotiated \$12 million settlement with the State of Illinois Attorney General's office on construction defect litigation on the State of Illinois Center in Chicago.

THE AUSTIN COMPANY, Chicago, IL **1986 to 1989**

Project Manager; Consultant, Austin Consulting Division and Chicago-Midwest Construction Operations

- Advised management on development and implementation of cost containment strategies for project controls, contract administration, budgeting & financial reporting, claims handling, and risk management, to reduce costs, improve performance, profits, fiscal responsibility. Integrated new MIS into existing business processes.
- Led cross-functional teams and external consultants to develop and implement project management system for Austin Consulting Division to manage costs, resources and deliverables on AOD Project; a \$200 million central distribution center constructed for the U.S. Army Corps of Engineers to support Operation Desert Storm.

GILBANE INC., Providence, RI **1984 to 1986**

Project Manager; Project Engineer, Gilbane Building Company, Gilbane Development Company

- Managed department to provide contract management, claim review & analyses, and litigation support services.
- Coordinated master plan, budgets, and construction on \$1.2 billion mixed-use real estate development project.
- Provided project management, planning & scheduling, estimating, and contract administration on projects.

STONE & WEBSTER, INC., Boston, MA **1981 to 1984**

Project Controls Manager; Contracts Manager, Stone & Webster-Construction Management Services

- Led construction management team to develop budgets & financial controls on \$4.2 billion utility project.
- Managed 20-person project controls department for planning & scheduling, estimating, and quality control/assurance.
- Owners representative/liason between management, contractors, unions, Federal, State and local regulatory agencies.

FLUOR CORPORATION, Irvine, CA **1980 to 1981**

Construction Engineer, Fluor-Daniel, Commercial & Industrial Construction Division

- Provided project management & construction engineering on commercial and industrial construction projects.
- Managed and coordinated costs/schedules/resources on \$250 million manufacturing plant expansion project.