

DAVID GRENIER, MBA

david.grenier@centurylink.net | 503-806-7878 | [linkedin.com/in/dlgrenier](https://www.linkedin.com/in/dlgrenier)

Peoria, AZ 85383

INSURANCE & RISK MANAGEMENT PROFESSIONAL

Insurance and Risk Management Professional with experience structuring and implementing insurance, risk financing, and risk management programs that effectively improve governance and compliance, limit liabilities, mitigate claims, reduce cost of risk, and provide sustainable risk management solutions.

CORE COMPETENCIES

- Strategic Planning and Management
- Contract Negotiation and Administration
- Construction and Project Management
- Insurance Programs and Risk Financing
- Team Building and Leadership
- Marketing and Business Development
- Financial Management and Controls
- Owner Controlled Insurance Programs
- Coverage Reviews and Claim Adjudication
- Client Relationship Management

PROFESSIONAL EXPERIENCE

C-RISK, LLC | Peoria, AZ

2016 – Present

Risk Management Consultant | <https://c-risk.net/>

- Provide risk management consulting and advisory services to private/public entities and project owners.
- Advised client on development and implementation of risk transfer and risk financing methods and strategies to manage projects and business operations using effective risk management best practices.
- Prepared risk assessment and feasibility study for national medical and healthcare organization for using an owner-controlled insurance program on a \$1.2B master plan construction expansion program.
- Restructured insurance brokerage and risk management consulting requirements for regional public transportation authority to develop comprehensive procurement solicitation document, which resulted in successful proposals and contract award to improve its insurance & risk management program services.

CENTRAL PUGET SOUND REGIONAL TRANSIT AUTHORITY | Seattle, WA

2006 – 2015

Director of Risk Management | <https://www.soundtransit.org/>

- Directed development and implementation of all insurance and risk management programs for regional transit authority operations and capital construction projects on \$21.7B mass transit expansion program.
- Created risk management division to support agency's growth and sustainability during transition from initial construction phase, through launch of light rail system into revenue service, providing coverage to grow agency staff from 110 to 750 FTEs with real property growth from \$120M to \$5.5B TIV in 9+ years.
- Structured and managed several owner-controlled insurance programs for multi-year, multi-site projects for expansion of light rail alignment with aggregate construction budget of \$7.5B. Implemented OCIPs to mitigate and control proliferation of third-party liability claims against agency, contractors, and insurers.
- Established vertical quota-share property insurance program with \$400M AOP limit / \$100M earthquake sublimit to provide future expandability, which increased coverage, earthquake CAT loss capacity, and achieved premium reduction of \$250K at annual renewal, even with significant increased TIV exposure.
- Restructured agency's rail liability insurance program into separate \$100M and \$200M limit coverage policies for light rail and commuter rail operations, resulted in \$500K cost savings at annual renewal.
- Collaborated with agency legal department and outside counsel as insurance & risk management SME at deposition on litigation against professional liability insurance carrier. Recovered \$28.5M settlement.
- Initiated risk assessments / insurance coverage gap analyses to identify uninsured/underinsured areas.
- Prepared OCIP feasibility studies, risk financing and self-insurance analyses, and actuarial reports, which provided qualitative and quantitative confirmation on cost-effectiveness and sustainability metrics.
- Spearheaded cyber liability risk assessment for agency's IT department to mitigate financial exposures.
- Implemented RMIS (CS Stars/Marsh ClearSight). Adjudicated \$10M of insurance claims and recoveries.

C-RISK, INC | Denver, CO | Portland, OR
Risk Management Consultant | <https://c-risk.net/>

2000 – 2006

- Established risk management practice for consulting firm. Produced \$3M in revenue in first 6 months.
- Advised regional transportation authority on design and implementation of risk management plan for the San Francisco-Oakland Bay Bridge project. Developed initial wrap-up feasibility study for a state-wide owner-controlled insurance program. Prepared a request for equitable adjustment claim analysis for cost recovery. Negotiated \$45M settlement on delay claim on \$762M infrastructure construction project.
- Counseled national insurance broker, as wrap-up insurance subject-matter expert, on project to design a program and system to centrally manage its construction wrap-up unit and provide greatly improved management reports to clients. Project received A.M. Best first E-Fusion Insurance Technology Award.

CNA INSURANCE COMPANY | Chicago, IL
Senior Vice President, Underwriter | <https://www.cna.com/>

1998 – 2000

- Developed and marketed commercial insurance & risk management programs, products, and services focused on construction industry. Set strategic direction of operations by assessing line of business opportunities, formulated differentiation strategies, competitor analyses, and underwrote large accounts.
- Structured third-party strategic alliances, coached/trained 40-branch distribution channel to underwrite construction risks and general and specialty contractors, conducted seminars and presentations for agents, brokers, and clients, and developed and implemented risk management guidelines/procedures.
- Managed development, underwriting, and launch of integrated property & casualty, professional liability, and surety program focused on design-build contractors. Developed 10-year warranty product and general/excess liability wrap-up insurance program focused on CA, CO, AZ residential homebuilders.
- Directed branch underwriters on underwriting new business, resulted in \$1.3B annual premium growth.

ZURICH AMERICAN INSURANCE COMPANY | Chicago, IL
Account Executive, Underwriter | <https://www.zurichna.com/>

1997 – 1998

- Underwrote construction property & casualty insurance and provided risk financing solutions to owners, contractors, and subcontractors. Increased annual booked underwriting premium from \$16M to \$35M.
- Advised clients on insurance program structures, loss exposures, contract indemnification language, and claim management. Prepared underwriting rating models to quantify risk transfer and risk retention.
- Managed homebuilder wrap-up insurance program. Produced \$1.5M bid credits on \$125M of revenue.

**** Additional Construction experience includes...**

Worked for and consulted with several of the ENR Top 100 Contractors, including; Fluor, Gilbane, The Austin Company, AECOM, and other firms, in increasingly responsible positions, including; Construction Engineer, Scheduler, Project Controls Manager, Contracts Administration Manager, Project Manager, and Management Consultant, on project assignments and in corporate offices.

Highlights of Professional Achievements include...

- Headed 20-person project controls team for successful completion of \$4.2 billion public utility project.
- Restructured engineering firm operations, which reduced overhead cost 35% and increased profits.
- Chaired project management team to commission \$200 million distribution center project for USACE.
- Assumed P&L responsibility for \$456 million engineering project, which produced \$17 million in fees.
- Established management system controls for \$250M redevelopment project for the City of Chicago.

EDUCATION & CREDENTIALS

UNIVERSITY OF CHICAGO - BOOTH SCHOOL OF BUSINESS | Chicago, IL
MBA; Finance, Marketing, Business Strategy 1995

SYRACUSE UNIVERSITY | Utica, NY
BS; Construction Management, Business Administration 1979

DEAN COLLEGE | Franklin, MA
AS; Building Construction, Business Administration 1977