



David Adler, ARM

RISK MANAGEMENT PROFESSIONAL WITH MORE THAN 40 YEARS EXPERIENCE IN RISK MANAGEMENT, INSURANCE, AND EMPLOYEE BENEFITS; INCLUDING GLOBAL RISK MANAGEMENT AND INSURANCE PROGRAMS FOR PROFESSIONAL SERVICES, FINANCIAL SERVICES, REAL ESTATE AND MANUFACTURING ORGANIZATIONS. INSURANCE APPROACHES UTILIZING BOTH TRADITIONAL AND ALTERNATIVE RISK FINANCING OPTIONS HAVE BEEN DEVELOPED AND IMPLEMENTED.

PROFESSIONAL EXPERIENCE

- Strategic Risk Advisors, LLC* **2009 - Present**
President - Business Development and Professional Services in the Risk Management, Insurance, and Employee Benefits fields
- Portman Holdings, LLC / Portman Risk Management* **1986-2009**
Director of Risk Management - Worldwide Real Estate Design, Development and Management Firm
Managing Director - Third party risk management and employee benefits consulting practice
- Rollins, Inc.* **1977-1986**
Insurance Manager – Services conglomerate including Pest Control, Security, Communications, and Oil Field services
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SELECT PROFESSIONAL PROJECTS AND ACCOMPLISHMENTS

PROPERTY/CASUALTY

- Managed the restructuring of the insurance program in support of the separation of a NYSE company into three separate NYSE entities resulting in no transactional complications from the insurance program.
- Reviewed and managed the remarketing of the Property/Casualty insurance program of a manufacturing firm resulting in significantly broader coverage as well as the replacement of a "surplus lines" insurance company with one in the "standard" market.
- Managed a Builders Risk (Course of Construction) insurance claim with a total claim value in excess of \$20 million resulting in a positive operating cash flow prior to project opening.
- Reevaluated a contractor-offered Builders Risk insurance proposal for a \$200+ million construction project resulting in excess of \$2 million of premium savings with no reduction in coverage.
- Managed the consolidation of both property/casualty and employee benefits insurance programs following the merger of two multi-state apartment management firms. This project resulted in excess of \$1 million in premium savings, consistent insurance coverage for all properties, and improved broker/provider relationships enhancing overall risk management servicing.
- Consulted with non-profit urban community/business development organization including a review of insurance policies and broker servicing. This project resulted in enhanced insurance coverage and premium savings in excess of 15%.
- Reviewed the insurance program for a major residential developer/homebuilder. Based on findings, performed a broker evaluation and insurance remarketing resulting in a broker realignment to a firm with greater industry-specific expertise and a more comprehensive insurance program eliminating several significant coverage gaps.
- Managed the placement and servicing of the construction and operational insurance program for the largest fully-foreign invested real estate project in the Peoples Republic of China. This resulted in a western-style risk management approach utilizing a combination of local and international resources.
- Managed the worldwide insurance program for an international real estate design, development, and management firm, maintaining insurance costs significantly below industry benchmarks.

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- Developed and implemented innovative insurance programs (at the time) including Employment Practices Liability, Workplace Violence, Cyber Liability/Privacy, Employee Assistance Programs, Environmental Impairment Liability, Real Estate Errors & Omissions, and Partnership Liability providing balance sheet protection for previously unrecognized exposures.
 - Facilitated an insurance broker review and conceptual broker competition for a major specialty food retailer.
 - Performed a coverage review followed by coordination and management of a remarketing of the insurance program for a multi-office dental practice. This process resulted in an insurance program restructuring broadening coverage, simplifying administration, and reducing premium costs by 63% in the first year.
 - Coordinated and managed a holistic review of Workers Compensation for a major non-profit organization including the review of internal administration, program financial structure, claims activity, risk control policies and procedures, and claims management. As a result of implementing one of our recommendations, initial anticipated cost savings exceed \$200,000.
 - Coordinated the renewal of Worker's Compensation coverage for a Home Health Care company for whom their coverage was being non-renewed by the current insurer as a result of claims activity. This process resulted in a 40% reduction in premium costs as well as identification of several risk control recommendations for the control of future claims.
 - Performed a coverage review followed by coordination and management of a remarketing of the insurance program for a specialty real estate developer/manager considering a public offering. This process resulted in an insurance program restructuring more reflective of the sophistication of a public company, broadening coverage, simplifying administration, and reducing premium costs by 43% in the first year.
 - Assisted real estate development firm with the structure and implementation of an insurance program for a major \$250M+ complex urban project utilizing a combination of contractor and owner placed insurance policies, yielding project savings in excess of \$150,000. As part of this engagement, we also assisted in contract negotiations with the lender, general contractor, and land lessor, as well as with the leases for lead tenants.
 - Managed and successfully negotiated the settlement of a \$1.5M property damage and business income claim resulting from water damage in a recently completed (one month old) convention center hotel severely impacting the hotel's ability to provide food service to its guests. We also assisted in the mitigation of damages resulting in significant savings from the potential loss value.

EMPLOYEE BENEFITS & RETIREMENT

- Developed and managed the first group medical "stop-loss" insurance program for a fully self-insured self-administered company limiting the maximum claims exposure to the company for health care claims.
- Developed and implemented a new group insurance and 401K Plan for a manufacturing firm with initial retirement plan participation in excess of 96%. This was followed shortly by the consolidation of employee benefits and retirement plans of three companies subsequent to acquisition developing a strategic platform for consistent employee benefits throughout the organization as well as for future acquisitions.
- Developed and managed the employee benefits program for a Shanghai-based multiuse property resulting in a targeted benefit structure for local, third country national and expatriate employees.
- Assisted a Real Estate Development/Management company restructure its employee benefits, insurance programs, and human resources administration in advance of an organizational and financial restructuring anticipated to triple the operational size within twelve months.
- Managed the design, marketing, communications, and compliance of the group insurance and retirement programs for an international firm during which time insurance premium increases were maintained significantly below industry norms and with no increases for at least two out of five years.
- Assisted two professional services firms in the evaluation and implementation of a Professional Employer Organization (PEO) alternative to providing human resources, employee benefits, and employment compliance services.
- Coordinated and managed the transition from an employer-funded defined contribution money purchase retirement plan to a contributory 401K Plan.

OTHER

- Coordinated the development of a warranty/product defect insurance program for the manufacturer of a newly-developed artificial turf product, resulting in the first insurance product of its kind for the industry and providing a critical resource supporting the company's growth to the world's largest manufacturer/installer within its industry.
- Performed a contract compliance audit for an alternative energy firm verifying counterparty compliance with contractual insurance requirements; monitored ongoing contract compliance.
- Coordinated an insurance broker evaluation and selection for a client resulting in an enhanced level of service and expertise more directly aligned with this client's industry and growth objectives.
- Managed the development of a captive insurance company for a Canadian-based client resulting in insurance premium cost savings of approximately 50% as well as significant tax benefits.
- Served on the Board of Directors and provided administrative coordination/oversight services for a Barbados-domiciled captive insurance company, as well as a Nevis-domiciled captive insurance company.
- Assisted with the design and marketing of Directors and Officers Liability insurance for a client considering a future public offering.
- Managed and negotiated a Crime (employee expropriation) claim involving an Asian location resulting in a multi-million dollar claim payment.
- Coordinated and developed Cyber Liability and Privacy insurance program for a Securities Broker-Dealer, protecting the firm and its independent representatives in the event of a breach of its data processing and/or customer information.
- Performed a review of operations and insurance program structure for a "Family Office" including their property/casualty, employee benefits, and personal lines insurance programs. This review resulted in recommendations for a more consistent risk management approach, restructuring resulting in significant reduction in exposure to the company at little, if any, additional cost, as well as potential savings in employee health care costs in excess of \$100,000. An additional result of this review included increasing the profile of risk management with a repositioning of the Risk Manager.

SELECT PUBLICATIONS AND PRESENTATIONS

- **"Preparing for a Changing Insurance Market"**
Management Accounting Magazine
 - **"Politics & Insurance – Do They Mix"**
Presented at the Annual I-Day of the Atlanta Chapter of Chartered Property Casualty Underwriters
Modified for publication in Risk Management Magazine
 - **"Ready, Fire, Aim – Are You Prepared for a Major Loss"**
Atlanta Office & Commercial Real Estate Magazine (Building Owners and Managers Association)
 - **Risk Manager in Residence**
University of Hartford and Middle Tennessee State University
 - **"Professional Liability Insurance for Securities Broker Dealers"**
Presentation for First Clearing, LLC Correspondent Advisory Board
 - **"Complex Business Interruption Claims – Answers for Tough Issues"**
Presentation at the Annual Risk & Insurance Management Society Conference
 - **"Coverage for Intellectual Property Claims"**
Presentation at the Annual Risk & Insurance Management Society Conference
 - **"Construction Liability: Handling Disputes & Getting Coverage"**
Presentation at the Annual Risk & Insurance Management Society Conference
 - **"Professional Liability for Architects and Engineers"**
Presentation for the Professional Liability Underwriting Society – Southeast Chapter
 - **"Risk Management: Present and Future"**
Presentation for the Georgia State University Risk Management Alumni Society
 - **"Claims Professionals: How Do Risk Managers Think and Choose Vendors"**
Presentation for the Marketing Insurance Claims Association (MICA) – Atlanta Chapter
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- **"How to Work With a Risk Manager and Succeed"**
Presentation for Southern Loss Association – Atlanta Chapter
 - **"Risk Management Issues in Bankruptcy and Receivership"**
Continuing Education Seminar presented to Atlanta insurance agents and brokers
 - **"Ethical Communications"**
Continuing Education Seminar presented to Atlanta insurance agents and brokers
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EDUCATION

- **Georgia State University – Atlanta, GA**
Master of Business Administration (MBA) **1981**
Major Concentration: Risk Management and Insurance
 - **University of Georgia – Athens, GA**
Bachelor of Business Administration (BBA) **1977**
Major Concentration: Finance (Graduated Cum Laude)
 - **Insurance Institute of America – Malvern, PA**
Associate in Risk Management (ARM) Designation **1985**
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INDUSTRY HONORS

- **Business Insurance:** Risk Management Honor Roll
 - **Risk & Insurance:** Risk Management Star Search
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PROFESSIONAL ASSOCIATIONS

- **Risk and Insurance Management Society (RIMS):** Past President – Atlanta Chapter; Chair of various National Committees including Member Services, Health & Safety, and Industry Liaison
 - **Spencer Educational Foundation:** Treasurer; Board of Directors; Chair of various committees including Audit, By-Laws; Finance; and Fundraising
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LICENSES

- State of Georgia
 - Insurance Agent
 - Insurance Counselor
 - Approved Continuing Education Provider
 - Real Estate Salesperson
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OTHER

- **Georgia Workers Compensation Appeals Board – Member**
Division of the Insurance Commissioner's Office that adjudicates conflicts between policy and insurer relating to Workers Compensation insurance
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