

Harry H (Hank) Haldeman

H H Haldeman Consulting
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Specialties

Wholesale & Specialty Insurance: program development, placement & reinsurance; product development; mergers & acquisitions and integrations; strategic planning and execution; insurance wholesale broking; Surplus Lines legislation and regulation; alternative risk.

Work History

Amwins Group, Inc.

President, Worldwide Programs
April 2021 – December 2023

After the acquisition of Worldwide Facilities by Amwins Group, President of the Worldwide Programs operating company and participation in leadership of the \$3 Billion Amwins Underwriting Division in role of Executive Vice President.

In addition to integration of Worldwide Programs into Amwins Underwriting Division, as Divisional EVP, leadership roles in:

- New product development, driving divisional growth
- Continued supervision of reinsurance and issuing carrier placements for multiple programs
- Division strategic planning & restructuring
- Issuing carrier relationship management
- Strategic Capacity development
- Revision of Division compensation structures
- Amwins brand development as an underwriting organization

Worldwide Facilities, LLC

President, Worldwide Programs
April 2018 – April 2021

President of Programs Division, one of three divisions comprising Worldwide Facilities. Participation in M&A and integration activities, strategic planning, product development, compliance, insurance market relationships and operations. Programs Division was comprised of 9 operating companies, acting as program managers for over \$350 million in premium.

Key accomplishments:

- In 2.5 years, as President of Programs Division, built division from 4 OpCos managing \$105M in program business to 9 OpCos managing over \$350M in program business with consistent underwriting profitability
 - Oversaw acquisition of 4 additional program business OpCos
 - Oversight of reinsurance and issuing carrier placements
- Initiated Product Development Program
- Oversaw Compliance
- Member of Executive Committee and Strategic Planning Committee

The Sullivan Group

Executive Vice President
April 1997 – April 2018

Co-owner and, at various times, President of multiple Divisions and Operating Companies comprising the Sullivan Group, including President of Sullivan Wholesale Brokerage Holdings and G.J. Sullivan Co. (Reinsurance). Sold to Worldwide Facilities in April, 2021.

Key accomplishments:

- Restructured from loose group of operating companies into a dedicated, coherent wholesale, program manager & reinsurance intermediary with over \$300M in annual premium
- After the sale of GJS Re assets to Guy Carpenter, as President of GJS Re, rebuilt GJS Re as a program manager reinsurance and facultative reinsurance intermediary
 - Handled reinsurance and issuing carrier placements for largest clients of GJS Re
 - Pioneered bolt-on reinsurance for Cyber and Employment Practices
- As President of Sullivan Wholesale Holdings, oversaw all wholesale operations (c. \$100M in annual premium)
- As President of GJ Sullivan Co., grew 3 Program Managers from \$35M to \$105M in annual premium
- Oversaw IT, Operations, HR and Administration

Henry Ward Johnson & Co.

Chief Operating Officer, Henry Ward Johnson & Co. West
March 1986 – December 1996

Founded and ran Western Regional operating company of the Wholesale Brokerage owned by Johnson & Higgins.

Key accomplishments:

- Built operation from scratch to a pre-eminent Western states wholesale operation, with fully operational Property, Casualty & Management Liability departments.

Stewart Smith West

Vice President & Director
March 1980 – March 1986

Key accomplishments:

- Created the first Biotechnology products & professional liability product
- Branch leader for Environmental and Alternative Risk

Education

**University of California,
Los Angeles** B.A. Political Science, Cum Laude 1975

Affiliations/Associations (Partial)

**Wholesale & Specialty
Insurance Ass'n** (Formerly National Association of Professional Surplus Line Offices (NAPSLO).
President, 2014 – 2015; Executive Committee, 2010 – 2016; Board of Directors,
2008 – 2016; Chair, NAPSLO/AAMGA Merger Committee 2016

**Surplus Line Association
Of California** Board of Directors & Legislative Committee Chair (1996 - 2023); Chairman, 1996
– 1997

**California Insurance
Wholesalers Ass'n** President, 2003 – 2004; Board of Directors, 1997 – 2014

**Insurance Industry
Charitable Foundation** Executive Committee, 2010 – 2016; Board of Directors (Western Region)

Industry Accomplishments

- Chaired the successful effort to merge NAPSLO with AAMGA to create WSIA
- Led the successful effort to get landmark federal surplus line legislation, the Non-admitted and Reinsurance Reform Act (NRRA) enacted
- Led the task of rewriting California Insurance Code to comply with NRRA
- First IICF Board member outside of San Francisco, pioneering the expansion of what is now the national philanthropic organization for the insurance industry, with branches across the nation.
- Negotiated complete overhaul of California Surplus Line Code
- Board member & Secretary/Treasurer of the Surplus Line Coalition, which successfully obtained codification in law of the California Surplus Line Association

Recognition (Partial)

- Charles A McAlear Industry Award (NAPSLO) 2011
- Richard M Bouhan Legislative Advocacy Award (NAPSLO) 2010
- Industry Achievement Award (CIWA) 2008
- Insurance Industry Icon and Hot 100 (Insurance Business America) 2015
- Hall of Fame (Insurance Business America)