



ROBERT E. KARL

FOUNDER & MANAGING PARTNER

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PHONE: (202) 640-4000 OR (877) S ACT HELP

QUALIFICATION PROFILE

Results-oriented leader with over 30 years of experience in insurance, aerospace and homeland security risk mitigation as a broker, underwriter and consultant. Proven track record of analyzing exposures and loss profiles, negotiating contracts, and developing and implementing best practice risk management and risk mitigation solutions, including traditional risk transfer, retention analysis, captive utilization, application of the Terrorism Risk Insurance Act and statutory protections afforded under the Homeland Security Act. Work closely with Fortune 500 type clients at C-suite, inside and outside counsel and the Department of Homeland Security (DHS) in applying SAFETY Act protection across multiple industries, products and services.

CORE COMPETENCIES

- Proven leadership, team-building and project management skills from concept to conclusion
- Extensive experience evaluating exposures and developing conventional and non-conventional risk mitigation strategies
- Expert on SAFETY Act; frequently consulting with trade groups, clients, law firms, insurers and the DHS
- Strong background in regulatory, statutory / legal issues, contracts and homeland security
- Extensive aerospace industry background from education, work, military and flight experience
- FAA Licensed Commercial Pilot; Certified Flight Instructor– S-ME-I; Ground Instructor – Advanced & Instrument

EXPERIENCE SUMMARY

- Work closely with C-suite officers, risk managers, and counsel across multiple industry sectors in identifying terrorism related exposures and providing financial mitigation strategies and options. These sectors include energy, chemical, utilities, financial services, real estate, manufacturing, technology, aerospace, defense, hospitality, casino, aviation/airport, communications, media, public services, education and various trade associations. Solutions include conventional insurance, SAFETY Act protection, NBCR products, governmental indemnity / immunity, TRIA and captive use.
- Fifteen years experience with two top global insurance brokers specializing in aerospace, homeland security and terrorism exposure mitigation and risk transfer. Clients included major manufacturers, corporations, airports and large aviation accounts. Represented many high profile clients including Textron, Cessna, Bell Helicopters, Lycoming; Raytheon, E-Systems, Beechcraft; Piper Aircraft, Phillips Petroleum, General Dynamics, Gulfstream Aerospace, Honeywell, L-3 Communications, Mooney Airplane, Scaled Composites, Offshore Logistics, Bristow Helicopters, Silverstein Properties, Airports Council International and FlightSafety International.
- Held leadership positions for major aerospace insurance companies including top management functions and key strategy, business and product development roles.
- Strong background in both civil and governmental contractual, legislative and legal issues as well as insurance policy coverage and wordings. Testified as expert witness on policy language providing specific coverage opinions.
- United States Air Force veteran, former firefighter, EMT, flight instructor and air ambulance pilot.

SAFETY ACT CONSULTANTS

A HAVEESP, Inc. Company™

GET INTO THE ACT™

PROFESSIONAL EXPERIENCE

SAFETY ACT CONSULTANTS – Founder and Managing Partner – Houston, TX and Chicago, IL, 2008 – Present

Formed **SAFETY ACT CONSULTANTS** to help organizations successfully navigate through the DHS SAFETY Act application process. Provide clients with a total SAFETY Act solution from start to finish including insurance and marketing enhancement strategies and follow-up. Responsible for all SAFETY Act technical, legal, marketing strategies and third party relationships.

• **SAFETY ACT CONSULTANTS – SPECIALIZED AVIATION CONSULTANT** – Chicago, IL, July, 2010 – Present

Consulting team member to Risk Solutions International on: “*Operational and Business Continuity Planning for Prolonged Airport Disruptions*”. This project is for the Airport Cooperative Research Program and establishes the current state of awareness, practice and capacity for business continuity in the US airport sector as well as planning for operational resilience and recovery. Sponsored by the FAA and managed by the National Academies through the Transportation Research Board and is also in coordination with the Airports Council International–North America, American Association of Airport Executives, National Association of State Aviation Officials, and the Air Transport Association.

Willis Group – Senior Vice President – Houston, TX, 2003-2008,

Direct report to CEO of Global Specialties. Developed and standardized marketing platforms across aerospace offices. Developed SAFETY Act technical, marketing strategy and third party business relationships for Willis. Partnered with Willis’ Global Terrorism Practice and US retail network on terrorism related projects including the reconstruction of the World Trade Center / Freedom Tower, Silverstein Properties, NY & NJ Port Authority, General Dynamics, Wynn Properties. Developed key relationships and partnerships with value added third parties including the Building Security Council, DHS’ Office of SAFETY Act Implementation - “OSAI”, specialized law firms, insurers, consultants and industry trade groups.

Aon Risk Services – Senior Vice President – New York, NY and Houston, TX 1993-2003

New York – 1993-2001 – Product line leader for Aerospace Manufacturers and General Aviation account teams. 2001-2003 Houston, TX – Aviation Syndication Leader and Regional Manager. Member of Aon Aviation’s Management Committee.

ADDITIONAL EXPERIENCE

American Eagle Insurance Company – Dallas, TX – Vice President – Responsible for all aviation underwriting operations and 67 employees. Authored all CGL / Products Liability policies. Direct report to CEO.

AIG Aviation Inc. – New York, NY – AVP & Regional Manager – Aviation underwriting manager for major / complex risks represented by New York City based global insurance brokerage firms. Opened new branch office in World Trade Center. Grew book tenfold in two years by developing key relationships. Authored many policy forms still in use.

United States Aircraft Insurance Group – New York, NY – Underwriter - Aviation insurance underwriter assigned to global insurance brokerage firms in New York City

University of Florida – Air Ambulance Pilot – Air ambulance pilot for Shands Teaching Hospital at the University of Florida

USAF / USAF Reserves – Avionics Technician & Jet Engine Mechanic - McGuire AFB, NJ and Charleston AFB, SC

EDUCATION

Bachelor of Science. – Aeronautical Science; A.S – Management, Embry-Riddle Aeronautical University, Daytona Beach, FL; Various post graduate / industry related courses at The College of Insurance, NYC; University of Houston and Rice University.

MEMBERSHIPS

Active in security, technology and entrepreneurial organizations such as the Rice [University] Alliance for Technology & Entrepreneurship, University of Houston’s Center for Entrepreneurship, The Houston Technology Center, Houston Interactive Marketing Association, The Houston Strategic Forum, the MIT Enterprise Forum. Member of ASIS International, Information Systems Security Association, International Association for Counterterrorism and Security Professionals, American Institute of Aeronautics and Astronautics (AIAA), Aircraft Owners and Pilots Association (AOPA) and the American Legion.



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