

GARY L SMITH, CPCU, AAI
Vice President – National Accounts
Insurance Office of America

Mr. Smith is currently Director of Risk Management Services of Insurance Office of America (IOA) in Tallahassee, Florida.

IOA is a national broker and the largest privately held broker in Florida with offices across the country. In his role, Mr. Smith is responsible for coordinating the delivery of construction risk services and products to IOA clients and prospects in the Eastern region. Mr. Smith is the project leader on several large CCIP and OCIP construction accounts where he provides oversight and trouble shooting skills, program design and Insurance/Reinsurance marketing for clients. Previously he was a Construction Program Specialist and Vice President in the Risk Management Division of Brown & Brown Inc. Mr. Smith founded and is President of Corporate Risk & Litigation and Management Inc and Builders Risk Management LLC, which are Brokerage and Risk Management firms specializing in insurance products and program design for the construction industry.

Gary began his career as an insurance producer and was quickly moved up to a management role for the Insurance Operations of a large mortgage banking firm in Florida. Mr. Smith is qualified as an expert witness in insurance of both State and Federal court and has consulted as well as testified regarding insurance matters and has served as an arbitration panel member in reinsurance matters. He has also been requested to address legislative committees regarding insurance legislation pending in Florida such as the Statute of Repose.

Mr. Smith has consulted with numerous construction practitioners representing construction clients regarding contract insurance provisions, warranty and dispute resolution provisions and has spoken to lawyer groups on these issues, such as the Florida Bar Association. In the third quarter of 2018, Mr. Smith is scheduled to speak before the American Bar Association at the annual meeting.

Mr. Smith currently provides Risk Management services for some of the largest builders/developers clients in the southeast and is currently managing the Risk Management services on two (2) OCIP projects in north and south Florida, as well as a CCIP project for one of the largest contractors in Florida.

Mr. Smith majored in Risk Management and Insurance at Florida State University where he received a Bachelor of Science degree. He is currently a Chartered Property Casualty Underwriter (CPCU) and holds an Accredited Adviser in Insurance (AAI) designation from the Insurance Institute of America.