

## **HENRY J. BUTLER**

8481 Jefferson Highway  
Minneapolis, MN 55369-4588  
Telephone: (763) 488-3700 Fax: (763) 488-3704  
Email: [HButler@Altair-USA.net](mailto:HButler@Altair-USA.net)  
Website: [www.Altair-USA.net](http://www.Altair-USA.net)

### **Professional Profile**

Accumulated more than thirty-two years of experience within the insurance industry while building expertise in various aspects of underwriting general liability, property, casualty, automobile, inland marine, workers' compensation and excess lines of business.

### **Employment Chronology**

*Altair Associates, Inc.  
Minneapolis, Minnesota*

*April, 2024 / Present*

#### **Senior Underwriting Analyst**

- Senior Underwriting Analyst for an insurance and reinsurance services firm.

*Southern Insurance Underwriter  
Atlanta, Georgia*

*October, 2015 / April, 2024*

#### **Vice President – Excess and Surplus Lines**

- Managed underwriting authority contracts for twelve carriers for a regional managing general agency. Restructured department to a TEAM concept. Updated underwriting processes, including internal review and referral.

*National Builder Insurance Services  
Atlanta, Georgia*

*February, 2013 / February, 2015*

#### **Vice President**

- Underwriting authority for \$70 million managing general underwriter programs with general liability, automobile, inland marine, workers' compensation and excess coverage. Negotiated underwriting authority and program agreements with carriers. Oversaw a new underwriting review program. Created underwriting guidelines. Designed and produced reports, providing ongoing information support for all senior staff.

*Farmers Union Insurance  
Denver, Colorado*

*March, 2011 / February, 2012*

Regional Vice President

- Responsible for OBE's \$170 million operation in partnership with National Farmers Union and state affiliates serving rural economies in western and midwestern states. Handled business that included personal lines, farm, ranch, agriculture, and commercial risks. Improved loss ratios by thirty points and worked closely with partner agents and National NFU Board.

*Unigard Insurance Co  
Sacramento, California*

*July, 2008 / March, 2011*

Regional Commercial Lines Manager

- Responsible for all facets of commercial insurance operations for QBE regional's southern region, which included agriculture business through three offices in California and an underwriting staff of twenty-four. Worked with actuary to make appropriate rate changes to increase production while maintaining profitability. Reworked umbrella appetite to assure ongoing competitiveness and profitability. Achieved regional accident year loss ratio of 57.7 for 2009 through review of underwriting procedures and redirection of effort. Restructured internal underwriting review process company-wide, centering on critical success items.

*Bliss & Glennon of Washinton Inc.  
Lynnwood, Washington*

*December, 2006 / November 2008*

Broker

- Responsible for solicitation of business for retail agents and placement in MGA and brokerage markets. Took lead in building name recognition and advertising to commercial insurance community in Washinton and Oregon.

*Anchor Bay Insurance Managers, Inc.  
Shoreline, Washington*

*December, 2005 / December, 2006*

Broker

- Responsible for solicitation of business for retail agents and placement in MGA and brokerage markets. Held underwriting authority for five in-house markets.

*Public Risk Underwriters, (Brown & Brown)  
Woodinville, Washington*

*November, 2003 / December, 2005*

Underwriting Manager

- Hired as marketing manager for retail division of commercial insurance but then promoted to Public Risk Underwriters, which was a new acquisition for Brown & Brown. Primarily responsible for creation of programs for tribal nations, non-profits, and public

schools in Oregon. Responsible for risk profiling and selection, rating methods and vehicles, program design and excess placement, with rating of eleven. Managed programs that included Cities Insurance Association of Washington (property, casualty, automobile, marine, E&O, D&O and boiler & machinery for smaller cities in the state of Washington), Washington Rural Counties Program (property, casualty, automobile marine, E&O, D&O and boiler & machinery for rural two counties in the state of Washington), and Tribal Nations Insurance Program (property casualty, automobile, marine, E&O, D&O and boiler & machinery for Tribal Governments, including tribal police and fire, and Tribal businesses).

*National Specialty Underwriters  
Bellevue, Washington*

*August, 2000 / August, 2002*

Senior Vice President

- Served as key player for this national wholesaler of hospitality insurance. Provided oversight of underwriting, claims loss control, IT and company relations staff of twenty-eight. Developed rating strategies for major lines of business and larger key accounts.

*Reliance Insurance Company  
Seattle, Washington*

*July, 1999 / July, 2000*

Profit Center Manager, Commercial Accounts Division

- Responsible for operations of Seattle Profit Center, including underwriting, marketing, agency management planning, and budgeting with a mix of business that was primarily general liability.

*Zurich Insurance Company  
Baltimore, Maryland  
Seattle, Washington*

*December, 1992 / April, 1999*

Vice President, Constructive Underwriting

- Charged with multi line underwriting for \$2 billion heavy construction and trade contracting. Monitored field offices for profitability and compliance with established guidelines. Managed all facets of Seattle, Washinton \$25 million branch in a five-state region as Vice President, Profit Center Manager, for middle market construction department.

Educational Qualifications

University of San Francisco

*May, 1985*

- Bachelor of Arts in Government