



EBC Ascending Professionals Webinar Managing Risk – Environmental Insurance 101

Thursday, November 12, 2020

AGENDA

3:00 p.m. Welcome: Cristina Mendoza, Chair, EBC Ascending Professionals Committee
Strategic Integration Lead, Capaccio Environmental Engineering, Inc.

Program Introduction & Overview

- Sarah Brown, Program Go-Chair
Environmental Underwriter, Environmental Division
Great American Insurance Group
- Vin Gandolfo, Program Co-Chair
Account Executive / Broker Commercial Risk Solutions
Professional Services Group, Aon Risk Services Northeast, Inc.

3:15 p.m. Managing Risk – Environmental Insurance 101

- Sarah Brown, Environmental Underwriter, Environmental Division
Great American Insurance Group
- Vin Gandolfo, Account Executive / Broker Commercial Risk Solutions
Professional Services Group, Aon Risk Services Northeast, Inc.

4:00 p.m. Moderated Discussion

4:30 p.m. Adjourn

PROGRAM CHAIRS & SPEAKERS

Sarah Brown, Environmental Underwriter
Environmental Division
Great American Insurance Group
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Sarah Brown currently serves as senior underwriter with Great American's Environmental Division. In her role, she analyzes environmental risk and provides coverage determinations based on data presented for Contractors Pollution Liability (CPL) products along with other environmental policies. By understanding and assessing environmental liability, Sarah offers custom insurance solutions to domestic clients. Sarah brings experience in both claims and underwriting to the Great American team and is based out of our Boston office.

In addition to her strong underwriting capabilities, Sarah is involved in the foundation of The Society of Young Environmental Insurance Professionals (SYEIP) which is a division within The Society of Environmental Insurance Professionals (SEIP). The organization focuses on continuing education and collaboration for young professionals within the environmental insurance industry.

Prior to Great American, Sarah worked as an environmental underwriter at American International Group (AIG) where she focused on generating new business specifically in CPL and EAGLE (GL & PLL) product lines. Sarah began her career as a claims technician at The Hartford. Her responsibilities included reviewing data, collecting records and distributing documents to assist Claims Adjusters.

Sarah earned her Bachelor of Science in environmental science from Keene State College. While obtaining her degree, Sarah participated in a number of research projects related to environmental studies including an extensive study of the Liesbeek River in South Africa.

Vin Gandolfo, Account Executive / Broker Commercial Risk Solutions
Professional Services Group
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Vin Gandolfo is an Account Executive / Broker in Aon's Professional Services Group. Aon's Professional Services Group is responsible for working with Aon offices around the world to assist clients in managing their Professional Liability exposures. Vin's responsibilities include working directly with clients to create the most desirable coverage plans while negotiating favorable terms and conditions with carriers in the marketplace. He helps analyze the most adequate plans for clients while analyzing different exposures for each scenario.

Vin works on the pollution and professional liability programs for many of Aon's construction clients throughout the country focusing on Construction and Architect & Engineers Professional Liability risk. He has helped put together project specific placements for different types of work including road, civil, and energy projects. Vin has many qualities that speak to Aon's Professional Services Group including strong analytical, writing and research skills and strong interpersonal and communication skills.

Prior to joining Aon's Professional Services Group, Vin worked as a broker with Aon's Environmental Services Group for three years. In his time with the Environmental Group, Vin worked with clients in a number of different industry groups including real estate, aviation, and manufacturing to assess and manage their environmental liabilities and risk. As an Account Executive / Broker in Aon's Professional Services Group, Vin works with some of Aon's largest construction clients, manufacturers, architects & engineers, owners and developers. Vin has experience in the insurance field as well as the environmental industry. He has worked for several different environmental companies including an environmental consulting firm and a solar energy company.

Vin graduated from Trinity College with a Bachelor of Science degree in Environmental Science and Hispanic studies. Vin also studied in Barcelona, Spain where he became professionally fluent in Spanish.

UPCOMING EBC PROGRAMS

NOVEMBER 2020

November 13: 14th Annual Dredging Conference – Cleaning Up Past Contamination
November 16: Water Resources Committee Virtual Program Planning Meeting
November 18: Leadership Webinar: Post-Election Congressional Briefing – US Senator Edward Markey
November 20: Climate Adaptation Forum: Resilience and Equity in Transportation

DECEMBER 2020

December 1: EBC Spotlight on Outstanding Collaboration – The Art of Working Together
December 2: 8th Annual New England Offshore Wind Conference: 2020 Decisions
December 2: Climate Adaptation Forum Networking Event – Climate Cocktails
December 7: Energy Resources Committee Virtual Program Planning Meeting
December 7: Dam Management Committee Virtual Program Planning Meeting
December 8: Water Resources Webinar – The Clean Water Act at (Almost) 50
December 8: New Hampshire Chapter Virtual Program Planning Meeting
December 9: Rhode Island Chapter Virtual Program Planning Meeting

JANUARY 2020

January 7: Briefing from MassDEP Headquarters Leadership Team with Keynote Speaker Suuberg
January 11: Infrastructure Committee Virtual Program Planning Meeting
January 11: Ocean and Coastal Resources Virtual Program Planning Meeting
January 20: Leadership Webinar – Massachusetts Environmental and Energy Agenda for 2021
January 25: Climate Change and Air Committee Virtual Program Planning Meeting
January 25: Site Remediation and Redevelopment Committee Virtual Program Planning Meeting
January 28: 15th Annual Construction and Demolition Materials Management Regional Summit