

Kevin McBride
New York
Alliant

Tackling Complexity With Ease

New York's labor laws make construction projects of any size a coverage challenge. Kevin McBride has always impressed his clients when tackling that complex environment.

"Kevin was instrumental in producing and then coordinating the broker services for the Hudson Rail Yards — a \$3 billion construction project in New York City, for which he designed an Owner Controlled Insurance Program," said Dan Zirpoli, director of risk management for Starwood Capital Group, a private investment firm with a focus in global real estate.

For another one million square foot, \$500 million New York project, McBride successfully delivered a project-specific policy rather than a wrap-up program, which is typical for large-scale projects.

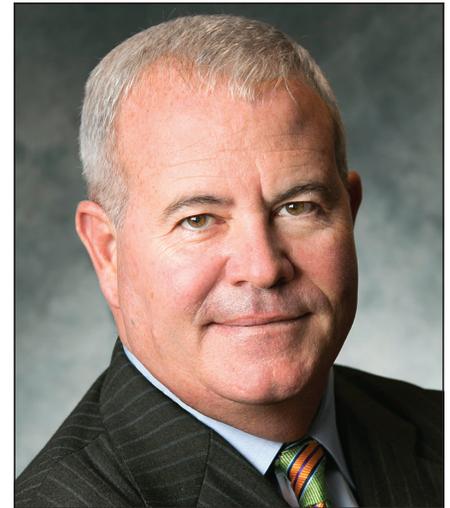
In addition, McBride placed a policy that included separate coverage for workers, saving \$45 million, while providing the owner with the coverage it needed to stay on schedule.

His eye toward cost savings allows his clients to stay competitive.

For Urban Foundation/Engineering LLC, a foundation contracting company which often faces insurance needs different than those of a traditional developer, McBride tours every project to make sure he understands the exposures and coverage needs.

On one project, he was able to negotiate coverage at pre-renewal rates, saving the company about \$700,000.

On top of that, his clients say he gives them top priority.



Senior Vice President

Alliant, New York

About Risk & Insurance® Power Broker®

The Risk & Insurance® Power Broker® Awards are an annual selection of the most effective and influential commercial insurance brokers. In 2016, more than 150 individual brokers were selected as winners in 25 industry categories. The Power Broker® designation is based on nominations provided by brokers and risk managers, and is judged based on the quality of the application and on references from risk managers in various industry sectors. Hundreds of risk managers and risk executives were interviewed in the process of identifying, soliciting, evaluating and judging the nominees. Brokers were judged primarily on their creativity in solving risk-related problems during 2015, their demonstrated industry knowledge and their level of client service.