

Zurich Construction Leadership Directory



As one of the leading insurance carriers in the construction industry, our mission is to provide creative solutions for the risks our customers face today and in the future. By providing a broad array of distinctive products and services, we work to help limit the cost of risk while increasing job site safety awareness.

Zurich Construction's experienced leadership team is ready to work with you to help ensure your business risk management needs are met.

Meet the Zurich Construction team.

National Leadership



Karen Reutter

Head of Construction
U.S. Commercial Insurance
Zurich North America

Karen Reutter is the Head of Construction for U.S. Commercial Insurance at Zurich North America. She is responsible for delivering underwriting results, sales execution and talent management strategies for the Construction strategic business unit.

Prior to joining Zurich, Reutter was the Head of Construction Broking for North America at Willis Towers Watson. She has held executive roles with brokerage firms, including Marsh, Aon, and St. Paul Fire and Marine Insurance Company. She also served as National Director for Customer and Product Management and Vice President for Zurich American Insurance Company's construction business unit from 1999 to 2001.

A 30-year industry veteran, Reutter is an active member of the Associated General Contractors of America (AGC), International Risk Management Institute (IRMI) and the Construction Financial Management Association (CFMA).

Reutter holds a Bachelor of Business Administration and a Master of Business Administration from the University of North Texas. She also holds Chartered Property Casualty Underwriter (CPCU), Construction Risk Insurance Specialist (CRIS) and Associate in Risk Management (ARM) designations.

She can be contacted at karen.reutter@zurichna.com.



Michael A. Davis

Head of Construction Professional Liability
U.S. Commercial Insurance
Zurich North America

Mike Davis is the Head of Construction Professional Liability for U.S. Commercial Insurance at Zurich North America. He works with brokers, customers and Zurich team members across multiple functions to deliver effective products and services, including risk insights. In addition to Construction professional liability underwriters and underwriting assistants, he is supported by Zurich Construction's regional teams, Risk Engineers, dedicated Claims staff and many other colleagues.

Prior to his current role, Davis was responsible for professional and pollution liability for architects, engineers and environmental services firms for the Environmental business group, including coordination of placements for large, multinational service firms. Before joining Zurich, he worked for Kemper Insurance, building and leading the Construction and Consulting division of Kemper Environmental. Earlier in his career, Davis held underwriting, product management and risk consulting roles for Environmental Compliance Services. Prior to starting his insurance career, he worked as a professional geologist, directing field services for a regional geotechnical and geologic consulting firm. Davis graduated from LaSalle University with a Bachelor of Arts in Geology and studied Engineering Geology at Drexel University.

He holds a Registered Professional Liability Underwriter (RPLU) designation.

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National Leadership Cont.



Jeff Grewing

Head of Construction Liability
U.S. Commercial Insurance
Zurich North America

Jeff Grewing is the Head of Construction Liability for U.S. Commercial Insurance at Zurich North America. He is responsible for developing and executing business strategies for a multi-line construction portfolio with a gross written premium in excess of \$1B. He is also responsible for delivering underwriting results, sales execution and talent management strategies for his staff throughout the U.S.

In over 15 years at Zurich, Grewing has served in various leadership roles including the Head of Construction Special Risks, Regional Vice President of Commercial Markets, Regional Construction Practice Leader, Vice President of Business Development, and Casualty Vice President. Prior to joining Zurich, he held underwriting and leadership roles at CNA Re, National Reinsurance Corp., CIGNA and U.S. Risk, LLC.

A 32-year industry veteran, Grewing is an active member of the Associated General Contractors of America (AGC) and International Risk Management Institute (IRMI). He holds a Master of Business Administration in Finance and a Bachelor of Business Administration in Management from the University of North Texas.

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Steven Goebner

Vice President, Head of Environmental
U.S. Commercial Insurance
Zurich North America

Steve Goebner is the Vice President, Head of Environmental for U.S. Commercial Insurance at Zurich North America. He is primarily responsible for the management of the Environmental Contractors and Environmental Consultants book of business within the Construction unit, where he provides guidance, direction and strategy development. He also shares responsibility for new product development and internal training activities, as well as the external marketing of Zurich products and services.

Goebner started his career with a large East Coast-based, full-service environmental firm. He then worked for over 15 years at ECS/XL Environmental where he was Senior Vice President/Executive Underwriter.

He holds Bachelor of Science degrees in Environmental Resource Management and Business Management from Pennsylvania State University. He also holds Associate in Risk Management (ARM) and Registered Professional Liability Underwriter (RPLU) designations.

He can be contacted at steven.goebner@zurichna.com.

National Leadership Cont.



Kathleen Kelly

Head of Construction Wrap-Ups
U.S. Commercial Insurance
Zurich North America

Kathleen Kelly is the Head of Construction Wrap-Ups for U.S. Commercial Insurance at Zurich North America. She is responsible for the development, sales and execution strategy of the National Wrap-Up portfolio. Kelly works with key brokers, customers and Zurich team members to deliver project solutions.

During more than 25 years at Zurich, Kathleen has served in large construction casualty and Subguard® underwriting roles, most recently as Managing Account Executive. In this role, she worked with some of the largest construction companies, owners and brokers in all aspects of customer risk management and risk financing programs.

Kelly is a member of Construction Financial Management Association (CFMA) and National Association of Women in Construction (NAWIC). She holds bachelor's degrees in Economics and Political Science from the University of Washington.

She can be contacted at kathleen.kelly@zurichna.com.



Kelly Kinzer

Head of Construction Property
U.S. Commercial Insurance
Zurich North America

Kelly Kinzer is Head of Construction Property for U.S. Commercial Insurance at Zurich North America. She is responsible for leading Zurich North America's national construction property efforts. She works closely with key brokers and agents to design, develop and deliver innovative and comprehensive first-party risk transfer solutions. Kinzer is supported in her role by Zurich Construction's regional construction property underwriting managers, team leaders, underwriters and underwriting assistants.

Her underwriting experience is complemented by her prior broking experience. Kinzer rejoined Zurich in 2019 from Willis Towers Watson, where she was Head of Construction Broking for North America.

She graduated from St. Olaf College with a Bachelor of Arts in Economics and a minor in Finance.

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National Leadership *Cont.*



Shawna Nolan

Technical Director of Construction
U.S. Commercial Insurance
Zurich North America

Shawna Nolan is the Technical Director of Construction for U.S. Commercial Insurance at Zurich North America. She is responsible for product development, underwriting framework, quality and governance and strategic initiatives across all Property and Casualty lines.

During more than 15 years with Zurich, Nolan has held numerous roles in both technical and field underwriting across multiple lines of business including Casualty and Management Liability. Prior to working in the insurance industry, she worked at Deloitte & Touche and in the financial services sector.

Nolan graduated from the State University of New York at Buffalo with a degree in Finance and Accounting. She is a Certified Public Accountant (CPA).

She can be contacted at shawna.nolan@zurichna.com.



Jon Tate

Vice President of Construction, Risk Engineering
The Zurich Services Corporation

Jon Tate is the Vice President of Construction, Risk Engineering for The Zurich Services Corporation. He has over 30 years of experience in the insurance and construction industries and sits on the Board of Advisors to the Construction Industry Institute (CII).

Tate provides leadership and strategic direction to construction Risk Engineering teams in North America and works closely with construction customers and industry associations to provide relevant risk solutions and expand the awareness, understanding and management of construction risk through improvement, innovation and risk insights. He has been involved with, and led, the development of innovative products, services and award-winning technology. Tate is published and a regular speaker at large industry events, especially on economic and workforce issues.

Prior to joining Zurich over 20 years ago, he worked for two large, heavy industrial general contractors in Project Controls Management, Project Engineering and Estimating. Areas of specialization include assembling and leading large teams to success, pre-project planning, scheduling, cost estimation and control, subcontract administration, and labor productivity, impact and acceleration. Tate is experienced in construction claims analysis, negotiation and mediation.

He holds a Bachelor of Science in Building Construction from Auburn University and a Master of Business Administration from the University of Alabama at Birmingham. Tate is also a graduate of the Falls Management Institute in Colorado Springs, Colorado.

He can be contacted at jon.tate@zurichna.com.

National Leadership *Cont.*



Jennifer Westmoreland

Construction Business Execution Lead
U.S. Commercial Insurance
Zurich North America

Jennifer Westmoreland is the Construction Business Execution Lead for U.S. Commercial Insurance at Zurich North America. Westmoreland works across the business on the identification of business improvement opportunities, and acts as a catalyst to accelerate and drive the execution of solutions that integrate regional, national and operational priorities. She manages multiple initiatives that are cross-functional and aimed to improve best practices, as well as deliver measurable results for the underwriting field. During more than 10 years with Zurich, Westmoreland has served as a market facing underwriter within the South and most recently as the underwriting manager for the Southeast Casualty portfolio. In that role, she was responsible for managing and profitably growing a \$144M premium book of business. Westmoreland graduated from the University of Georgia with a Bachelor of Business Administration in Risk Management and Insurance.

She can be contacted at jennifer.westmoreland@zurichna.com.

Regional Leadership



Patrick Charles

Construction Regional Vice President – Midwest
U.S. Commercial Insurance
Zurich North America

Patrick Charles is the Midwest Regional Vice President for Zurich Construction. He is responsible for delivering underwriting sales execution and talent management strategies for staff, broker partners and customers in the Midwest region.

Charles has worked at Zurich since April 2010 and has over 20 years of insurance industry experience. Prior to joining Zurich, he spent time as a management consultant at McKinsey & Company, an equity analyst at Sanford Bernstein and an actuary with St. Paul Companies.

Charles holds a Bachelor of Business Administration in Actuarial Science and Risk Management from the University of Wisconsin-Madison. He is also a Fellow of the Casualty Actuarial Society (FCAS).

He can be contacted at patrick.charles@zurichna.com.

Regional Leadership *Cont.*



Wayne Hanson, Jr.

Construction Regional Vice President – South Region
U.S. Commercial Insurance
Zurich North America

Wayne Hanson is the South Regional Vice President for Zurich Construction. He is responsible for delivering underwriting sales execution and talent management strategies for staff, broker partners and customers in the South region.

In over 10 years at Zurich, Hanson has served as the South Region Regional Vice President of Specialty Products and South-Central Construction underwriting manager. Prior to joining Zurich, he held underwriting and marketing leadership roles at Fireman's Fund, CNA and Commercial Union. Hanson also spent three years running the Marketing and Placement Department for a large privately-owned brokerage in Dallas, Texas.

A 31-year industry veteran, Hanson is an active member of the Associated General Contractors of America (AGC) and International Risk Management Institute (IRMI). He holds a Bachelor of Science in Finance from Louisiana Tech University.

He can be contacted at wayne.hanson@zurichna.com.



Joe Riela

Construction Regional Vice President – East Region
U.S. Commercial Insurance
Zurich North America

Joe Riela is the Northeast/Mid-Atlantic Regional Vice President for Zurich Construction. He is responsible for delivering underwriting sales execution and talent management strategies for staff, broker partners and customers in the East region.

Riela has worked at Zurich since November 2009 and has over 28 years of diversified construction experience within the insurance industry. He began his career as a surety underwriter with Seaboard Surety. He subsequently joined AIG where he held positions of increasing responsibility in Surety, Construction Casualty, and as Real Estate Practice Leader for their Lexington Insurance and Risk Management divisions. Riela also served as Senior Vice President of Construction Brokerage Group in New England for Willis Towers Watson.

Riela graduated from Providence College with a degree in Finance.

He can be contacted at joseph.riela@zurichna.com.

Regional Leadership Cont.



John Vang

Construction Regional Vice President – West Region
U. S. Commercial Insurance
Zurich North America

John Vang is the Western Regional Vice President for Zurich Construction. He is responsible for delivering underwriting sales execution and talent management strategies for staff, broker partners and customers in the West region.

Prior to joining Zurich, Vang spent six years with Hartford Construction where he held various roles with the most recent being Assistant Vice President for the West and Midwest territories. He started his insurance career and spent 11 years with the combined company of St. Paul and Travelers Construction.

Vang holds a Bachelor of Business Administration from the University of the Pacific.

He can be contacted at j.vang@zurichna.com.

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