

# MICHAEL P. MADDEN

## Areas of Expertise

- **Business Development.** While at Utility Service Partners, Inc. and the Florida League of Cities, Mr. Madden built and led highly successful sales teams. His experience and approach produce highly effective solutions to the challenges faced by clients in developing effective public entity sales strategies.
- **Risk Management.** Mr. Madden has over 20 years of experience working with alternative risk insurance products. During his time as managing director, he was responsible for the overall operation of one of the largest commercial multi-line self-insurance trusts. His responsibilities included underwriting, product development, reinsurance negotiations, profitability, strategic planning, process improvement, claims management, and marketing.
- **Financial Services.** He also has extensive knowledge of financial services, markets, and products. He has designed, administered, and marketed local government investment pools, pension plans, and pooled bond loan programs to public entities in Florida and other states.
- **Nonprofit/Association Management.** During his career, Mr. Madden has also served and worked in several key association management positions and as a board member. He dealt with issues involving advocacy, research, policy/program development, strategic planning, marketing, employee benefits, and other issues.

## Professional Experience

- **Bearing Advisors, LLC**, Founding and Managing Member, 2020-present
- **Utility Service Partners, Inc.**, Vice President of Business Development, 2011-2018
- **Florida League of Cities**, Managing Director of Public Risk Services, 2000-2009
- **Florida League of Cities**, Director of Financial Services, 1994-2000
- **Florida Government Finance Officers Association**, Executive Director, 1994-2000
- **Palm Beach County Solid Waste Authority**, Investment Manager, 1984-1989

## Professional License and Services, Awards, Recognition, and Certifications

- Chartered Property Casualty Underwriter (CPCU)
- Associate in Risk Management, (ARM)
- Associate in Reinsurance (Are)
- Property and Casualty General Lines License

## Education

- Bachelor of Science, Finance, Florida State University
- Bachelor of Business Administration, Marketing, Florida Atlantic University