



# EMBRACE

PARTNERS



## A GAME CHANGER FOR DIVERSITY AND INCLUSION IN THE INDUSTRIES OF INSURANCE & CONSTRUCTION



# ABOUT US

## EMBRACE PARTNERS

Embrace Partners (Embrace) founded in 2021, is a certified Minority Business Enterprise (MBE) specializing in **(1) Wholesale Insurance Brokerage, (2) DE&I Consulting in the construction industry, and (3) Managing General Underwriting (MGU).**

Ambac (Ambac Financial Group, Inc) is Embrace's lead investor and a key strategic partner. Ambac is fully supportive of Embrace's critical mission to make insurance placements count towards corporate America's diversity goals, similar to the goals attached to municipal projects for the benefit of Minority & Women Business Enterprises (MWBEs).

## OUR MISSION:

Embrace is a minority owned business that embodies advancement, parity, and prosperity for all parties. For us, "stakeholders" includes not only corporate America, but also marginalized groups that haven't usually been considered in insurance or construction transactions.



Embrace Partners offers traditional wholesale brokerage capabilities to retail insurance clients. Embrace is different because we add a unique value proposition: Our clients receive diversity credits when placing insurance with us.

### **We Educate. We Bond. We Fund. We Insure.**



The Embrace team has prepared hundreds of diverse contractors to be project ready and prequalified for surety bonding. Embrace cultivates project ready subs that are positioned for sustainable growth and profitability. Hiring project ready contractors through Embrace allows public and large commercial projects to acquire its diversity spend credits in construction projects.



# WHAT WE OFFER

Embrace Partners offers a multi-faceted approach covering three unique and complementary areas of business.



## WHOLESALE BROKERAGE

Embrace Partners as a **Wholesale Brokerage** places excess casualty, professional lines and other coverages with dedicated facilities and general programs.



## DE&I CONSULTING PLATFORM

**We Educate. We Bond. We Fund. We Insure.**

The Embrace **DE&I consulting platform** offers a pathway to achieve goals at the onset and throughout a project. We provide capital management to support diverse subs, overall risk management services and program management services associated with construction and development projects.



## MANAGING GENERAL UNDERWRITER

Embrace as a **Managing General Underwriter (MGU)** will underwrite surety bonds for eligible contractors and will expand into professional lines, excess casualty, and other specialty coverages.



# WHOLESALE BROKERAGE

Embrace Wholesale Brokerage places excess casualty, professional lines, and other coverages with dedicated and general programs. Being nationally certified as a National Minority Supplier Diversity Council (NMSDC) member and a Minority Business Enterprise (MBE), Embrace offers a unique capacity for its clients to receive diversity credits.



Embrace Partners is a National Wholesaler, licensed as an E&S broker in all 50 states.

## A ROADMAP OF A WHOLESALE INSURANCE PLACEMENT BY EMBRACE:



Embrace Partners has a relationship with the following carriers for all coverage lines:

- **AXIS**
- **AWAC**
- **HANOVER INSURANCE GROUP**
- **IRONSHORE**
- **STARR COMPANIES**
- **WESTCHESTER**
- **UNLIMITED ACCESS TO:**  
LONDON, LLOYDS, BERMUDA,  
INTERNATIONAL MARKETS



**AN INSURED COMES TO OUR CLIENT/  
RETAIL BROKER FOR ITS INSURANCE NEEDS**



**OUR RETAIL BROKER USES EMBRACE AS  
WHOLESALE TO PLACE EXCESS INSURANCE LAYERS**



**EMBRACE PROVIDES THE RETAIL BROKER WITH  
COVERAGE FROM EMBRACE WHOLESALE CARRIERS**



**100% OF THE PREMIUM PAID BY THE INSURED  
COUNTS TOWARDS DIVERSITY GOALS**



# ILLUSTRATION 1

- Risk Manager of a large national contractor met with Embrace to learn about the business model.
- Risk Manager has several construction projects with minority spend goals and was pleased to learn that Embrace's business model provides a platform designed to meet goals. The Risk Manager introduced Embrace to their retail broker to learn about the business model.
- Broker specializes in construction and was impressed with Embrace's business model, finding it a good resource to help this client and others meet their minority spend goals.
- Broker was impressed with the experience of the management team, the insurance carriers that have partnered and the board of directors that provide oversight and vision.
- Broker established a relationship with Embrace agreeing to place coverage for medical technology and construction projects moving forward.

# ILLUSTRATION 2

- Risk Manager of a large international construction company that is working on a project for the Port Authority of NY/NJ contacted David Cayemitte, President & CEO, The Cayemitte Group.
- The Port Authority of NY/NJ referred the contractor to David to seek advice on how they could meet minority spend goals. The Port Authority of NY/NJ is familiar with David and The Cayemitte Group through other projects.
- The Cayemitte Group was asked to participate in insurance program, replacing the current broker.
- David reached out to the broker, described the Embrace platform and provided a solution that would allow the broker to keep the client relationship, place coverage through Embrace and accomplish the client's need to meet minority spend goals.
- Large Contractor and large retail broker will both be using Embrace moving forward as both entities will be able to obtain diversity credits for the insurance premiums placed through Embrace.

# ILLUSTRATION 3

- Aon contacted Embrace because their client, Nuveen, a TIAA Company, had put their P&C insurance program out to bid with an added requirement that the broker meet a 25% diversity spend goal for the placement.
- Nuveen is a large and valuable client to Aon. Aon absolutely must meet this diversity goal and differentiate themselves from competing brokers to maintain the business.
- Nuveen is a corporate member of the National Supplier Diversity Council (NMSDC), the longest operating business growth engine for the broadest group of systematically excluded communities of color.
- The NMSDC allows all premium dollars for insurance placements to be counted toward diversity goals if the coverage is placed by an NMSDC registered minority supplier.
- Aon has asked Embrace, a registered NMSDC minority supplier, to participate with them on the proposal.
- Embrace will place excess layers for the property casualty program, with 100% of the premium applying towards the 25% goal.
- Embrace will also provide casualty claims consulting; 100% of the Embrace fee for these services will apply toward the 25% goal.
- ***No other broker is following this strategy because there are no other MBE certified insurance wholesalers pursuing this market.***





# DEI CONSULTING FIRM FOR CONSTRUCTION PROJECTS

We work with public and large private projects to meet diversity goals. By working with Embrace, insurance spending on OCIP and CCIP policies can be applied towards diversity goals, however, Embrace also offers extensive expertise on applying traditional, hard costs of contracting with certified subs through Embrace's DE&I Consulting Platform.

**WE EDUCATE. WE BOND. WE FUND. WE INSURE.** The Embrace platform provides a solid, turnkey solution that integrates insurance, capacity building, funding, and bonding for diverse contractors and developers. Since 2009, our team has prepared hundreds of diverse contractors to be project-ready and pre-qualified for surety bonding. We cultivate project ready subs that are positioned for sustainable growth and profitability.

## EMBRACE'S ROADMAP TO MEET CONSTRUCTION DIVERSITY CREDIT SPEND



### EDUCATION PROGRAMS BUILD CAPACITY

Our support funds education programs with the Minority Business Development Institute, a 501c3 nonprofit. MBDI offers education programs that build the capacity of small and diverse businesses. Visit: [minoritybdi.org](https://minoritybdi.org)



### AFFORDABLE WORKING CAPITAL

Embrace makes capital affordable and accessible. We underwrite each contractor's working capital needs to ensure that the contractor can meet the financial obligations of the project. We partner with major capital providers to develop program funds that support loans for construction projects.



### RISK MANAGEMENT | EEMBRACE CAPITAL MANAGEMENT

We reduce financial exposure for owners, construction managers, and agencies by managing all project funds on behalf of the small contractor. We assure that bills are paid timely, lien releases are obtained, the project stays on track and closes out cleanly with all liabilities satisfied.



# MANAGING GENERAL UNDERWRITER (MGU)

Embrace Partners has reimagined the insurance process by merging traditional underwriting principles and procedures with innovative technology. We provide automated and highly efficient processes, better customer journeys, and a more complete view of risks. Our redesigned business process is maximally efficient, cost-effective, and customer centric.

We are streamlining the insurance life cycle through innovative technology. Our state-of-the-art digital insurance and consulting platform includes a dynamic, proprietary data driven system incorporating all major key facets of the program administration transaction including risk management, underwriting, product, marketing, actuarial, compliance, & claims.

The Embrace digitally enabled Insurtech Managing General Underwriting (MGU) platform is led by seasoned insurance executives with strategic executive level relationships at major insurers. Armed with an existing trove of market segment data, Embrace Partners is digitizing its platform to optimize the program life cycle. The operating model will be powered to solicit, underwrite, quote, bind, issue and execute on strategic distribution relationships.





# WHY EMBRACE

## AS A MINORITY OWNED BUSINESS, EMBRACE PARTNERS SEEKS TO CAPITALIZE ON DIVERSITY GOALS

- ▶ Embrace Partners attracts significant insurance placements for insureds and brokers looking to meet diversity goals.
- ▶ Embrace Partners cultivates relationships with insurers looking to expand their DE&I programs.
- ▶ Embrace Partners will develop MGU programs with Ambac companies and with outside insurers to feed it's mission.
- ▶ As the major donor to MBDI, Embrace supports education programs that are building a pipeline of diverse contractors prepared for bonding. Once MBDI prequalifies them, Embrace provides the bonding.





# EMBRACE PARTNERS TEAM



## DAVID CAYEMITTE

### EXECUTIVE PROJECT MANAGER/CEO

David has been an active leader in the MWBE market space since 2005, providing innovative solutions that cultivate opportunities for diversely owned businesses. Having founded Embrace Partners as majority owner/partner with Ambac Financial Group, Inc. (Ambac) (NYSE: AMBC), David Cayemitte envisions Embrace as balancing a moral view with a business objective of aligning corporate America in a way that will help bridge the gaps of inequality. Embrace Partners, Inc., a tech-driven managing general underwriter (MGU) of specialty commercial insurance and surety. In addition to providing insurance services, the Embrace Platform offers diversity, equity, and inclusion (DE&I) consulting to support sustainable growth, access to capital, and bonding for under-served small businesses in construction. Embrace provides solutions for corporate America to meet diversity goals. For more than 20 years prior to launching his first insurance agency, David led management and underwriting teams with Fortune 100 insurers, developing complex financial executive liability programs for all types of organizations.



## LIZ DUNCAN-GILMOUR

### GENERAL COUNSEL & CHIEF STRATEGIC OFFICER.

Liz Duncan-Gilmour is General Counsel and also acts as key advisor to Embrace CEO David Cayemitte and is responsible for coordinating and overseeing strategic initiatives for the company. In collaboration with David Cayemitte, senior leadership and the board of directors, Liz focuses on a comprehensive, inclusive strategic plan and growth strategy and helps to determine the overall vision of Embrace Partners.



## **SHASHI GALABYA**

### **CHIEF FINANCIAL OFFICER**

Shashi Galabya acts as Chief Financial Officer of Embrace Partners Inc., while also providing management oversight of Compliance and Human Resources. In managing the financial department of Embrace, Shashi oversees corporate financials and creates forecasts and budgets for the company, while maintaining data integrity. Shashi has over 35 years of experience working at major Property & Casualty and Life & Health insurance carriers. In his most recent role, he was the CFO and Head of Compliance at a major carrier, helping them through a difficult financial and market regulatory examination period. He has also worked at PWC Advisory and Fitch ratings servicing insurers to respond to regulations and bring efficiency in their workplace.



## **FRANK CAIFA**

### **HEAD OF SALES & BUSINESS DEVELOPMENT**

Frank Caifa is Head of Sales and Business Development for Embrace Partners. At Embrace, Frank maintains an internal sales team to prospect both large and medium sized retail brokerage operations. Frank Caifa is charged with maintaining the primary relationship for Embrace's largest clients and is instrumental in interfacing with Embrace's carrier partners.



## **DAVID SHADLE**

### **DIRECTOR OF UNDERWRITING**

David Shadle oversees the Casualty Underwriting operation of Embrace Partners. David works with each insurer to ensure that underwriting guidelines are uniform and consistent throughout all geographical regions. David Shadle reviews eligibility requirements for various rating plans and manages various specialists to service the book of business with loss prevention and claims management services.



# FAUSTINO VIDRO

## *PROJECT MANAGER/DIRECTOR OF CONSTRUCTION*

Faustino's resume includes projects in twenty-six states with expertise in diverse types of construction. Faustino has a strong background in managing regional and national construction projects with budgets up to \$100 million. In addition, Faustino has a great history of working in the M/W/V/SBE Community, bringing 36 years of experience as an executive in the construction industry with expertise in project and property management. As a Director of Construction at Embrace, Faustino serves as the perfect liaison between our clients, contractors, subcontractors, suppliers, consultants, students, and the construction industry along all product lines. Faustino assists with all phases of construction, from pre-construction to post-construction, to include construction accounting and general administration.

# EMBRACE PARTNERS

## BOARD OF DIRECTORS



**DAVID CAYEMITTE**

**CHAIRMAN OF THE BOARD**

*PRESIDENT AND CEO OF EMBRACE PARTNERS*



**SHARON SMITH**

**MEMBER OF THE BOARD**

*CHIEF OF STAFF, SENIOR MANAGING  
DIRECTOR OF AMBAC*



**VINCE TIZZIO**

**MEMBER OF THE BOARD**

*PRESIDENT AND CEO OF AXIS CAPITAL*



**PAUL WENDLER**

**MEMBER OF THE BOARD**

*SENIOR VICE PRESIDENT OF CAC SPECIALTY*



**VALERIE WHITE**

**MEMBER OF THE BOARD**

*SENIOR EXECUTIVE DIRECTOR OF LISC NEW YORK*



**We value the  
opportunity to be a  
partner in your success.**

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