

John V. Dormuth, CPCU, ARM

619 Musket Court
Lewisberry, PA 17339
H - (717) 938-0935
M - (717) 571-8912
Jdormuth619@comcast.net
John.Dormuth@temple.edu

Objective: Illustrate my present and past professional commitments, responsibilities, interests and achievements with an on-going goal of increasing my value to Temple University.

Experience: Temple University - Fox School of Business. Philadelphia, PA

1/18 to Present Director of Industry Relations & Assistant Professor of Practice

- Professor - Intro to Risk Management & Personal Finance courses
- Mentor to students pursuing the RMI/ActSci career field
- Liaison for Industry/Alumni to RIHM Department
- Lead Major Events for the RIHM Department
- Faculty Lead of RIHM Industry Advisory Council
- Champion RIHM Department fundraising initiatives
- Mentor to local select alumni
- FOX On-line Teacher Certificate
- Faculty mentor to Adjunct Instructors

9/16 to 1/18 Adjunct Instructor, Dept., Risk, Insurance and Healthcare Management (RIHM)

- Introduction to Risk Management, RMI 2101 (1 section per semester)
- Temple's Center City Campus
- Perform all functions of instruction to complete this course
- Recruit/introduce students to RMI as a major or second major
- Assist RIHM Department with Industry/Alumni outreach

E.K. McConkey & Co., Inc. York, PA

4/05 to Present Vice President/Principal & Agency Owner – P&C Division

- 45 employees; \$110,000,000 in premium book of business
- Sell and service client accounts
- Manage all facets of the P&C division
- Management of all carrier relationships
- Training and mentoring Account Executives/Producers
- Oversee Internship program

Marsh USA, Inc. Harrisburg & Philadelphia, PA

6/99 to 4/05 *Client Executive / Vice President*, Middle Market Department

- Manage a total book of business in excess of \$1,750,000 in revenue
- Grew book of business greater than 20% from 2002-2005 while maintaining greater than 90% client retention rate
- Directly responsible for all phases of client account servicing
- Manage account profitability and lead compensation discussions with clients
- Continually updating knowledge of the insurance marketplace, market trends, Marsh services, and viable risk financing techniques

1/97 to 6/99 **Sedgwick of Pennsylvania, Inc.** (Acquired by Marsh '99) Harrisburg, PA
Account Manager, Commercial Risk Management Department

- Negotiate with underwriters from numerous carriers, wholesalers and consultants to provide adequate coverage, price and services to clients
- Responsible for the growth of two national affinity association programs through the sale of D&O/EPLI/Fiduciary Liability and E&O Liability

3/94 to 1/97 **Nationwide Mutual Insurance Company** Harrisburg, PA
Claims Representative, Commercial & Personal Lines Departments

5/92 to 12/93 **Reliance Standard Life Insurance Company** Philadelphia, PA
Student Intern, Policyholder Service and Claims Administration Departments

Education: **Boston University**, Boston, MA
Masters of Science in Insurance Management Degree, 2007
Temple University, Philadelphia, PA
Bachelors of Business Administration Degree, 1993
Dual Major: Risk Management/Insurance and Accounting
Harrisburg Area Community College, Harrisburg, PA
Business Administration, AY '89-90

Notable Professional Achievements

Temple University

- Networked extensively to secure Major Sponsorships and Keynote Speakers for the 31st and 32nd Annual Dept of RIHM Awards for Excellence Dinner, April '19 & '21 (Postponed due to COVID-19). Former Governor & 1st U.S. Secretary of Homeland Security and Chairman of Ridge Global, Tom Ridge. And Lori Goltermann, CEO Aon U.S. respectively.
- Wrote/published; Insurance Agent's & Brokers Association, Primary Agent Magazine, "Customer Care & COVID-19", August 2020.
- Wrote/published; Insurance Agent's & Brokers Association, Primary Agent Magazine, "Charting your Course(s), Career Advice for Young Agents", August 2018.
- Leading development initiatives for the Dept of RIHM since January 2018
- Received mostly "Upper" e-SFF ratings for RMI 2101 since Fall 2017 semester
- Coordinated/lead the establishment and on-going management of the Dept of RIHM – Industry Advisory Council, since July 2017.
- Recipient of the 2017 H. Wayne Snider Distinguished Alumni Award in Risk Management & Insurance. Presented by the Fox Dean and RIHM Dept Chair.

Corporate Experience

- Vice President/Principal and Shareholder at McConkey & Co. – 2013-18
- CNA PACER Chairman – 2011
- *Business Journal* "Forty under 40" – 2010
- Marsh USA, Inc. - Top Middle Market New Business Producer - 2004
- Transitioned from a Global Insurance Brokerage/Consulting firm to a Regional Insurance Agency environment and rose to agency principal (owner) 2005-13

Speaking engagements / Industry Outreach

- American Society of Appraisers Professional Liability Program – “*Professional (E&O) Insurance*” – San Diego, CA 1998
- PA PRIMA – “*Public Entity Risk Management for 3rd Class Cities*” 1999
- Dauphin County Commissioners – “*Continuity of Government*” 2004
- Harrisburg Rotary Club – various - 2005-2009
- Captive Resources Ltd – “*D&O Insurance for Group Captive Insurance Companies*” – San Juan, PR 2007
- Temple U. Dept of RIHM, Gamma Iota Sigma (SPO) – “*A Day in the Life of an Insurance Agent*” 2007 & 2008
- McKonly & Asbury Risk Symposium – “*Privacy (Cyber) Liability for Financial Institutions*” 2010
- Temple U. Professional Sales Organization (SPO) – “*Selling Professional Services*” 2012
- MANTEC – “*The Total Cost of Risk for Mid-Market Manufacturers*” 2012
- Central PA I-Day – “*Demystifying Group Captives*” 2016
- Countless client, prospect and internal company presentations at a wide variety of venues while at Marsh USA, Inc. and E.K. McConkey & Co., Inc. ('97-'17)
- Penn National Insurance Company, Young Agents “Aspire” Group – “*Veteran Agents Perspective – Selling/Serviceing Commercial P&C Insurance Programs*” – August 2017
- Central PA Chapter of the CPCU Society, “*Department of Insurance Risk and Healthcare Management at Temple University’s Fox School of Business*” – October, 2018
- The National Alliance for Insurance Education & Research – Faculty Instructor to CE course, “CISR – Commercial Casualty II” 2017-2019
- Re-occurring guest lecturer in RMI 3504 and 4597 (Fall 2018-present)
- Donegal Mutual Insurance Company, Spring Commercial Underwriters Meeting – “*Creating Client Relationships that Last*” presentation. May 2019
- IIABA/InVest/PriSim – Faculty Liaison for Student run Insurance Agency simulation competition. 2019, '20 & '21. Organize industry partners and mentor RIHM students through all aspects of this Collegiate Competition.
- Presentation. PA Mutual Insurance Company (PAMIC) – Underwriting & Loss Control Conference. Topic: “*Recruiting & Hiring Risk Management/Act Science Grads by Small / Mid-Sized Mutual Insurance Companies*” November 2021

RIHM Department Development Initiatives

- Grant Awarded - Spencer Education Foundation. March 2020-2023. \$225,000 support to the Dept of RIHM Center for Professional Development in RMI/AS. Collaborated with Professors Michael Hubbel and Dr. RB Drennan. Initial annual \$75,000 installment received in February 2020.
- Initiated Sustaining Partners Program for RIHM Dept. \$240,000 raised to date
- Faculty lead – RIHM Dept Industry Advisory Council (since July 2017)
- Lead organization/fundraising for the 30th, 31st & 32nd Dept of RIHM - Annual Awards for Excellence Dinners raising in excess of \$600,000 profit
- Lead organizer/fundraiser for the '18, '19 & '20 Annual Friends of Temple RMI/Act/Sci Golf & Networking Outing - \$105,000 profit to the RIHM Dept.

- Annual Fall & Spring semesters RMI/ActSci Case Competition – funds raised to off-set the costs of the event to the RIHM Dept.
- Continuous and on-going outreach meetings with existing industry partners and prospects on campus, off-site and conference calls expanding relationships and awareness to our programs and mutual opportunities for our students and faculty benefit.
- Networking within Temple. Development (Jim Cawley), Fox (James Hansen), Temple Athletics (Adam Miller), STHM (Rick Ridall), Fox CSPD (Megan Panaccio), Fox Alumni Assoc. (Bo Birtwell) and Temple Harrisburg (Link Martin)
- Regular attendee at ISOP, CPCU Society local and regional meetings
- Regular attendee at RIMS and InsurTech annual conferences seeking additional partners to the RIHM Dept. and taking part in educational breakout sessions

Temple University – Personal Support

- Owl Club Supporter
- Men’s Basketball/Football Supporter
- Conwell Society Member
- RMI Annual Resume Book. Supporter
- Gamma Iota Sigma. Wednesday @ noon – secure industry speakers
- Gamma Iota Sigma. Alumni Annual Golf/Social – regular participant/sponsor
- Gamma Iota Sigma. Broad Street Run & RIHM Charity of Choice - supporter
- Gamma Iota Sigma. Student/Alumni Mentorship – past participant

Board Positions

- PA School Boards Association Insurance Trust – Agency Counsel 1998-2004
- PSBA, PSBO, PSSA – PA Healthcare Trust Consortium (Teresa Heinz) – 2000
- Central Pennsylvania RIMS. Advisory Board member – 1999-2003
- CNA PA PACER – 2008-2011; Chairman. 2010-11
- West Shore United Boys Rugby Football Club, Treasurer. 2015
- West Shore Country Club – Finance Committee 2015-16 (refinanced \$7M debt)
- Temple University, Dept or RIHM – Industry Advisory Council. 2017-present
- The Insurance Society of Philadelphia. Board July '21-'23.

Community Organizations

- Eagles Youth Partnership – FanFest Carnival Fundraiser volunteer. 2000-04
- Whitaker Center for the Arts – volunteer. 2003-04
- United Way – Annual Fundraiser Account Executive – volunteer. 2011-15
- Junior Achievement of S. Central PA. High School/Middle School. 2014 – present
- St Jude’s Children’s Hospital – Raised \$10k; completed Memphis Marathon 2010
- Head coach or assistant – Youth & High School rugby and baseball. 2010-18
- Downtown Daily Bread – volunteer, on-going
- Friends of Pinchot State Park – volunteer, on going
- Pine Street Presbyterian Church - 24-year congressional member
- Church youth group missionary chaperone
- Vail Resorts/Roundtop Mountain – volunteer, on-going