

Gary P. Sullivan, MBA, CPCU, AIC, AIM, AIS Biography

Gary Sullivan is Sr. Director, Emerging Risks, for the American Property Casualty Insurance Association. In his role Gary is responsible for developing public policy, manage issues and serve as liaison to the enterprise risk management and surplus lines committees as well as the Drone Working Group. He serves the information needs of the association and membership related to cyber security and insurance, commercial insurance, emerging risks, enterprise risk management, and surplus lines issues. He provides guidance to other APCIA divisions and members on developing issues to address members concerns and issues pertaining to enterprise risk management and surplus lines as well as develop strong member relationships in order to understand their issues and priorities.

Most recently Gary was Assistant Professor at Mercyhurst University in Erie, PA, where he developed a new risk management curriculum at the graduate and undergraduate levels including cyber risk and enterprise risk management. Prior to joining Mercyhurst University, Gary enjoyed a 23-year career in with Auto-Owners Mutual Insurance and Erie Insurance. He had roles ranging from adjuster to executive. He ran several successful technology innovations and projects that improved customer service and operations, as well as reduced expenses. Under his leadership, Erie Insurance was one of the first insurance companies to obtain approval from the FAA to fly drones in their property claims operations. Gary's areas of expertise include drone operations, blockchain, enterprise risk management, cybersecurity and insurance, claims, property and casualty insurance operations, subrogation, claims management, legal liability, and property damage. He was recognized as "Fifteen People to Watch in Insurance Innovation" by Insurance Networking News.

Gary holds degrees from Lake Land College (A.S.), the University of Illinois (B.A.), the University of Pittsburgh (M.B.A).