



# Real Estate Journal

THE LARGEST WEEKLY COMMERCIAL/INVESTMENT NEWSPAPER IN THE WORLD

## Question and answer with Frank DeLucia and John Butler of HUB International



Frank DeLucia, HUB International



John Butler, HUB International

A question and answer session with Frank DeLucia and John Butler of HUB International.

For over 55 years, HUB International Northeast has proven a strong dedication to serving the real estate community, making us a leading broker for both residential and commercial properties in the New York metropolitan area and throughout the nation.

Frank DeLucia, senior vice president, and John Butler, vice president, of HUB International provide customized insurance solutions to HUB International's real estate clientele that includes exclusive protection for environmental risks.

1. How and when did you get your start in real estate?

About 30 years ago, Frank was a partner in a property management software company that installed over 300 systems to some of the most prominent real estate owners in New York. After selling the company, Frank joined HUB International; the 10th largest insurance broker in the US (then Kaye Insurance Associates), a leader in insurance and risk management solutions for the real estate industry.

Beginning in the 1990s, real estate owners and managers started to become more aware that they would be impacted by pollution issues and other environmental factors involving their properties. As an environmental insurance expert working with HUB International, John began to work closely with the real estate owners, managers and financial practices to develop insurance solutions geared specifically for the real estate industry to specifically address these increasing environmental risks.

2. What charities are you personally involved with ?

Frank was recognized as the "Man of the Year" by the Ronald McDonald House of Long Island for his involvement with this group. He is also involved with the Community Mainstreaming Association (CMA), and Camp Kalikow- Scouting for Children with Disabilities and several other non-profit organizations.

3. What professional organizations are you involved with?

Frank is a board member of the Associated Builders & Owners of Greater New York (ABO) and a previous associate member of the year of both the Bronx-Manhattan North Association of Realtors (BMAR) and New York Apartment Managers Association (NYARM). HUB International also holds membership with the Community Housing Improvement Program (CHIP) and the National Realty Club.

4. How do you stay competitive as an individual and as a firm?

Given Frank's deep involvement with the real estate industry for many years, and his relationships with a wide variety of companies within the industry, he has become the go-to source for coverage for habitational and commercial properties in New York and throughout the tri-state area. HUB's well-known proprietary real estate program, coupled with the many value-added services we offer continue to distinguish the firm as a leading resource for this industry.

As a leading environmental expert, John maintains his competitive edge through ongoing research and analysis of environmental issues that could impact HUB International's clients and works to design insurance products to protect them from these liabilities.

5. What do you consider to be the top insurance related challenges that property owners and managers will face in the next 12 months?

Currently, insurance company balance sheets are showing that paid claims and losses are exceeding premium revenue. As these companies strive to improve their quarterly results, the greatest challenge could be dramatically increased insurance premiums for the real estate sector.

Relatedly, as real estate owners and managers struggle with this increased expense, they may not elect the environmental coverage that the EPA's new Lead Renovation, Repair and Painting Rule demands, exposing themselves to potentially catastrophic financial losses that can result from lead poisoning cases.

