

## **CARLOS GARCIA-FLORES**

Managing Principal

CGF Insurance, LLC

General Agency for Employee Benefits Insurance Products

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Carlos began his 41-year career in the Health Insurance Industry in 1982 as Director of External Operations with Blue Cross of Puerto Rico (La Cruz Azul de Puerto Rico). Among major accomplishments during his tenure at Blue Cross the first PBM to operate in Puerto Rico was contracted and Plan CCSCA was the first HMO plan to operate in the island.

After that, in 1989, at the request of some large employers, Carlos created Utiquial, Inc. that, among other services, provided counsel to large self-insured employers and created a comprehensive data warehouse to assist employers in their

dealings with the local market of health insurance carriers.

Also, Carlos was commissioned to bring to life Law 72 of September 1993 that created ASES, creating the initial RFPs and completing the first round of contracting for the public corporation, that now runs Plan Vital with Medicaid funds for Puerto Rico.

In 1999 CGF Insurance, LLC was founded by Carlos and today is a multiline general agency, duly licensed by the Office of the Insurance Commissioner of Puerto Rico, specialized in employee benefit related insurance products. In the year 2022 CGF Insurance, LLC accounted for over \$700 million in Life and Disability insurance products within the Puerto Rico commercial marketplace.

CGF Insurance, LLC provides brokers (producers) and agents (authorized representatives) with a state-of-the-art insurance solutions on behalf of the represented insurance carriers, including full underwriting and forecasting actuarial services. Now, over 50 brokers that represent over 600 employer groups shop their benefits through CGF Insurance, LLC.