



BUCA, Inc. RJF Client Success

THE COMPANY

BUCA, Inc., a public company based in Minnesota, operates a chain of more than 90 family restaurants in 24 states and the District of Columbia.



THE CHALLENGE

Over a three-week period, RJF met numerous times with BUCA's key team members to garner a complete understanding of their operations and risk management needs. Additionally, our loss control team initially visited and evaluated two stores. Three months prior to renewal, BUCA hired RJF as their risk management advisor. Together we established three primary goals.

1. Reduce BUCA's outstanding letter of credit (LOC) requirements for their casualty program.
2. Secure the best possible property coverage and pricing. (Their exposures include significant catastrophe-prone areas.)
3. Analyze and evaluate how BUCA manages risk, and incorporate key RJF employees to act as their risk management arm.

THE OUTCOME

RJF took over property and casualty insurance responsibilities and began working with BUCA as their risk management team.

- Negotiated a 30% reduction in outstanding LOCs, resulting in significant out-of-pocket insurance-related savings.
- Developed and delivered a comprehensive property program with full catastrophic coverage, which resulted in premiums significantly lower than BUCA's most optimistic expectations.
- Fully integrated key RJF people into BUCA's overall risk management operations. After only three months, BUCA stated they felt as though they had added two or three in-house risk management employees.

Our primary service person visits their office weekly. In a very short time, RJF has earned the status of a trusted insurance and risk management advisor for BUCA.

INTEGRITY.

PEOPLE.

KNOWLEDGE.

RESOURCES.