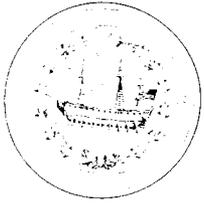


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**THE STATE OF NEW HAMPSHIRE
INSURANCE DEPARTMENT**

21 SOUTH FRUIT STREET SUITE 14
CONCORD, NEW HAMPSHIRE 03301

Roger A. Sevigny
Commissioner

Alexander K. Feldvebel
Deputy Commissioner

September 3, 2014

Her Excellency, Governor Margaret Wood Hassan
and the Honorable Executive Council
State House
Concord, NH 03301

REQUESTED ACTION

The Insurance Department respectfully requests, pursuant to RSA 94:6, that the Governor and Executive Council authorize the Department to hire Christian Citarella into the position of the Department's Property and Casualty Assistant Actuary (an unclassified position at labor grade FF) at Step 4 (\$82,795), effective October 3, 2014.

The source of funds is 100% agency income.

EXPLANATION

RSA 94:6 states that

In case of a new appointment to fill any vacancy the entrance salary shall be at the minimum of the established range unless, upon recommendation of the appointing authority, the governor and council shall establish, after due and proper investigation as to qualifications, a different entrance salary within the established range.

Mr. Citarella has 7 years of experience as a Casualty Actuary. He is an associate member of the Casualty Actuarial Society (ACAS). He has specific experience in conducting reserve and rating analyses which is a critical function in support of the Insurance Department's mission of maintaining a financially sound insurance market. At his current position prior to coming to the state, Mr. Citarella's salary was \$85,900 plus a 6% bonus.

Mr. Citarella is an experienced and highly qualified actuary who has a demonstrated experience in the insurance industry and specifically in the products within the property casualty marketplace. His resume is attached. For all the above reasons, it is appropriate and prudent to set his entrance salary at Step 4 in the range for this key position at the Insurance Department.

Respectfully submitted,



Roger A. Sevigny

Christian Citarella

54 Alderwood Drive
Stratham, NH 03885
(603) 498-1728
citarellas@gmail.com

ACTUARIAL EXAMS

Successfully completed CAS Exams 1, 2, 3F, 3L, 4, 5A, 5B, 6 as well as Courses 1 & 2
Expect to receive ACAS recognition at CAS Annual Meeting in November 2014

ACTUARIAL EXPERIENCE

Towers Watson – Boston, MA

Oct 2012 – Present

Senior Actuarial Analyst

- Conduct reserve reviews and rating analyses for client insurance companies, municipal pools and large self-insuring corporations.
- Compile all necessary documentation for Actuarial Opinions.
- Provide detailed tech review comments for colleagues.
- Serve as office “champion” in the implementation of the company’s own Monte Carlo simulation modeling software.
- Assist consulting actuaries’ preparation for expert witness testimony.
- Expertise in Excel and Access, ResQ, Igloo, Reserve Pro, WINGS (Statutory reporting software)

RiverStone Resources – Manchester, NH

Oct 2007 – Feb 2012

Actuarial Analyst

- Contributed significantly to reserve reviews for five insurance entities in run off, including primary responsibility for selected entities and/or lines of business.
- Familiar with lines including APH, workers’ compensation, excess workers’ compensation, general liability, construction defect, and marine liability
- Represented the actuarial department on the transition team during the acquisition of new entities comprising multiple books of business in 2010 and 2011
- Modeled asbestos and pollution claims projections and allocation scenarios in support of settlement negotiation by the claims department and office of general counsel
- Transitioned an immature consumer warranty book of business comprising 22 programs with more than a dozen service providers
- Completed Schedule P and Special Schedule P for multiple entities using multiple data sources.
- Produced quarterly and ad hoc reports including Actual vs. Expected, APH reserves (A&E), large loss, Fair Value Assessment, IBNR allocations by State and LOB, and assisted in ISO reporting

EDUCATION

The Johns Hopkins University – Baltimore, MD (1995 – 2000)

- M.A.T., School of Professional Studies: Division of Education
- M.A., Krieger School of Arts and Sciences, Mathematics Department

Colby College – Waterville, ME (1991 – 1995)

- B.A., Mathematics
 - Graduated cum laude, with honors in mathematics and distinction in the major
 - Dean’s List 4 semesters
 - Mathematics Departmental Award junior and senior years

Universität Regensburg – Regensburg, Germany (Spring – Summer 1994)

- Earned 12 credits in mathematics and German
- Traveled extensively throughout Central Europe

PRIOR CAREER EXPERIENCE

Curriculum and Assessment Specialist

Measured Progress – Dover, NH 2004 – 2007

High School Mathematics Teacher

Exeter High School – Exeter, NH 2002 – 2004

University of New Hampshire Upward Bound – Durham, NH 2003, 2004

Charles E. Smith Jewish Day School – Rockville, MD 1998 – 2002

Woodlawn High School – Baltimore, MD January – June 1998