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**The State of New Hampshire
Insurance Department**

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**John Elias
Commissioner**

**Alexander K. Feldvebel
Deputy Commissioner**

November 15, 2018

His Excellency, Governor Christopher T. Sununu
And the Honorable Council
State House
Concord, New Hampshire 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 Chief Property and Casualty Actuary, position #9U333 (an unclassified position/labor grade HH), at Step 5 with an annual salary of \$105,128.40, effective December 7, 2018 upon Governor and Council approval.

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 was hired by the Department on October 3, 2014 as the Property and Casualty Actuary. As the Property and Casualty Actuary, Mr. Citarella's unclassified position is Letter Grade FF, Step 6, with a salary of \$94,039.40/year.

The Insurance Department is seeking approval from Governor and Council to compensate Mr. Citarella's unclassified position at the annual salary of \$105,128.40. The source of funds is 100% agency income.

Respectfully submitted,

John Elias

Christian Citarella

EDUCATION

Actuarial Designation: ACAS, MAAA 2014

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

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

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

ACTUARIAL EXPERIENCE

New Hampshire Insurance Department – Concord, NH

Oct 2014 – Present

Property/Casualty Actuary

- Review personal and commercial lines rate filings
- Supervize the application of predictive models by insurance companies for ratemaking
- Monitor New Hampshire personal and commercial lines markets for non-competative behavior
- Testify on behalf of the insurance department when law makers consider new insurance related legislation
- Assist financial regulatory division with reserve adequacy and reserving process evaluation within financial exams

Towers Watson – Boston, MA

Oct 2012 – Sept 2014

Senior Actuarial Analyst

- Conducted reserve reviews and rating analyses for client insurance companies, municipal pools and large self-insuring corporations.
- Compiled all necessary documentation for Actuarial Opinions.
- Provided detailed tech review comments for colleagues.
- Served as office “champion” in the implementation of the company’s own Monte Carlo simulation modeling software.
- Assisted consulting actuaries’ preparation for expert witness testimony.

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

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