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**The State of New Hampshire
Insurance Department**

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Christopher R. Nicolopoulos
Commissioner

David J. Bettencourt
Deputy Commissioner

January 11, 2022

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
State House
Concord, NH 03301

REQUESTED ACTION

Pursuant to RSA 94:6, the Insurance Department respectfully requests to place Tyler Brannen at Step 7 for the position of Life and Health Director, Position #9U700, unclassified salary grade HH, earning \$119,184, effective upon Governor and Council approval. 100% Agency Income.

EXPLANATION

Mr. Brannen was hired by the Department on June 30, 2006 and has been our Life and Health Director since the position was created in 2020. Mr. Brannen was promoted into this position after serving as the Department's Director of Health Economics for three years. Prior to that role he served as Health Policy Analyst and Healthcare Statistician. Mr. Brannen holds a Master of Health Science from John Hopkins University, with a major in Healthcare Finance and Management.

The newly unclassified position was given a labor grade recommendation of HH by Korn Ferry/Hay Group, and was approved on December 16, 2021 by the Joint Committee on Employee Classification (JCEC). Mr. Brannen is currently filling this role at Classified Labor Grade 35, Step 9, earning \$112,554. The Insurance Department is seeking approval from Governor and Council to compensate Mr. Brannen's unclassified position at the annual salary of \$119,184.

Respectfully submitted,

Christopher Nicolopoulos, Esq.
Insurance Commissioner

Tyler J. Brannen

New Hampshire Insurance Department

Life & Health Director – current since March of 2021

Direct all aspects of Life and Health insurance lines as the Department's lead person on grant management, strategic planning, operations, special projects, financial and personnel activities, legislation, policy, and business strategy development.

Supervise market regulation, forms compliance, analytics, and review of actuarial rates.

Ensure that the various needs of the Department, NH insurance industry, citizens, state agencies, and the executive and legislative branches are met.

Director of Health Economics 2017 – 2021

Health Policy Analyst 2011 – 2017

Health Care Statistician 2006 – 2011

All three positions are *unclassified* and written in statute. Formal job descriptions do not exist, and "*shall perform such duties and exercise such powers as the commissioner may authorize.*"

Provide leadership and direction to staff, including interpreting regulatory requirements and identifying policy solutions.

Provide testimony, and draft legislation, administrative rules, and Department bulletins.

Communicate directly with the press and the public.

Supervise and train staff and contractors in performing data analyses and research methods. Using SAS, analyze complex and detailed claims data maintained in large relational databases. Publish studies and findings as appropriate.

Some of my specific achievements include:

- Leadership and agenda setting for the Department's annual hearing on the market, premiums, and cost drivers, including the involvement of industry senior staff and subject matter expert guest speakers.
- Facilitating passage of legislation that protects patients from out-of-network hospital based professional provider surprise bills.
- Development of the nation's first evidence based network adequacy regulatory model and administrative rule.
- Programming, methodology, structure, and design of *NH HealthCost*, the first public website in the nation to show negotiated medical care prices.

2003-2006 **Johns Hopkins Health System** (Johns Hopkins Hospital)

Urban Health Planner/Sr. Project Manager – Strategic Planning

Served as the project director for the Partnership for a Healthier East Baltimore. Using internal medical data and external population based information, led public health and regulatory projects related to health system planning in the community of East Baltimore. Represented the Johns Hopkins Hospital at the Maryland Health Care Commission meetings. Led the development of the Johns Hopkins Hospital community benefits report.

2001-2003 **AdvancePCS** (pharmacy benefits manager, acquired by Caremark/CVS)

Medical Economics Manager

Performed SAS/SQL programming and statistical analysis of prescription drug claims and assisted in the development of AdvancePCS disease management programs. Responsible for data integrity, predictive modeling, risk adjustment, outcomes research, and new drug budget impact analyses. Worked directly with medical, pharmacy, and laboratory data, often on a combined basis.

2000-2001 **CSC and the Johns Hopkins University**

Johns Hopkins University Administrative Resident with CSC

Performed research using the Johns Hopkins ACGs population based risk adjustment system for physician profiling, capitation adjustment, and other population based analyses.

Johns Hopkins School of Public Health

Served as a teaching assistant under Professor Jonathan Weiner in the HMOs and Managed Care course.

1995 – 1999 **Blue Cross Blue Shield of New Hampshire**

Provider Contracting and Reimbursement Analyst and Managed Care Contractor

With progressing responsibility, analyzed claims data and negotiated payment contracts with health care providers. Helped negotiate the first specialty capitation contract and developed an innovative DRG based per diem payment system. Created and evaluated most of the alternative payment methods and risk sharing arrangements considered by the organization. Primary writer of the contract masters used in 1998 - 1999.

1994 **Sir Charles Gairdner Hospital, Perth, Australia**

Management Intern

First student from the University of New Hampshire's Department of Health Management & Policy to participate in an internship in Australia. Worked closely with senior leadership in response to a shift to DRGs in the hospital funding formula.

Publications

Mehrota, Ateev; Brannen, Tyler; Sinaiko, Anna: *Use Patterns of a State Health Care Price Transparency Website, What do Patients Shop For?* The Journal of Health Care Organization, Provision, and Financing, 2014, Vol. 51

Ludtke, Leslie; Brannen, Tyler: *Healthcare Prices Revealed*, New Hampshire Bar Association Journal, Spring 2007

Brannén, Tyler: *DRG-Based Per Diem Payment System Matches Costs More Accurately*, Healthcare Financial Management, 1999, Vol. 53, No. 4. *Cover Feature of the April 1999 issue, Helen Yerger/L. Vann Seawall Best Article Award winner and third best HFM article of the year.*

Brannen, Tyler: *Specialist Capitation Improves Specialty and Primary Care Physician Relationships*, Healthcare Financial Management, 1997, Vol. 51, No. 10

Education

London School of Economics and Political Science, London, UK

Executive Education Courses:

- Health Economics and Policy in 2021
- Regulation in 2019

Johns Hopkins University, Baltimore, MD - School of Hygiene & Public Health

Master of Health Science, Health Finance and Management - 2001

University of New Hampshire, Durham, NH

Bachelor of Science - Health Management & Policy (Honors) - 1995

Declared a Fellow of the Healthcare Financial Management Association in 2012

Board Participation

HNH Foundation 2010-2017

New Hampshire Certificate of Need 2012-2015

New Hampshire Healthy Kids 2011-2012

Treasurer, New Hampshire Public Health Association 2007-2010

NH/VT Healthcare Financial Management Association 1998-1999

American Heart Association, Concord & Manchester NH 1996-1999

Treasurer, New Hampshire Jaycees 1997-1999