



**The State of New Hampshire**  
**Insurance Department**

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Roger A. Sevigny  
Commissioner

Alexander K. Feldvebel  
Deputy Commissioner

May 27, 2015

Her Excellency, Governor Margaret Wood Hassan  
and the Honorable 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 Maureen Mustard into the position of Healthcare Statistician, position #9U248 (an unclassified position at labor grade DD) at Step MAX with an annual salary of \$78,591.34, effective June 12, 2015.

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.

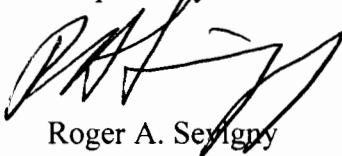
This position is responsible for fulfilling statutory requirements for developing data systems, analyzing healthcare costs, and reporting on our insurance markets. It must manage both internal and external resources, including vendors responsible for providing high level economic, actuarial and statistical studies to the Department.

Her Excellency, Governor Margaret Wood Hassan  
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This position is extremely difficult to fill because of the economic boom in health data analytics. Even the top of the salary range for this position is significantly below the compensation levels of the consulting firms with whom the Department competes for talent. Ms. Mustard possesses a Bachelor of Science in Health Management and Policy and a Masters of Business Administration. Her healthcare management knowledge combined with her analytical skills will allow Ms. Mustard to provide excellent service to the citizens of New Hampshire. For further detail, please see the attached resume.

For all the above reasons, it is appropriate and prudent to set Ms. Mustard's entrance salary at the step requested above.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "RAS", written over a horizontal line.

Roger A. Sevigny

**Maureen Mustard**  
11 Bassett Lane  
Newfields, NH 03856  
[maurmustard@yahoo.com](mailto:maurmustard@yahoo.com)  
781-738-0133

## **Professional Experience**

### ***One Source Apparel – September 2014 – present***

#### **Finance and Logistics – Part time employee**

- Provide finance and logistics support in an entrepreneurial environment at a small sourcing company.
- Working to improve the company's database and access to its information to ensure the company operates effectively and efficiently.

### ***Elevator Group LLC February 2012 – October 2012***

#### **Promotions and Digital Media Manager – Contract Employee**

- Implemented and executed engaging online contests for the widely acclaimed MIKE AND IKE® marketing campaign to draw consumers to social media sites.
- Ensured accurate and timely delivery of digital elements for a successful campaign launch by effectively working with the graphic design team and the web design company
- Worked closely with legal team to ensure that all contests and images used in the marketing campaign were appropriate, accurate and complete down to the smallest detail.

### ***State Street Corporation 1995-2003***

#### **Credit and Risk Policy Division**

##### **Credit Officer 2001-2003**

- Foreign Exchange and Securities lending risk and compliance analyst for complex investment vehicles for sophisticated institutional and high net worth investor market segments.
- Designed and drove adoption of a major system and process change, reducing operational risk and improving and streamlining the workflow and ensuring uniformity of information.

##### **Credit Analyst 1999-2001**

- Instrumental in creating an automatic credit renewal and approval system for low risk foreign exchange counterparties to streamline the operation of the credit renewal team.
- Completed annual credit analysis of institutional investment vehicles. Gathered and assessed information from various departments throughout the company to ensure compliance and credit worthiness.

#### **Mutual Fund Accounting Division**

##### **Client Service and Operations 1995-1999**

- Manager of accounting and operations team responsible for ten mutual fund accountants, one hundred twenty collective investment funds and approximately \$10 billion in assets under custody
- Investment operations duties included but not limited to transaction and cash flow management, exception processing, reconciliation and foreign exchange initiation for offshore investment funds.

## **Community Leadership**

### **Exeter Swim Team Board of Directors, Exeter, NH**

#### **Treasurer 2015**

- Member of board of directors for a large competitive USA swim team for children ages 6-18.

### **Newfields Elementary School Parent Teacher Organization, Newfields, NH**

#### **Communications Manager 2013-2015**

- Board member of PTO responsible for effectively communicating with parents, teachers and community utilizing Constant Contact.

### **Wampatuck Elementary School Parent Teacher Organization Scituate, MA**

#### **President 2011- June 2012**

- Improved the PTO culture through emphasis on results and accountability within the PTO volunteers.
- Retooled annual events to meet the changing needs of the community and volunteers interests
- Placed emphasis on streamlining communication between PTO and stakeholders.
- Budgeted the PTO's finances by analyzing and prioritizing the needs of students, teachers and community

## **Education**

Boston College Wallace E Carroll School of Management - 2002 Master of Business Administration

University of New Hampshire - 1995 Bachelor of Science in Health Management and Policy