

## STATE GOVERNMENT AFFAIRS AND POLICY PROFESSIONAL

Advocacy ♦ Policy Analysis ♦ Coalition Building ♦ Expert in Prescription Drug and Health Insurance Issues

Advocacy and Policy professional with distinguished and substantial record of building and leading successful state advocacy and government affairs programs for major corporations, national trade associations, and nonprofit organizations focused on prescription drug and health insurance issues. Strategic thinker who helps organizations achieve their goals and objectives, leveraging deep expertise in legislative processes and policy issues. Extremely effective communicator with a talent for rapidly building trust and credibility, explaining complex concepts in easy-to-understand terms to a variety of audiences, finding alignment among diverse stakeholders, building consensus, and creating persuasive messaging that policymakers quickly and easily understand.

### POLICY AND ADVOCACY SOLUTIONS

2018 – Present

#### INDEPENDENT ADVOCACY AND POLICY ADVISOR

Provide advice and analysis to health insurers and PBMs on the impact of state/federal legislation and regulatory proposals impacting their clients, shareholders, and business models. Serve as an independent advisor for Gerson Lehrman Group (GLG), the world's leading expert network comprised of top professionals spanning a diverse range of industries and professions. Current projects include tracking and analyzing legislative initiatives dealing with prescription drug coverage and health insurance.

### AETNA

2014 – 2017

#### REGIONAL VICE PRESIDENT, STATE AFFAIRS

Recruited for this critical role to defend and expand the Aetna's business interests across a 16-state Midwest/Western region. Led efforts to prevent enactment of legislation that inhibited growth and supported procurement of contracts for state employee health insurance and Medicaid programs. Partnered with business leaders and our functional regulators to proactively advance business interests and resolve regulatory concerns.

- Established a public policy agenda and regularly provided public testimony that promoted the company's values and business objectives.
- Enabled Aetna's continued participation in Iowa's ACA Medicaid Expansion Program through successful negotiations with the governor's office, insurance department, and Medicaid agency to obtain program modifications.
- Captured \$5M annual cost savings by negotiating legislation with Kansas Governor's Office that reduced the company's annual tax liability.

### URAC

2012 – 2013

#### SENIOR VICE PRESIDENT, EXTERNAL AND LEGAL AFFAIRS

Recruited by this healthcare accreditation standards provider, following the restructuring of Express Scripts, to build and lead its Government Affairs and Public Policy platform. Led effort to grow and gain on a much larger competitor (NCQA), the only other national healthcare accreditor that met requirements of the ACA, opening the largest growth opportunity in the organization's history.

- Gained approvals by the US Department of Health and Human Services (HHS) and key states that enabled URAC to serve as accreditor of health plans participating in state health insurance exchanges.
- Implemented long-term campaign promoting adoption of state and federal requirements allowing the use of URAC's accreditation standards.

**EXPRESS SCRIPTS, INC**

2000 – 2011

**VICE PRESIDENT, STATE GOVERNMENT AFFAIRS**

Brought on board to build the company's first State Government Affairs Program for the Pharmacy Benefit Manager (PBM), soon after the company had achieved Fortune 500 status. Within three years, promoted to role on the senior leadership team, comprised of the top 100 employees in the company. Recognized for expertise in testifying before state and legislative regulatory forums, as well as serving as a spokesman for the PBM industry. Played a leading role in defending the industry from draconian legislative and regulatory threats, which had become a significant drag on company's growth and stock value.

- Initiated nationwide campaign preventing adoption of legislation that threatened the company's business model in 30+ states.
- Led coalition of broad constituencies in successful multi-state advocacy program.
- Developed and delivered critical public testimony in states throughout the Midwest, West, and Southern regions of the country.
- Played leading role in developing model laws and accreditation standards at the National Association of Insurance Commissioners and URAC.

**Education****BA** St. Olaf College, Northfield, MN