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SUMMARY

- **Senior level actuary who excels in client-facing advisory role and demonstrates leadership in:**
 - Account and relationship management at the Board and C-suite levels
 - Financial management and modeling
- **Consulting, expert witness, insurance carrier, financial services and overseas experience**
- **Healthcare subject matter expertise:**
 - Self-funded health insurance plans
 - Affordable Care Act
 - Cost projections, trend analysis, benefit design, enrollment migration scenarios, contribution strategy
 - Underwriting, carrier negotiations, rate setting, funding alternatives
 - Reserves/IBNR, plan performance and accrual reporting
 - PEO and MEWA financial operations
 - Statutory actuarial filings

EXPERIENCE

JAY MINIATI ACTUARIAL SERVICES, President and Chief Actuary - Tampa, Florida - 2010 to Present

- Founded independent actuarial consulting firm focused on meeting the needs of employer-sponsored benefit plans and legal case work.

AON CONSULTING, Vice President and Actuary - Tampa, Florida - 2006 to 2010

- Regularly advised and presented financial and strategic recommendations to the Board of Directors, C-suite and Insurance Committee leadership of corporate, public, PEO and MEWA organizations.
- Drove team-based sales efforts as key actuarial lead for finalist presentations and RFP responses.
- Saved fully-insured client \$2.3 million over initial quote by establishing actuarial basis for carrier negotiation.
- Saved self-funded client \$600,000 in lower fixed costs by introducing large claim analysis for stop loss carrier negotiation.
- Counseled over 70 clients annually in 2007, 2008 and 2009 (20% in public sector). Client profiles:
 - Employees: 100 to 10,000
 - Premium equivalent (annual): \$500,000 to \$100 million
 - Industries: Consumer products, Manufacturing, Financial, Education, Government, Healthcare, Legal, Technology, Energy
- Led the team of health & benefit actuaries for the Florida market.
- Provided *Florida Statute* § 112.08 certifications to self-funded public employers (government, school board).

UBS FINANCIAL SERVICES INC., Financial Advisor, CFP® - Tampa, Florida - 2003 to 2006

- Managed client relationships with assets totaling \$73 million across 200 households in 23 states.
- Developed one-on-one and household selling expertise.
- Awarded *Pacesetter* recognition club status for sales production and asset growth.
- Attracted \$3.0 million of new client assets during 2005.
- Provided portfolio management, financial planning and asset-based banking services.
- Generated commissions of \$400,000 annually.

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EXPERIENCE (continued)

MILLIMAN, Consulting Actuary - Tampa, Florida - 1998 to 2002

- Provided actuarial expertise to health care providers, insurance companies, government agencies and employers.
- Managed five of the firm's client relationships. Combined revenue to the firm: \$500,000 annually.
- Directed the team that advised the government of Puerto Rico regarding the plan design of its \$1.5 billion Medicaid program. Made budget recommendations to the government when it was faced with a reduction of \$700 million in its annual expenditures.
- Advised Anthem Blue Cross in the largest demutualization and subsequent IPO of a health benefits company. Designed the financial model that determined the considerations paid to policyholders.
- Drove better expense control and plan design efforts during evaluations of multi-million dollar benefit plans.
- Produced state rate filings for a 200,000 member non-profit HMO.
- Conducted area factor and benefit relativity studies for a regional health insurance company.

AETNA, INC., Hartford, Connecticut - 1989 to 1998

- **Chief Actuary, Aetna Health New Zealand Ltd.** (1997 to 1998)
 - During an overseas posting, played a key role in the financial turnaround of Aetna's distressed healthcare subsidiary in New Zealand.
 - Drove improvement of the company's earnings from a \$9 million loss before my arrival to a \$4 million profit over the course of two fiscal years by instituting financial controls. Changes included a new reserve system, rationalization of the product offering, and re-pricing to assure revenue neutrality as offering was reduced from 960 products to 40.
 - Chaired the underwriting committee and oversaw creation of firm's first underwriting manual.
 - Negotiated internal underwriting decisions with sales and marketing leadership.
 - Actively participated in the firm's annual budgeting process.
 - Developed and implemented a small group rating model.
- **Actuary** (1989 to 1997)
 - Created valuation models for joint ventures in Brazil (\$300 million deal) and Mexico (\$115 million deal), focused on bancassurance opportunities.
 - Supported Latin America and Asia Pacific operations through life and health pricing and reserve projects.
 - Determined market price advantages by producing efficiency analyses of highly managed healthcare networks.
 - Improved managed care sales process by creating a sales and membership tracking model, including closure ratio.
 - Assessed profitability of pension business by conducting mortality experience studies.
 - Evaluated and negotiated provider contracts for managed care networks (HMO, POS, PPO) in Kentucky, Ohio, West Virginia and Michigan.
 - Developed and maintained pricing models for single premium and structured settlement annuity business. Premium: \$425 million annually.
 - Priced individual life and second-to-die universal life insurance business.
 - Managed and mentored actuarial and non-actuarial staff.

EDUCATION

UNIVERSITY OF CHICAGO, GRADUATE SCHOOL OF BUSINESS, Chicago, Illinois - 2002

Master of Business Administration, with Honors

DUKE UNIVERSITY, Durham, North Carolina - 1989

Bachelor of Arts, Mathematics, with Honors (also majored in Economics)

PROFESSIONAL CREDENTIALS

CFP: Certified Financial Planner® - 2006

NASD Series 7, NASD Series 66, and Florida Life, Health and Variable Annuity Agent - 2003

FSA: Fellow, Society of Actuaries - 1997

NASD Series 6 - 1995

MAAA: Member, American Academy of Actuaries - 1994

PERSONAL

Eagle Scout, Boy Scouts of America - 1982