

Dan Colacino
34 Carolanne Drive
Delmar, NY 12054
Home: 518-439-5213

Professional Experience:
June 2003 to present

Rose and Kiernan, Inc.

R&K is one of upstate New York's largest brokerage and consulting agencies

Responsibility is to develop the large group benefits area and to position R&K as a leader in this industry. Primary responsibilities include analysis of claims data and renewals, development of plan design recommendations, developing and presenting client specific reports and oversight of the management of our largest customers

April 1997 to June 2003

Capital District Physicians' Health Plan

Vice President, Planning and Development,

Lead the strategic planning and product development activities for the Plan. *Executive Vice President, Marketing* Responsible for commercial sales, advertising and development of new products for a 360,000 member HMO covering 24 counties in New York State.

June 2002 to June 2003

April 1997 to June 2002

July 1995 to April 1997

Business Resource Associates, Inc.

Principal, An employee benefits firm, which did both consulting and brokering of insurance.

April 1993 to July 1995

Blue Shield of Northeastern New York

Director, Business Development,

Responsibility for Sales, Customer Service, Underwriting and Product Development.

1991 to 1993

Support Services Alliance

Vice President, Member Services, SSA is a trade association providing employee benefits, education and lobbying for small businesses in New York State

Responsible for administering a Multiple Employer Welfare Association (MEWA), which provided health insurance for over 19,000 small business employees in New York State

My department was responsible for the review, design and eventual management of the other employee benefit services we developed and offered to SSA members (Flex Plans, Human Resource programs, and Life and Disability products).

SSA was named to the "INC. Magazine" list of the 500 fastest growing companies in the United States in 1993.

1975 to 1991

Empire Blue Cross Blue Shield

Director of Sales,

Responsible for sales and service of group accounts in the upstate 18 counties of their NYS territory

Education:

1980

Union College, Schenectady, NY.

1973

Masters, Health Systems Administration

State University of New York at Brockport

Bachelor of Science, Community Health

Life, Accident and Health license,

NYS Department of Insurance

Other Activities:

President, New York State Association of Health Underwriters: 2005-2008

Community Activities:

Bethlehem Senior Projects, Board of Directors

Member, National Association of Health Underwriters

Member, National Association of Insurance and Financial Advisors

Chairman, Small Business Council, Albany Colonie Regional Chamber of
Commerce: 1993

Board of Directors, Bethlehem Chamber of Commerce: 1996

Board of Directors, Albany Rotary Club, 2001,2002