

# Daniel J. Hilferty



**Visionary and innovative leader who has helped to transform the health care system in America.**

Daniel J. Hilferty has counseled U.S. presidents, members of Congress, governors and state legislators, serving as a driving force to ensure universal access to health care with the belief that health care is a right not a privilege. He is a strong voice advocating for a bipartisan solution to health care reform and will bring sage advice and strategic insights as America enters a new phase of health policy.

Mr. Hilferty most recently served as CEO at Independence Health Group (Independence), one of the nation's leading health insurers and fourth-largest Blue in the system. Throughout his decades of leadership, he has sought innovative and strategic partnerships that leverage the latest technologies and new models of care to increase quality and lower costs. A civic champion, Mr. Hilferty also served as Chair of the Board of Directors for the Chamber of Commerce for Greater Philadelphia, and was an instrumental leader in hosting the 2015 Papal visit and the 2016 Democratic National Convention in Philadelphia.

## CAREER ACCOMPLISHMENTS

- Led Independence Health Group to a **more than 100% increase in revenue growth** over 10 years, from \$9.3 billion to \$19.2 billion
- **Tripled Independence's membership** to more than 8 million people nationwide
- **Built revolutionary value-based relationships**, including a program between Independence and University of Pennsylvania Health System, which reduced hospital admissions by 25%
- **Created several organizations** dedicated to supporting providers and improving care for patients, including Quil, a joint venture between Independence and Comcast NBCUniversal, and Tandigm Health, a leading population health services organization
- **Drove revenue growth** at AmeriHealth Caritas Family of Companies from \$400 million to \$2.8 billion
- **Expanded the reach** of Keystone Mercy Health Plan and AmeriHealth Mercy Health Plan from 300,000 to 6.5 million members in 10 states
- Negotiated the merger that formed **one of the largest Medicaid Managed Care organizations in the nation**
- **Active on numerous boards** including Essential Utilities; FS Investment Corporation III; America's Health Insurance Plans; Blue Cross Blue Shield Association; and more

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## EXECUTIVE PROFILE

- Health insurance chief executive with 20-year track record of growth, service, and innovation
- National leader in transforming health care alongside two presidential administrations and many legislators
- Passionate voice for health insurers and the Americans they cover, as past president of the Blue Cross Blue Shield Association and frequent resource for national media, including CNN and The New York Times
- Civic champion in Greater Philadelphia, as former chair of the Chamber of Commerce and a leader in hosting the 2015 Papal visit and 2016 Democratic National Convention

## EDUCATION

### **The American University Graduate School for Government and Public Administration • Washington, DC**

- Master's degree in public administration, 1981

### **Saint Joseph's College (now Saint Joseph's University) • Philadelphia, PA**

- Bachelor of Science degree in accounting, 1978
- Varsity basketball team

## PROFESSIONAL EXPERIENCE

### **Independence Health Group • Philadelphia, PA** *| President and CEO, 12/2010 – 12/2020*

Independence Health Group is one of the nation's leading health insurers, serving 8 million people nationwide. Among the Independence Health Group family of companies are Independence Blue Cross (southeastern Pennsylvania's leading health insurer for more than 80 years and the region's Blue Cross Blue Shield licensee), AmeriHealth Caritas (one of the largest and most respected Medicaid managed care organizations in the country), and AmeriHealth Administrators (a leading provider of third-party administration services to self-funded health plans).

- Led this \$19.2 billion organization with more than 10,000 employees.
- Spearheaded extraordinary growth, tripling the number of people served by the organization.
- Built revolutionary value-based relationships with health care providers to improve quality and cost of care, including a collaboration with University of Pennsylvania Health System that reduced hospital readmissions by a remarkable 25 percent.
- Expanded Independence Health Group through the acquisition of forward-thinking health care companies, including AmeriHealth Caritas.
- Created cutting-edge new companies and organizations including:
  - Tandigm Health, a company helping deliver high-quality, affordable care by arming primary care physicians with population health tools and support to better manage difficult chronic conditions and deliver personalized care.
  - Quil, a joint venture of Independence and Comcast NBCUniversal dedicated to revolutionizing the consumer experience in health care.
  - The Independence Blue Cross Center for Innovation, overseeing the company's innovation initiatives.

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## BOARD MEMBERSHIPS *current*

### **Member, Board of Directors and Lead Independent Director**

Essential Utilities  
2017 – present

### **Member, Board of Directors**

FS Investment Corporation III  
2014 – present

### **Member, Board of Directors**

Greater Philadelphia Chamber of Commerce  
2010 – present

### **Member, Board of Directors**

Greater Philadelphia Urban Affairs Coalition  
2005 – present

### **Member, Board of Directors**

Irish Educational Development Foundation  
2003 – present

## BOARD MEMBERSHIPS *past*

### **Vice Chairman, Board of Directors**

Independence Health Group  
2018 – 2021

### **Member, Board of Directors, Executive Committee**

America's Health Insurance Plans (AHIP)  
2013 – 2021

### **Board of Directors**

Blue Cross Blue Shield Association  
*Chair, 2015 – 2017*  
*Chair, Health Policy and Advocacy Committee, 2014 – 2015*  
*Member, 2011 – 2021*

## PROFESSIONAL EXPERIENCE

### **Independence Blue Cross • Philadelphia, PA**

| *President, Health Markets, 12/2009 – 12/2010*

- Profit-and-loss responsibility for Independence Blue Cross's five-county core business.
- Oversaw sales, marketing, and subsidiary operations, which included AmeriHealth Administrators, AmeriHealth New Jersey, and Comp Services.

### **AmeriHealth Caritas Family of Companies (formerly AmeriHealth Mercy) • Philadelphia, PA**

| *President and CEO, 3/1996 – 12/2009*

The AmeriHealth Caritas Family of Companies comprises one of the nation's largest multi-state managed care organizations serving Medicaid and other publicly funded low-income populations in the United States. The company offers a diverse group of products and services, including Full Risk, Management Services, Pharmacy Management, Behavioral Health, and Disease Management.

- Led the growth of the Keystone Mercy Health Plan and AmeriHealth Mercy Health Plan and the family of companies from 300,000 to 6.5 million members in ten states.
- Drove growth in overall revenues from \$400 million to \$2.8 billion.
- Achieved full NCQA Accreditation with Excellent designation in each line of business.

### **Mercy Health Corporation • Bala Cynwyd, PA**

| *Senior Vice President for Corporate and Government Affairs, 8/1994 – 3/1996*

- Negotiated the merger of Mercy Health Plan and Keystone First to form one of the largest Medicaid Managed Care organizations in the nation.
- Oversaw all Government Relations, Strategic Planning, Development, Marketing, Corporate Communications, Community Affairs, and Board of Trustee functions at the corporate and subsidiary levels.

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## BOARD MEMBERSHIPS *past*

### Chair, Board of Directors

Chamber of Commerce for  
Greater Philadelphia  
2018 – 2020

### Board of Directors

BCS Financial Corporation  
Chair, Audit Committee, 2017 – 2018  
Member, 2011 – 2018

### Chair, Finance Committee

Philadelphia 2016 Democratic  
National Committee  
2014 – 2016

### Co-chair, Executive Leadership Council

Papal Visit of Pope Francis  
to Philadelphia  
2014 – 2015

### Board of Trustees

Saint Joseph's University  
Vice chair, 2010 – 2015  
Member, 2007 – 2015

### Chair, Board of Directors

Medicaid Health Plans of America  
2008 – 2010

### Member, Advisory Board

Pedro Arrupe Center for  
Business Ethics  
2005 – 2009

## PROFESSIONAL EXPERIENCE

### Mercy Health Corporation • Bala Cynwyd, PA

Vice President for Government  
and External Affairs, 10/1991 – 8/1994

### Office of Governor Robert P. Casey, Commonwealth of Pennsylvania • Harrisburg, PA

Executive Director of PennPORTS, 9/1990 – 10/1991

### Saint Joseph's University • Philadelphia, PA

Assistant Vice President for  
External Relations, 7/1987 – 9/1990

### Mercy Catholic Medical Center • Darby, PA

Director of Government and External Affairs, 7/1986 – 7/1987  
Director of Community Affairs, 8/1984 – 7/1986  
Community Relations Manager, 6/1982 – 8/1984

### The International City Management Association • Washington, DC

City Management Program Assistant, 1/1981 – 1/1982

### Congressman William J. Hughes, NJ 2nd Congressional District, NJ

Congressional Internship, 6/1980 – 12/1980

### Saint Andrew Community Center • Portland, OR

Executive Director, Jesuit Volunteer Corps, 7/1978 – 9/1979

## PERSONAL

- Publication:
  - Hilferty, D.J. (Winter 2018). Getting Health Care Right. The Journal of Law, Medicine & Ethics, Vol. 46(4), 829-832. doi: 10.1177/1073110518821974. (Note: Article may be retrieved from [www.ibx.com/htdocs/custom/getting\\_health\\_care\\_right/pdf/getting-health-care-right.pdf](http://www.ibx.com/htdocs/custom/getting_health_care_right/pdf/getting-health-care-right.pdf))
- 2019 Tip O'Neill Irish Diaspora Award, Donegal Diaspora Project

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## PERSONAL

- 2017 William Penn Award,  
Greater Philadelphia Chamber of Commerce
- 2017 honoree, Shield of Loyola Award,  
St. Joseph's University
- 2017 Maynooth University (Ireland)  
Honorary Doctorate degree (Honoris Causa)
- 2017 United Negro College Fund (UNCF),  
Award recipient, Philadelphia chapter
- 2016 Papal Knighthood awarded by Pope Francis,  
Order of Saint Gregory the Great
- 2016 St. Joseph's University  
Honorary Doctorate of Humane Letters degree
- 2015 Richard J. Caron Award of Excellence,  
Caron Foundation
- 2012 Taoiseach Award,  
Irish American Business Chamber
- 2008 Haub School of Business,  
Saint Joseph's University Hall of Fame
- 1998 Whitney M. Young, Jr. Award for unselfish  
service to the youth of America
- 1994 Candidate for Office of Lieutenant Governor,  
Commonwealth of Pennsylvania