

**STATE OF MINNESOTA**  
Executive Department



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JAN 22 2022

President of the Senate

**Governor Tim Walz**

**NOTICE OF APPOINTMENT**

**Daniel Trajano**

Because of the special trust and confidence I have in your integrity, judgment, and ability, I have appointed you to the office of:

**Member Representing the Areas of Health Administration, Health Care Finance, Health Plan Purchasing, and Health Care Delivery Systems**

**MNsure Board of Directors**

Effective: January 12, 2022

Expires: May 5, 2025

This appointment carries with it all rights, powers, duties, and emoluments granted by law and pertaining to this position until this appointment is superseded or annulled by me or other lawful authority or by any law of this State.

Signed and sealed January 7, 2022.



Handwritten signature of Tim Walz in black ink.

Tim Walz  
Governor

Handwritten signature of Steve Simon in black ink.

Steve Simon  
Secretary of State

Replacing: Peter Benner

Filed January 7, 2022  
Office of the Minnesota  
Secretary of State  
Steve Simon

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# Daniel Aguila Trajano, MD, MBA

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952.237.4349 • Savage, MN • [pophealthconsulting@gmail.com](mailto:pophealthconsulting@gmail.com) • [linkedin.com/in/DrDanielTrajano](https://www.linkedin.com/in/DrDanielTrajano)

## PROFESSIONAL SUMMARY

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Physician executive with 25 years of experience in family and geriatric medicine, healthcare system transformation, value-based payment, accountable care, policy, equity, and social justice.

## Professional and Executive Experience

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**Pop Health Consulting LLC - Savage, MN**

2020 - Present

### Founder and President

- Executive consulting services on healthcare delivery, payment, and policy aimed at delivering more affordable, higher quality, more accessible care for all.

**Blue Cross Blue Shield of Minnesota - Eagan, MN**

2016 - 2020

### Vice President and Senior Medical Director for Government Markets

- Led team of fifty associates to achieve 5-Star rated Medicare Advantage Plan and nation leading submission of patients' risk profile worth over \$60 million in quality bonus payments used to reduce premiums and enhance benefits.
- Designed and implemented partnerships and contracts with medical groups to ensure complete and accurate risk data and high quality healthcare performance for Medicare, Medicaid, and Affordable Care Act populations.
- Executive officer on committees leading to improvements in health equity, diversity, environmental sustainability, and value-based payment reform.
- Reviewed and wrote comments to CMS and Minnesota DHS on policy and payment proposals related to healthcare value and quality.

### Health Equity and Diversity Leadership Council

- Implemented organization-wide health equity and diversity policy reviews.
- Engaged Board of Directors and senior executives in advancing equity, diversity, and inclusion.
- Interviewed for print, radio, and television segments on health equity, senior health, and other healthcare topics.

**HealthEast Care System - St. Paul, MN**

2015 - 2016

**Vice President and Executive Medical Director - Population Health**

- Transformed physician practice to achieve high quality and affordable health care.
- Developed physician performance data, analytics, and reporting.
- Negotiated value-based contracts with insurance companies.
- Served on the Medicare Accountable Care Organization Board of Directors achieving \$1 million CMS bonus payment for higher quality, lower cost healthcare.

**Medica - Minnetonka, MN**

2014 - 2015

**Vice President and Senior Medical Director - Population Health**

- Created and negotiated value-based contracts and bundled payments with medical groups.
- Implemented strategies to decrease medical costs by \$60 million.
- Led the clinical quality team achieving 4.5 star Medicare Advantage rating.

**Park Nicollet - HealthPartners - St. Louis Park, MN**

1999 - 2014

**Senior Medical Director - Quality, Innovation, and Population Health**

- Practiced family and geriatric Medicine for 15 years.
- Executive leader of the Medicare Physician Group Practice Demonstration and Pioneer Accountable Care Organization achieving over \$2 million bonus payments for higher quality, lower cost healthcare.
- Led system wide improvements in diabetes, vascular disease, mental health, asthma, cancer screening, and pediatric care recognized by Minnesota Community Measurement, CMS, and the Buyers Health Action Group.
- Supervised Medical Directors at 12 primary care clinic locations.
- Developed and served as lead faculty for the Advanced Training Program in Quality Improvement.
- Served on the St. Francis Hospital's Executive Medical Committee and Ethics Committee.
- Medical Director for St. Gertrude's and Friendship Manor Senior Care and Rehab Centers.

**University of Minnesota - Minneapolis, MN**

1998 - 1999

**Geriatric Fellowship**

- Treated patients in hospital, clinic, rehabilitation, skilled nursing facilities, assisted living, hospice, and home.
- Published medical review article on exercise in the elderly.

**Sioux Falls Family Medicine Residency - Sioux Falls, SD**

1995 - 1998

**Chief Resident**

- Completed 3 year residency program in clinic, hospital, obstetrical, nursing home practice.
- Served as Chief Resident.

**Research Assistant - University of Minnesota, Minneapolis, MN**

1990 - 1991

- Research on sickle cell anemia.

**Burnsville High School Science Teacher - Burnsville, MN**

1989 - 1990

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## **POLICY, HEALTHCARE, AND SOCIAL JUSTICE EXPERIENCE**

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**Medical Society Consortium on Climate and Health - Fairfax, VA** 2020 - PRESENT

- Presented health impacts of climate change to congressional staffers, physicians, and businesses.
- Attend annual conferences and virtual meetings.
- Participate in Minnesota regional chapter events - *Healthy Professionals for a Healthy Climate*.

**Minnesota Community Measurement - St. Paul, MN** 2012 - 2020

**Board Member**

- Served on the Board of Directors, Measurement and Reporting Committee, and Measure Review Committee while at Park Nicollet, Medica, HealthEast, and Blue Cross Blue Shield.
- Advanced quality measurement, reporting, and outcomes for prevention, diabetes, vascular disease, asthma, osteoporosis, and depression.

**Health Equity Advisory Committee Co-Chair**

- Co-chaired committee advising the President and the Board of Directors on advancing health equity data collection, reporting, and community collaboration.

**Minnesota Council of Health Plans - St. Paul, MN** 2014 - 2020

**Medical Issues Committee Member and Co-Chair**

- Led committee of physician executives in developing strategies, policies, and communications on medical conditions, treatment, and coverage.

**American Medical Group Association - Alexandria, VA** 2010 - 2014

**Quality Improvement Leadership Council Member and Co-Chair**

- Co-chaired committee of nationwide physician and quality leaders sharing practice experiences in quality improvement and value-based health care transformation.
- Speaker on healthcare quality and Accountable Care Organizations at national conferences.

**Minnesota Medical Association - Minneapolis, MN** 2012 - 2014

- Represented the MMA on the Minnesota Provider Peer Grouping Advisory Committee.

## **EDUCATION**

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**Masters of Business Administration – Healthcare - University of St. Thomas, Minneapolis, MN**

- Graduated - 2011

**Doctor of Medicine - University Minnesota, Minneapolis, MN**

- Graduated - 1995

**Bachelor of Arts – Biology and Secondary Education - Carleton College, Northfield, MN**

- Graduated - 1989

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## PROFESSIONAL SKILLS AND CERTIFICATIONS

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- Experienced public speaker in the c-suite and board meetings; at local, regional and national conferences; and on television and radio.
- Lean Six Sigma Certification (Park Nicollet) and Lean Bronze Certification (HealthEast).
- Advanced Training Program in Clinical Quality Improvement (Intermountain Healthcare).
- Expert in Microsoft Excel, Word, and PowerPoint.
- Experience with Google Docs, Sheets, and Slides.
- Experience with NPG-VAN, Slack, ThruText, TextOut.
- Training in statistics, data coding (SQL), and data visualization (Tableau).

## PROFESSIONAL MEMBERSHIPS

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- Philippine Minnesota Medical Association (1994 – present)
  - Current Board Member and previous Vice President.
  - Chairman of the Annual Scientific Conference Planning Committee.
- American Association of Family Physicians (1992 – present)
  - Speaker at Minnesota Association of Family Physicians conferences.
  - Leader of the MAFP Winter Conference Planning Committee.

## PERSONAL INFORMATION AND INTERESTS

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- Birthplace: Minneapolis, MN. Hometown: Fergus Falls, MN.
- Family: Spouse Paula Thomsen, Daughter Danielle (25), Son Henry (20).
- Hobbies and Interests: Nordic skiing, hiking, camping, swimming, biking, running, triathlons, volleyball, pickleball, ukulele, reading, podcasts, community organizing, environmental stewardship, and social justice.

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## DANIEL TRAJANO, MD, MBA

Pop Health Consulting, LLC | 8736 W. 154<sup>th</sup> St., Savage, MN 55378 | 952.237.4349

**August 27, 2021**

MNsure Board of Directors Search Committee  
355 Randolph Avenue, Suite 100  
St. Paul, MN 55102

**Dear MNsure Board of Directors Search Committee:**

Thank you for considering my application for the health administration and finance representative on the MNsure Board of Directors. I retired from Blue Cross Blue Shield of Minnesota last year after serving four years as a Senior Medical Director and Vice President in Government Markets. I previously practiced geriatric and family medicine at Park Nicollet Clinic and transitioned to healthcare executive leadership in order to systematically transform healthcare delivery, payment, and policy to provide higher quality, more affordable, and more accessible healthcare for everyone. I have served in Vice President and Executive Medical Director positions for quality, innovation, and population health at Park Nicollet, Medica, Health East, and Blue Cross Blue Shield. Over the past year, I have been consulting with provider systems in value-based healthcare transformation. I have a passion for healthcare justice and have served as Co-chair of the Health Equity Advisory Committee for Minnesota Community Measurement and as member of the Health Equity and Diversity Leadership Council at Blue Cross Blue Shield. My experiences in clinical care, healthcare delivery systems, health insurance, and health equity will add a deep and broad perspective to the MNsure Board of Directors. I would be honored to contribute my knowledge, time, and passion towards MNsure's mission "to ensure all Minnesotans have the security of health insurance."


Sincerely,

**Daniel Trajano, MD, MBA**

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**Application for the position Health Administration And Finance Representative Application Date:  
8/30/2021 8:56:09 AM**

**Part I: Position Sought**

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**Agency Name:** Minnesota Insurance Marketplace Board  
**Position:** Health Administration And Finance Representative

**Part II: Applicant Information**

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**Name:** Dr. Daniel Aguila Trajano  
**Phone:** (952) 237-4349  
**County:** Scott  
**Mn House District:** 56A  
**US House District:** 2  
**Recommended by the Appointing Authority:** True

**Part III: Appending Documentation**

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**Cover Letter and Resume**

Type	File Type
Cover Letter	application/pdf
Resume	application/pdf

**Additional Documents (.doc, .docx, .pdf, .txt)**

Type	File Name
No additional documents found.	

**Veteran:** No Answer

**Part V: Signature**

**EVO PDF Tools Demo**

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**Signature:** Daniel Aguila Trajano  
**Date:** 8/30/2021 8:56:09 AM

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