

Nicholas A. Moriello Biography

LinkedIn: [linkedin.com/in/nicholas-a-moriello-rhu-1a28b55/](https://www.linkedin.com/in/nicholas-a-moriello-rhu-1a28b55/)



Nick Moriello is the Segment President of Highmark Blue Cross Blue Shield Delaware, assuming the role in August of 2018.

Before joining Highmark Blue Cross Blue Shield Delaware, Mr. Moriello ran

his own agency, Health Insurance Associates (HIA). Under his leadership, HIA grew to be one of the largest independent health insurance agencies in the tristate area of Delaware, Pennsylvania, and Maryland, serving the regional community for over 40 years. In January of 2016, Mr. Moriello merged HIA with Savoy, a regional general agency and wholesaler headquartered in northern New Jersey, and Ascela, a regional retail insurance agency.

Mr. Moriello has a strong commitment to Delaware's businesses and communities. He is a 14-time recipient of the NAHU Leading Producers Round Table's highest award, the Lifetime & Qualifying Soaring Eagle, and he received the NAIFA 2013 Carl Hill Memorial Award for dedication to the industry and community.

Mr. Moriello completed The Wharton School's "Leading to a Higher Mark" program, is a LUMA Institute Certified Practitioner of Human-Centered Design, and a Registered Health Underwriter (R.H.U.) from the American College. He earned his Bachelor of Arts in Management, Summa Cum Laude, from DeSales University.

He and his wife, Carissa, have one daughter, Maddalyn.

About Highmark Blue Cross Blue Shield Delaware

Highmark Blue Cross Blue Shield Delaware serves approximately 500,000 members through the company's health care benefits business. It is an influential company in the market generating an economic impact of \$135 million and supporting more than 1,000 direct and indirect jobs across the state. Highmark Blue Cross Blue Shield Delaware was named a Top Workplace in Delaware in 2022 and a Top Workplace USA in 2023. Highmark Blue Cross Blue Shield Delaware is an independent licensee of the Blue Cross and Blue Shield Association, an association of independent Blue Cross and Blue Shield companies. For more information, visit www.highmark.com.

Current Board | Community Affiliations:

- Governor Appointee to the Delaware Health Care Commission (DHCC)
- Co-Chair, DHCC Health Care Workforce Subcommittee
- National Association of Health Underwriters (NAHU), former Chair of the National Legislative Council
- Delaware State Chamber of Commerce, Board of Directors
- Delaware Business Roundtable
- Wilmington Alliance, Executive Board
- Chair, Make a Wish Foundation, Philadelphia, Delaware & Susquehanna Valley Chapter
- Health Evolution Commercial Risk-based Contracting Roundtable

Thought Leadership Topics:

- Operational and member experience excellence
- Innovative provider reimbursement and provider partnerships
- Addressing the issue of health care costs
- Workplace culture and employee engagement

Interviews/Articles:

Delaware Business Times 90 in 90

delawarebusinesstimes.com/news/90-in-90-nick-moriello-highmark-blue-cross-blue-shield-delaware/

The Hidden Causes of Poor Health

www.pageturnpro.com/Today-Media-Inc/106548-DBT-11122/sdefault.html#page/23

Highmark donates \$1.5 million to Healthy Communities Delaware

delawarebusinesstimes.com/insider-only/highmark-donates-1-5m-to-healthy-communities-del/

Highmark Delaware has invested over \$10 million in 2022 to support a healthier community

www.highmark.com/newsroom/press-releases/highmark-delaware-has-invested-over-10-million-in-2022-to-support-a-healthier-community

ChristianaCare and Highmark Health Announce Landmark Collaboration Between Provider and Payor to Transform Health care

www.prnewswire.com/news-releases/christianacare-and-highmark-health-announce-landmark-collaboration-between-provider-and-payor-to-transform-health-care-301273956.html