

KEVIN D. WELCH

2414 Beverly Place
Columbus, Ohio 43209

Telephone:
(614) 257-7350

EDUCATION	UNIVERSITY OF MICHIGAN Masters, Hospital & Health Services Administration	Ann Arbor, Michigan 10/94 - 10/96
	THE OHIO STATE UNIVERSITY Bachelor of Science, Business Administration	Columbus, Ohio 9/85 - 6/90
	Triple Major : Accounting, Finance & Economics	

EXPERIENCE	CHILDREN'S HOSPITAL FOUNDATION Vice President, Development Services	Columbus, Ohio 10/97 - Present
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Serves as Chief Operating Officer and lead process improvement coordinator responsible for developing and implementing new strategies, policies, procedures, processes and systems to improve operational efficiencies and increase fundraising.

Assists the Foundation President and other Vice Presidents in achieving the short and long-term strategic, philanthropic and financial goals.

Directs or leads all operational activities and business functions of the Foundation and is responsible for Gift Processing, Web Design/Content, Web Fundraising, Prospect Management & Research, Strategic Planning, Database Management, Financial Management, Foundation Operations and Human Resource coordination.

Manages the Development Services staff responsible for gift processing and donor acknowledgement; database security, management and integrity; new employee hiring and orientation; financial services and registration support at special events; maintaining donor files and supporting the direct mail program.

Manages Prospect Management and Research staff responsible for directing and leading prospect/moves management and performing research on prospects and donors.

Responsible for all financial services of the Development Board, Twigs, Pleasure Guild, Kinder Key and Twig Bazaar. These services include preparing monthly financial statements and journal entries, preparing annual operating budgets, managing expenses, reconciling revenue between the donor system and general ledger, tracking pledge receivables, monitoring investments and filing annual tax forms.

Manages the preparation of Foundation's annual operating and capital budgets and monitors monthly revenue and expenditures. Manages accounts payable, accounts receivable, investments, inventory and purchase orders. Prepares and presents quarterly financial & campaign reports to the Foundation Board of Trustees.

CHILDREN'S HOSPITAL Strategic Planning and Business Development Analyst	Columbus, Ohio 2/95 - 10/97
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Co-managed the implementation of TSI Decision Support and Cost Accounting systems, DSO, and Impromptu Report Writer.

Served as unit leader for the McKinsey Activity Value Analysis (AVA) and revenue enhancement/cost reduction initiative.

Co-managed the development & implementation of Northwest Ambulatory Plan and Columbus MSA & Outlying Regions Analyses; Managed the 1996 Master Site & Facility Planning process.

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CHILDREN'S HOSPITAL - continued

Strategic Planning and Business Development Analyst

2/95 – 10/97

Developed a Population-Based Planning Model utilizing actuarial data to project, analyze, and monitor patient activity by county.

Performed analyses of utilization, revenue, cost, and/or reimbursement on physicians, departments, product/service lines, and third party/managed care plans using diagnosis and procedure codes, DRG's, MDC's, patient demographics, actuarial data, and benchmarks.

Responsible for monthly & annual budget projections and variance analyses relating to patient activity measures. Designed and implemented processes for the development of business plans, data/system audits, feasibility studies, market assessments including the quantification of market share & opportunity, and patient activity/demand forecasts.

CHILDREN'S HOSPITAL

Cost Accountant

2/93 - 2/95

Managed all financial aspects of hospital-based research Grants, including monthly expenditure reports, journal entries, rebudget issues, annual revenue and expense projections, billing requirements, sponsor payment deposits, deficit prevention, and monthly, quarterly, & annual financial reports to sponsors.

Performed analyses of utilization, revenue, cost, and reimbursement based on DRG, MDC, APR-DRG, service/product line, department, primary payor, diagnosis codes, procedure codes, and UB revenue codes for use in charge master review and development, global pricing, annual cost report preparation, budget reduction, consolidation, and/or elimination, and third party/managed care contract negotiation/review.

GRANT MEDICAL CENTER

Columbus, Ohio

Patient Accounting Analyst

2/91 - 12/93

Developed business plans/proposals for the following: In-house collection agency, Chart Audit and Collection department expansion, elimination of Medical Technical and contracted collection services, and the sale of the accounts receivable balance in preparation for the hospital-wide computer upgrade.

Managed the billing and collection of 600 Medicare accounts totaling \$1.5 million in accounts receivable and 1,000 Bureau of Workers Compensation claims totaling \$1.2 million in accounts receivable.

Analyzed patient account histories to determine recoverable amounts in billings or amounts to be recommended for: bad debt write-off, charity, collection agency or attorney litigation.

Analyzed employee and departmental productivity. Developed budget proposals for full-time employees and projected annual operating expenses for all departments within Patient Accounting.