



## **CAREER SUMMARY**

Cathy brings over 20 years of experience in financial analysis and cost accounting to her role as a Lead Business Consultant at Corazon. The majority of her career has been spent in a healthcare setting, and she worked at two of the largest Pittsburgh-area Health Systems. She blends this hospital experience well with the four years she spent in cost and general ledger accounting in the manufacturing industry. She has proven expertise with revenue and cost accounting and financial reporting for large companies and applies this skill to her work on feasibility studies and market analyses for the clients she serves.

## **CARDIOVASCULAR CONSULTING**

### **Corazon, Inc., Pittsburgh, PA**

**Lead Business Consultant** 2007 - Present  
**Consultant** 2004 - 2007

Provides project support and knowledge related to the feasibility studies, business plans, operations assessments, and research for identified client projects. Applies proven aptitude in leading functional business and accounting units to reduce costs while increasing efficiency.

## **HEALTHCARE EXPERIENCE**

### **Mercy Hospital, Pittsburgh, PA**

**Supervisor, Decision Support** 2002 – 2004

- Modeled revenue and costs for new hospital programs and proposals.
- Analyzed contract proposals from insurance companies.
- Projected expected revenue and costs of managed care contracts and recommend to Chief Financial Officer changes to payment options to maximize profitability. Managed care contracts account for 48% of hospital's net revenue.
- Ensured accuracy of data within Clinical Cost Accounting module of Decision Support System.
- Wrote daily ad hoc reports for hospital personnel.

**Manager, Cost Accounting** 1995 – 2001

- Supervised, trained and evaluated professional staff.
- Developed costing model, which recorded actual expenses by department from general ledger system

- and allocated fixed overhead expenses.
- Assisted department managers in development of cost standards.

**Senior Financial Analyst** 1989 – 1995

- Developed model databases to project budgeted volume, revenue and expense. (Annual \$400 million operating and \$40 million capital budget.)
- Prepared financial analyses and profit/loss projections for hospital service lines.
- Developed peer reports allowing physicians to compare economic and clinical performance to peers.

**Allegheny General Hospital, Pittsburgh, PA**

**Senior Financial Analyst** 1986 - 1989

- Supervised three financial analysts.
- Responsible for filing reports to Federal and State Regulatory Agencies.
- Completed quarterly and annual cost reports for internal and external submission for 736-bed facility.
- Assisted in preparation of operating budgets for 325 cost centers.
- Acted as liaison between Medicare, Medicaid and Blue Cross auditors and hospital departments.
- Reviewed Medicare and Blue Cross audit adjustments to fiscal year 1986 and 1987 cost reports; presented supporting documentation and rationale to use in negotiating final settlement to Chief Financial Officer.
- Analyzed financial impact of changes in government regulations and reported impact to upper management.

## **FINANCIAL EXPERIENCE**

**GTE Products Corporation, Warren, PA**

**Controller, Precious Metals Plating Plant** 1985 – 1986

- Managed all accounting for Precious Metals Plating Operation.
- Supervised and guided two accountants in cost accounting and inventory control procedures.
- Developed precious metal inventory tracking system, having an accuracy rate near 100% when compared to physical inventory.

**Senior Operations Analyst** 1985 – 1985

- Conducted plant internal accounting control reviews and assisted plant controllers to establish/expand internal controls and document control procedures.
- Examined plant records, statements and balance sheets to determine if plants were in compliance with generally accepted accounting principles and division policy.

**Cost Accountant, Wire Plant** 1982 – 1985

- Reported to Plant Controller with full cost accounting responsibility.
- Ensured accuracy and timeliness of accounting records and reports, including monthly closing, income



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**Lead Business Consultant**

- statement, cost report, inventories and balance sheet.
- Reduced monthly closing cycle from four to two days by developing Lotus programs and worksheets that replaced manual worksheets and reports.

## **EDUCATION**

Mater's Degree in Business Administration; magna cum laude  
University of Pittsburgh  
Pittsburgh, PA

Bachelor's Degree in Accounting; magna cum laude  
Gannon University  
Erie, PA

## **COMMUNITY INVOLVEMENT**

American Heart Association

Heart Camp

## **PUBLICATIONS**

"Financial Housekeeping in the Cath Lab: Time for Spring Cleaning?" *Cath Lab Digest*, June 2009.

"More for Vascular Procedures, but Less for PCI: New Reimbursement Ruling," *Cath Lab Digest*, September 2006.

"Advances in Modern Technology: A Look at Drug Eluting Stents—Past, Present, and Future," *South Florida Hospital News*, June 2005.

"Advances in Modern Technology: A Look at Drug Eluting Stents—Past, Present, and Future," *Pittsburgh Hospital News*, June 2005.

## **PRESENTATIONS**

"Preparing for Change: The Potential Impact of 2010 Reimbursement on Heart & Vascular Services," American Association of Medical Administrators Webinar, July 2009.





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**Lead Business Consultant**

“Cardiac Care Changes in West Virginia: Learn the Impact on Your Organization,” The Corazon Audio Conference, March 2009.

“Seeking the Fortune: Understanding 2009 DRG Changes,” The Fall Corazon Conference, October 2008.

“Preparing For Change: The Potential Impact of 2009 Reimbursement on Heart & Vascular Services,” The Corazon Audio Conference, July 2008.

“Staking Your Claim: The Market & Financial Impact of Vascular,” The Spring Corazon Conference, May 2006.

