**W. Mike Smith, M.B.A**

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**Finance and Accounting Professional**

**Budgeting – Financial Analysis - Cost Controls/Process Improvements**

Highly experienced and successful manager with an impressive and consistent record of driving bottom-line results through a persistent focus on accuracy, compliance and improving key processes. Skilled in business analysis and the investigation of root-cause problems affecting profits. Combines impressive financial expertise with sound business savvy to deliver mission critical results.

**Selected Professional Accomplishments**

**Budgeting and Forecasting**

* Successful budget build in 2017 for 16 CareNow Urgent Care Clinics located in Las Vegas, contributing to 6,561 Specialty Referrals to HCA Physicians, 239 ER transfers to HCA Inpatient Facilities in 2018 contributing $3.01M in added EBDITA/Enterprise Value.
* Successful budget build for assigned HCA Kansas City Outpatient Clinics years running 2013, 2014, 2015, and 2016. Through variance analysis and weekly projections helped facilitate corrective action plans to stay on budget resulting in favorable EBDITA budget variance of $1.2M, $370k, and $2.5M respectively for 2013, 2014, and 2015.
* Implemented monthly budget variance reviews with OB Practice Manager to review productivity, identify additional revenues, and potential cost savings resulting in favorable budget variance of $430k for her Clinic in 2015.

**Financial Analysis**

* Developed financial analytics for Market Managers and Development Committee to enable restructuring of unfavorable Physician Compensation contracts to eliminate ($700k) in Physician “Deficit Compensation”.
* Developed detailed cost/benefit analysis of PSG Clinic in-house lab that resulted in decision to outsource with potential cost savings of $70k annually.
* Coordinated bulk buying effort in Kansas City Market to reduce Cost of Drugs in selected clinics by $20k annually.

**Internal Controls/Process Improvements**

* Identified inconsistent coding practices that led to a “reportable event”. The problem was quickly corrected. Related claims were audited and reworked so that over $200k in charges were not put at risk and the Clinic maintained its reputation.
* Established a monthly meeting with in-house pharmacy representatives to review all incomplete claims which enabled the gathering of information needed to bill the claims, saving on average 15% per month in prescription costs.

**PROFESSIONAL EXPERIENCE**

**MOONDANCER PROFESSIONAL SERVICES, PLLC** - CRAWFORDVILLE, FL

*Manager*  Apr 2021 - Present

* Executed strategic initiatives in buying and developing small real estate projects for profitable resale.
* Applied market analysis, financial modeling, negotiation skills, and project management expertise to identify lucrative opportunities, acquire properties, oversee renovations, and successfully bring profitable projects to market.

**LENDNATION** - OSAGE BEACH, MO

*Assistant Store Manager* Nov 2020 - Apr 2021

* Successfully grew net revenue 9% back to budget through grass roots marketing, and debt collection efforts.
* Lead store operations, internal audits, collection of delinquent accounts, and development of new business.

**BANKERS LIFE** - LAKE OZARK, MO

*Independent Contractor* Mar 2020 - Sep 2020

* Performed life/health insurance risk assessments, financial planning, estate preservation for new and existing customers.

**UNIVERSITY MEDICAL CENTER OF SOUTHERN NV** - LAS VEGAS, NV

*Reimbursement Analyst (Contract)* Sep 2019 - Jan 2020

* Implemented detailed and more accurate receivables tracking routine through SQL to decrease bad debt.
* Completed net revenue, contractual allowance, and bad debt calculations for month-end close utilizing SQL and relational databases, analyzing rate/volume variances, aged trial balance, accounts receivables and auditing of patient accounts vs. payor agreements to ensure accuracy of reimbursements and financial statements.
* Performed operational and financial audits utilizing GAAS (Generally Accepted Auditing Standards) to ensure the safeguarding of fixed assets, and that proper internal controls were in place.

**COASTAL MEDICAL SUPPLY** - LAS VEGAS, NV

*Controller/ HR / Administrative Assistant (Contract*) May 2019 - June 2019

* Verified DME/CPAP inventory reconciliation in Brightree, reimbursement analysis, and physician credentialing.
* Administered bank reconciliations, revenue and expense posting, and employee file updates.

**HCA PHYSICIAN SERVICES GROUP** – LAS VEGAS, NV and KANSAS CITY, MO

*Controller/Urgent Care Line of Business (Las Vegas, NV)* Oct 2016 - Dec 2018

* Enhanced EBDITA of assigned clinics by $90k, through monthly budget variance reporting provided to operations. This involved analyzing financial discrepancies, identifying areas for improvement, and collaborating with stakeholders to implement corrective actions. By effectively monitoring and managing budget performance, significant financial gains were achieved, positively impacting the clinics’ profitability.
* Collaborated with the accounting/finance team to facilitate the month-end close process, conduct budget variance analysis, perform root cause analysis, and generate ad-hoc reports. Leveraged internal accounting systems, SQL, Excel, and Adobe Acrobat to streamline operations and enhance reporting accuracy. This contributed to improved financial insights, informed decision-making, and optimized organizational efficiency.
* Developed the annual budget for 17 CareNow Urgent Care Clinics located in the Las Vegas Market, utilizing financial forecasting techniques, and employing budgeting software/tools to provide comprehensive support to corporate, division, hospital management, and practice managers. This resulted in effective financial planning, improved resource allocation, and enhanced decision-making processes.

*Senior Financial Analyst (Kansas City, MO)* May 2012 - Oct 2016

* Improved EBDITA of assigned Clinics +80k back to budget through monthly budget variance reporting to operations.
* Orchestrated the annual budget development process for assigned facilities in the Kansas City Market. Conducted monthly budget variance analysis, performed root cause analysis to identify deviations. Leveraged analytical skills, attention to detail, and proficiency in budgeting software and reporting tools to facilitate accurate financial planning and decision-making resulting in improved financial performance.
* Performed weekly financial forecasts for Division/Hospital Management, Development Team, and Practice Managers utilizing various in-house reporting systems.
* Evaluate data for physician fair market valuations utilizing SQL and other in-house software programs to ensure physicians were fairly compensated.
* Performed operational and financial audits utilizing GAAS (Generally Accepted Auditing Standards) to ensure the safeguarding of fixed assets, and that proper internal controls were in place.

**SKILLS PROFILE**

**Languages & Tools:** HTML, CSS, SCSS, Python, JavaScript, React, React Native, hooks, Redux, Next.js, Node.js, Typescript, GitHub, JSON, Object Oriented Programming, (OOP), Postman, SQL, Sequelize, Visual Studio Code (VSC), Bootstrap, Material Design,

**Databases:** MongoDB, PostgreSQL,

**Software Competencies:** MicroStrategy, Practice Velocity EMR, SAP, EPIC EMR, COGNOS Business Intelligence, Microsoft Access/Excel/PowerPoint, Adobe Acrobat Pro, SmartView/Citrix/Oracle/Essbase, QuickBooks

**Education**

**Full Stack Software Engineering Certificate** – University of Wisconsin – Madison, Madison, WS

**Graduate Certificate in Accounting** - Westminster College, Salt Lake City, UT

**Master of Business Administration** - Westminster College, Salt Lake City, UT

**Bachelor of Arts, Economics** - University of Missouri, Columbia, MO

2004 Utah Entrepreneurial Challenge Semi-Finalist

CPA Candidate