

DAVID LOVELACE, LNHA, MS

72 Waterview Drive, Saratoga Springs, New York 12866

(518) 944-8752 cell / dlovelac@nycap.rr.com

ADMINISTRATOR / REGIONAL MANAGER / BUSINESS DEVELOPMENT

**P & L Responsibility / Not-for-Profit Turnaround Management / Strategic Planning
EHR Implementation / Sales & Marketing Leadership / Growth Strategies / Union Relations**

Healthcare Operations: Quickly identify operational issues, collaborate with stakeholders, manage interdisciplinary teams, vendor relations, provide solutions, consistently exceeds Board expectations.

Turnaround Management / Entrepreneurial Experience / Business Development: P & L expertise developed while working within large corporations utilized in the not-for-profit sector. Proven track record of increasing revenue, reducing costs, and streamlining operations in a wide variety of situations.

Relationship Management: Skilled in public relations, foundation development, employee / union relations, and Board interaction. A results-oriented leader, who reveres fiduciary responsibility, balanced with a passion to serve others. Inspirational, visionary leader, engaging change agent...

MS, Health Services Administration – Sage Graduate School; **BS** – Colorado State University

SELECTED ACHIEVEMENTS & SKILLS

- **Healthcare Operations:** Developed turnaround strategy to reverse a \$2.7 million operating loss for a \$12.4 million hospital-based nursing home. Recommended new electronic medical records and billing software, renegotiating contracts, ceasing agency use, and staff reductions. Board Committee did not support necessary changes and am now seeking new challenges.
- **Orchestrated turnaround of a rural not-for-profit nursing home. Improved operating margins 22.6% and increased cash flow \$1.6 million for this \$6.4 million facility in 18-months.** Garnered support from a regional hospital and rural clinics to improve health care services to an underserved region. Negotiated innovative pharmacy contract saving \$145,000 annually. Last profitable in 1981; this heavily unionized facility achieved an operating surplus of \$805,000 achieved in 2009 and excellent quality of care maintained. **Endowment established.**
- **Union / Labor Relations Management:** Lead **labor contract negotiations**, gained \$450,000 in concessions. Implemented employee wellness program..."Your honesty, integrity, and financial savvy," reasons given for electing me to the Board of Trustees, 1199 SEIU Upstate Pension Fund.

CAREER OVERVIEW / LEADERSHIP EXPERIENCE

- **Ellis Residential & Rehabilitation Center** – Administrator Aug – Oct 2009
- **Adirondack Tri-County Nursing & Rehabilitation Center** – Administrator 2007 – 2009
- **FreedomPay** – National Director of Business Development, Cashless solutions for hospitals 2006
- **US Foodservice** – Director of Healthcare, \$67 million budget food & supply distribution 1997 – 2005
 - Progressed through numerous positions, including **e-Commerce Manager, Long Term Care Program Manager, Certified Food Sanitation Instructor, and Trainer.**
- **SYSCO** – Marketing Associate, food & supply distribution 1985 - 1996