



RUDISH HEALTH | LEADERSHIP PROFILE

VP, Finance and CFO, MedStar Georgetown University Hospital



MedStar Health



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Position	VP, Finance and CFO, MedStar Georgetown University Hospital
Organization	MedStar Health
Location	Washington, DC
Website	www.medstarhealth.org

Opportunity

MedStar Health, a premier health system serving Maryland and the Washington DC region, is seeking a highly qualified finance professional as its next Chief Financial Officer of MedStar Georgetown University Hospital.

Georgetown University Hospital, MedStar's \$1.3B tertiary hospital with 609 beds and the clinical partner of Georgetown University, is a renowned acute care and teaching facility that consistently ranks as one of the region's top hospitals and is home to the MedStar Georgetown Lombardi Cancer Institute (an NCI-designated comprehensive cancer center), the MedStar Georgetown Transplant Institute, as well as orthopedic, neurology and neurosurgery, gastroenterology, and urology services, among others.

Reporting directly to the enterprise CFO as a senior executive, the hospital CFO will hold a highly visible role as a strategic partner to system leadership, the hospital President, COO, CNO, and shared services teams. Responsibilities include overseeing entity financial operations with a focus on strategic financial planning, budget management (operating and capital), new program analysis, financial reporting, and guiding patient revenue activities. As the system redesigns and scales enterprise fiscal services, this leader will have the opportunity to shape financial reporting standardization, advise on growth initiatives in partnership with Georgetown University, collaborate on front-end patient experience workflows, interface with District and governmental healthcare agencies, champion advancing tools and technologies, and leverage market data for innovation.

A great opportunity for a strong finance leader to showcase their skills, the successful candidate will demonstrate forward-thinking leadership focused on strategic partnership and enterprise collaboration. The next CFO will leverage the hospital's strong financial foundation to make a lasting impact at this health system, with its extensive care network and commitment to innovation, by helping drive its core mission to serve their patients, those who care for them, and their communities.



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MedStar Health

MedStar Health combines the very best aspects of academic medicine, world-leading research, and cutting-edge innovation with a complete spectrum of clinical services. As the largest healthcare provider in Maryland and the Washington DC region, MedStar Health's hospitals are internationally recognized for uncompromising excellence.



MedStar Georgetown University Hospital
Washington, DC

A \$8.3 billion, not-for-profit, regional system headquartered in Columbia, MD, MedStar Health leads the way in serving mid-Atlantic patients with a patient-first philosophy that combines care, compassion, and clinical excellence with an emphasis on customer service. Their ~35,000 associates and nearly 4,000 employed and affiliated providers work in a variety of settings across the health system, including 10 hospitals and more than 300 ambulatory-based locations, the largest home health organization in the region, and highly respected institutes dedicated to research and innovation.

MedStar Georgetown University Hospital (MGUH)

MGUH is an acute care, teaching hospital located in Northwest Washington, DC on the picturesque Georgetown University campus. It consistently ranks as one of the region's best hospitals by US News and World Report for its highly specialized and multidisciplinary teams providing full range medical and surgical services for patients with routine and complex diseases.

MUGH's centers of excellence include transplant, cancer services, gastroenterology, neurology and neurosurgery, and an expanding orthopedics program. The NICU at MedStar Georgetown is one of only two level IV neonatal intensive care facilities in Washington, DC for high-risk pregnancy and deliveries. MedStar Georgetown was the first hospital in the city to receive Magnet® recognition for demonstrating excellence in nursing care. Since then, they have been re-designated four times.

The opening of the new Verstandig Pavilion in December 2023 expands on MedStar's investment to remain on the forefront of healthcare delivery. At nearly 477,000 square feet the Pavilion houses 31 state-of-the-art operating rooms, an expansive and modern Emergency Department with 32 private rooms, the region's

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only movable intraoperative MRI system, three levels of underground parking, and 156 private patient rooms designed to support patients and their loved ones. A helipad atop enables direct and immediate access to the appropriate point of care.

Agreements with Georgetown University

Since 2000, MedStar Health and Georgetown University have been strategic partners with definitive agreements for MedStar to receive and operationally control clinical assets at MGUH for use as an academic medical center. Under the Academic Affiliation and Operations Agreement, the University makes annual payments to MedStar for providing teaching services. Additional partnership agreements support the strong clinical and academic alignment between MedStar and Georgetown University – such as the construction of the new surgical pavilion, using the University’s trade name and trademarks for service line expansion, academics and training of medical students, fixed fee shared service expense agreements, leases, and other gainsharing provisions.

MGUH Mission, Vision, and Values

Mission: To provide physical and spiritual comfort to our patients and families in the Jesuit tradition of *cura personalis*, caring for the whole person.

Vision: To be the trusted leader in caring for people and advancing health.

Values:

- **Service** — Strive to anticipate and meet the needs of their patients, physicians, and co-workers.
- **Patient first** — Strive to deliver the best to every patient every day. The patient is the first priority in everything they do.
- **Integrity** — Communicate openly and honestly, build trust, and conduct themselves according to the highest ethical standards.
- **Respect** — Treat each individual, those they serve and those with whom they work, with the highest professionalism and dignity.
- **Innovation** — Embrace change and work to improve all they do in a fiscally responsible manner.
- **Teamwork** — System effectiveness is built on the collective strength and cultural diversity of everyone, working with open communication and mutual respect.



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Fiscal Year 2024 Key Statistics ¹

MedStar Health System

Net Operating Revenue: \$8.3B
Total Inpatient Admissions: 118,861
Total Providers: 3,995
Employed Physicians: 2,680

Locations: 10 hospitals, 300+ amb sites
Total Outpatient Visits: 6,140,570
System Associates: 35,489
Residents and fellows: 1,175

MedStar Georgetown University Hospital

Net Operating Revenue: \$1.3B
Inpatient Discharges: 15,160
ED Visits: 30,000

Licensed Beds: 609
Births: 821
Case Mix Index: 2.56

1. Source: MedStar Health [Facts and Figures](#) and Definitive Healthcare

Awards and Recognition

MGUH and providers are recipients of numerous quality awards and other types of recognition, including the illustrative designations below.



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Washington, DC and The Capital Region

Since our capital city's first days, people have traveled to Washington, DC for many reasons. They come to explore the past and to chart new futures. They come to demand change and to be that expert change. They come to grow and experience new adventures. A door has been opened to explore a new opportunity in our nation's capital.



Tidal Basin, Washington DC

Home to world-renowned monuments, memorials, and libraries including the White House, Lincoln Memorial, and Library of Congress, Washington DC offers a high quality of life to all its residents, not just lawmakers. Each vibrant neighborhood offers a unique atmosphere inspired by Pierre L'Enfant's architectural plan built in the image of Paris, where no building is taller than the Washington Monument and the sky can be seen from all corners of the city. Michelin-starred restaurants, casual coffee shops, and eclectic ethnic food make up the culinary landscape of the town, along with access to performance venues that double as heritage sites such as the John F. Kenney Center for the Performing Arts.

The national capital region also welcomes a thriving international community, which makes it a great place to meet people from all over the world. Diplomats from each embassy organize cultural programming during Passport DC – the world's largest embassy open house. Additionally, nature enthusiasts love the running, boating, hiking, and biking trails that are well-preserved by the national park service as part of DC's mission to balance urban and natural living within the design of the city. The area has a temperate climate across four seasons, highlighted by stunning cherry blossoms that bloom along the Tidal Basin each spring. Extensive trails along the Potomac River connect the district's neighborhoods with Arlington, Alexandria, Bethesda, and Great Falls along the Virginia and Maryland banks. DC and Arlington consistently rank in the top 5 fittest cities in America annually.

The greater Washington area includes the suburbs of Virginia and Maryland which are home to commuters inside and outside the I-495 loop. Montgomery, Arlington, Alexandria, and Fairfax Counties are just four of the many jurisdictions that offer good schooling, spacious homes, extensive healthcare options, and easy access to the city. Within a two-hour driving radius are beaches, mountains, and Virginia wine country. The I-95 corridor and Amtrak provide quick access to New York, Philadelphia, Baltimore, Richmond and other east coast cities, along with three major airports. It's not hard to imagine calling DC home sweet home.



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Reporting Structure

This position reports to MedStar Health's Executive Vice President and Chief Financial Officer with a dotted line to the President of MedStar Georgetown University Hospital.

Susan Nelson

Executive Vice President and Chief Financial Officer, MedStar Health

Susan K. Nelson is the system EVP and CFO for MedStar Health. She is responsible for systemwide finances including financial reporting, financial planning, revenue cycle, capital management, bond financing, investment activities, performance improvement, analytics, managed care contracting, and business development.

She joined MedStar Health in 2005 as the Vice President of Financial Operations, bringing with her 15 years of experience in accounting and auditing. Prior to joining MedStar Health, she served as senior manager of Assurance and Advisory Business Services for Ernst & Young, LLP where she managed assurance services and client relationships for not-for-profit healthcare systems.

Nelson holds a Bachelor of Science in business administration with a major in accounting from The Ohio State University. A certified public accountant, Nelson is also a member of the Maryland Association of Certified Public Accountants (MACPA), Association of International Certified Professional Accountants (AICPA), and the Healthcare Financial Management Association (HFMA). Additionally, as part of the MedStar Executive Development Institute, she received a certificate in leadership from Georgetown University and completed the MedStar Accelerated Leadership Program receiving a certification from The Wharton School Aresty Institute of Executive Education at the University of Pennsylvania.

Currently, Nelson serves on the board for Chesapeake Regional Information System for Our Patients (CRISP), Maryland's statewide health information exchange; the HFMA, which equips its 100,000+ members to navigate a complex healthcare landscape; and The Craneware Group, a leading provider of revenue integrity and 340B management solutions. She previously served as the chairman of the board of directors for the American Red Cross Blood Services Board of the Central Ohio Region and as a member of the board for the Greater Chesapeake Chapter of the Juvenile Diabetes Research Foundation.



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Lisa Boyle, MD

*President, MedStar Georgetown University Hospital
Senior Vice President, MedStar Health*

Dr. Boyle is the President of MedStar Georgetown and SVP for MedStar Health. She is a board-certified surgeon at MedStar Georgetown University Hospital specializing in thyroid and parathyroid surgeries. She earned her medical degree from the Georgetown University School of Medicine, completing her residency at Beth Israel Deaconess Medical Center. Dr. Boyle is actively involved in research in the areas of thyroid disease and thyroid cancer with a number of scholarly journals publishing her research.

Before coming to MedStar Georgetown, Dr. Boyle spent 20 years at MedStar Washington Hospital Center, where she performed an average of 350 surgeries per year. Because she considers herself a physician and surgeon first, Dr. Boyle continues to treat patients and perform nearly 200 surgeries per year at MedStar Georgetown in addition to her administrative responsibilities. Dr. Boyle partners with patients and colleagues alike, focusing on shared decision-making and a collaborative approach to care.

Dr. Boyle is also actively involved in research in the areas of thyroid disease and thyroid cancer. A grant from a former patient provides funding for a full-time research fellow to study innovative treatments for thyroid cancer, including medications used to treat HIV.

Supervisory Role

This leader is responsible for oversight of four to five direct reports including Directors and Executive Directors over finance, patient services management, health information management, materials management and central distribution, and revenue cycle improvement.



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Position Summary

The VP, Finance and CFO serves as the primary financial officer for MedStar Georgetown University Hospital. Major responsibilities include developing and maintaining a strategic financial plan as well as annual operating and capital budgets, financial analysis of new programs, review of all financial reporting and analysis reports, decision support, review of patient revenue activities, and oversight of financial and government reporting compliance. This leader is responsible for directing the fiscal functions of the MedStar Georgetown University Hospital in accordance with industry-appropriate financial management techniques and practices in partnership with MedStar's Professional Support Services Center.

Primary Duties and Responsibilities

- Functions as an integral part of the overall MedStar Health finance team.
- Works closely with MGUH leadership and the health system finance team to promote good stewardship of MGUH resources.
- Working through the management team and physicians, serves as a resource to help enhance revenues; reduce costs; achieve effective utilization and quality goals and objectives; and analyze and utilize information to develop and support management decisions.
- Directs a comprehensive budget process for MGUH including prioritized project submissions for the capital budget.
- Performs monthly financial review and analysis of operating results for MGUH. In conjunction with MedStar Professional Support Services Center (PSSC) coordinates the preparation of monthly financial analyses reports and variance analyses.
- Directs the preparation of financial projections for new projects, major capital expenditures, or proposed changes in operations.
- Provides leadership in the development and the continuous evaluation of short and long-term strategic financial objectives for MGUH. Develops, implements, and periodically updates a strategic financial plan/long range financial forecast, in collaboration with the system finance team.
- Interprets current financial trends and responds with appropriate action to improve financial results. Provides timely and accurate analysis of financial data, reports, and trends on a routine basis and as requested by management and others.
- Supervises and provides leadership and mentoring to fiscal and other staff, develops and establishes policies and procedures in alignment with system polices and procedures, establishes goals for professional development of staff, and participates in succession planning for fiscal staff.
- Maintains customer service standards consistent with MedStar Health customer service standards.



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- Helps coordinate revenue cycle initiatives in collaboration with PSSC.
- Serves as the liaison with the MedStar parent corporation, the PSSC and its subsidiaries (hospital and other MedStar entities) on financial related topics and issues.
- Consistently demonstrates support for compliance in the performance of job duties and responsibilities by (a) developing and maintaining knowledge of, and performing job functions in compliance with, rules, regulations, policies, and statutes that affect his/her job; (b) maintaining knowledge of and performing job functions in compliance with MedStar Health, MGUH policies and procedures; and (c) reporting compliance concerns in an appropriate and timely manner.
- Develops, in conjunction with PSSC, and manages MGUH key financial performance indicators and works with entity management in improving financial results using such indicators.
- Collaborates to integrate MedStar system level business transformation initiatives into MGUH operations. Identifies and advances entity specific business transformation initiatives. Develops and contributes to the achievement of established department goals and objectives and adheres to department policies, procedures, quality standards, and safety standards. Ensures compliance with hospital/facility policies and procedures and governmental/accreditation regulations.
- Participates in multidisciplinary quality and service improvement teams as appropriate. Participates in meetings, serves on committees, and represents the department and hospital/facility in community outreach efforts as appropriate.
- Represents MGUH with external stakeholders as necessary including DC Hospital Association and the DC Department of Healthcare Finance.

Candidate Qualifications

Education and Licensure

- Bachelor's degree required (accounting or finance preferred).
- MBA and/or CPA preferred.

Experience

- 10+ years of progressive financial career track record in complex integrated healthcare systems is required.
- Demonstrated experience in a key financial leadership position.
- Teaching hospital or academic medical center background strongly preferred.
- Verbal and written communication skills.
- High-energy team-oriented, forward thinking financial executive who is committed to excellence.
- Assertive, proactive, and engaging management style.
- Ability to work in a fast-paced, complex, integrated healthcare environment.



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Compensation

An attractive compensation, benefits, and relocation package will be offered commensurate with the candidate's experience, with an annual base salary range of ~\$300,000 to \$400,000 plus a generous annual incentive bonus program.

Contact

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