

MARK HINGTGEN, MPPA

+1 (319) 430-1104 | hingtgenm@gmail.com | www.linkedin.com/in/mark-hingtgen-a0ab8417/

HEALTHCARE EXECUTIVE

Executive with broad-based operational and financial experience at major academic medical centers. Strong experience in long-range financial planning, capital planning and financing, operational budgeting, and business analytics. Track record of successfully managing the fiscal and operational challenges surrounding the tripartite missions of an academic medical center. Board experience presenting to governing boards and serving as an integral board member helping shape the strategic direction of organizations in the healthcare and insurance industries. Known for collaborative decision-making with integrity and a balanced perspective.

- **Financial Expertise.** Develops financial strategies by evaluating market trends and internal data patterns, monitoring expenses, and maintaining budgetary discipline while supporting and aligning with organizational strategic objectives.
- **Operational Excellence.** Leverages data-driven insights to advise senior leadership on operational excellence and financial performance. Leads financial management of large-scale, enterprise-wide transformations, achieving programmatic investments and savings through process and organizational restructurings.
- **Team Leadership & Collaboration.** Develops high-performing, cross-functional teams and reduces employee turnover through team building and mentorship. Advisor on key negotiations and investments for organizations.

PROFESSIONAL EXPERIENCE

Kada Health

2023 – Present

Kada Health offers consulting, advisory and management services, program development expertise, and interim CEO and turnaround leadership to help providers achieve near-term success and long-term performance.

Principal

Expertise in health care financial planning, operational management, and managing enterprise-wide transformations, in professional practice, health system and academic enterprises. Committed to shaping the future of health care organizations through advisory support for business development, operational management, and other key programmatic investments.

JOHNS HOPKINS UNIVERSITY SCHOOL OF MEDICINE, Baltimore, MD

2017 – 2023

Medical school of Johns Hopkins University, a private research university that consistently ranks among the top medical schools in the US.

Vice President and Chief Financial Officer

Responsible for the oversight of accounting, budgeting, and capital investment plans of the \$2.9B medical school, providing financial management, business operations support, and planning for the education, research and clinical enterprises.

- Served as an active member of the steering committee that obtained re-accreditation of the Johns Hopkins School of Medicine,
- Improved research compliance programs within the School of Medicine including research subject reimbursement, recurring transaction review and certification, and timely financial status reporting.
- Negotiated financial agreements that integrate operations with those of hospitals and affiliates in the health system corporation. Active member of steering committee managing the development of a new institutional funds-flow model.
- Improved the market competitiveness of compensation of faculty and staff by enhancing clinical revenue and affiliated health system support.
- Provided expertise and support to the successful renegotiation of major payor contracts.
- Supported strategic growth plans, including:
 - the development of a new financial model for the creation of jointly governed Johns Hopkins Health System

- and School of Medicine clinical service lines;
- the collaboration with health system leadership to expand market presence in the National Capital Region and Northern Virginia;
- the development of financing plans for Greenspring Station Medical Office Buildings, the CMSC-North Tower Research Building, and the Reproductive Endocrine Center.
- Spearheaded the School's financial response to COVID-19 pandemic, including:
 - analyzing the impact on revenue, operating expenses, and cash flow through stages of the pandemic;
 - planning and executing financial strategies around recovery and resumption of elective surgeries;
 - obtained federal funding through CARES Act to support cost structure and avoid reductions in healthcare staffing.

UNIVERSITY OF IOWA HEALTH CARE, Iowa City, IA

2007 – 2017

Represents the health system encompassing the school of medicine and teaching hospital affiliated with the University of Iowa.

Assistant Vice President, Finance

Responsible for strategic financial planning, accounting, budgeting, and capital investment plans. Provided business support and planning services for the entire \$1.9B enterprise comprising the University of Iowa Hospitals and Clinics, the University of Iowa Physicians, and the Carver College of Medicine.

- Served as a member of the UI Health Care Steering Committee that developed an Accountable Care Organization and the University of Iowa Health Alliance and led M&A financial due diligence related to additional network opportunities involving the purchase of private physician practices and affiliations with regional hospital partners.
- Served as a member of the Executive Leadership Team that implemented the EPIC Resolute and Cadence system revenue cycle and scheduling systems.
- Developed financial pro formas related to several key capital investments, including:
 - Iowa River Landing, 150,000 sq. ft. offsite ambulatory clinic facility, a first of its kind multispecialty clinic building for the University of Iowa;
 - Pappajohn Biomedical Discovery Building, a 200,000 sq. ft. research facility dedicated to high-risk, high-reward research;
 - Children's Hospital, 200,000 sq. ft. hospital facility dedicated to pediatric inpatient and outpatient care.
- Developed and implemented a business model to create the University of Iowa Heart and Vascular Center by combining the professional and technical clinical operations and finances of the Cardiology, Cardiothoracic Surgery, and Vascular Surgery service lines.
- Combined the budget and accounting functions of the University of Iowa Hospitals and Clinic, University of Iowa Physician Group, and the Carver College of Medicine.
 - Implemented a new budgeting and long-range planning software that transitioned existing processes and tools to a unified application for the entire UI Health Care enterprise, including both clinical and academic operations.

CARVER COLLEGE OF MEDICINE, UNIVERSITY OF IOWA, Iowa City, IA

2004 – 2007

School of medicine and public teaching hospital affiliated with the University of Iowa.

Assistant Dean for Financial Affairs

Responsible as Chief Financial Officer for the Carver College of Medicine and University of Iowa Physician Group (UIP) for the central management and control of a \$500M budget, including all College of Medicine and UIP finances.

- Increased the unrestricted reserve balances of the College by \$16M over two years by improving the operational performance of the practice plan revenue cycle and moving the practice plan operational income from a loss position to a surplus.
- Developed the research investment plan that funded more than \$40M annually in capital building and renovation projects, Department Executive Officer recruitments, research startups, and research bridging commitments.

DEPARTMENT OF RADIOLOGY, CARVER COLLEGE OF MEDICINE, UNIVERSITY OF IOWA

1999 – 2004

Assistant Director, University Iowa Hospital & Clinics, 2001 – 2004

Assistant to the Chair, 1999 – 2001

Responsible for all radiology finances and operations for the college and hospitals.

- Managed a \$22M college budget and a \$90M hospital budget consisting of 10 physician specialty sections and their training programs, eight hospital modalities, three allied health education programs, and their related research programs.
 - Prioritized and implemented a five-year, \$30M capital equipment replacement plan service after no major capital upgrades in more than a decade.
- Exercised administrative oversight for ~300 employees who supported the clinical and academic operation.
 - Worked with technical directors to develop creative strategies for employee retention and recruitment during a period of acute shortages of radiologic technicians in the market.

DEPARTMENT OF INTERNAL MEDICINE, CARVER COLLEGE OF MEDICINE, UNIVERSITY OF IOWA

Financial Manager, 1994 – 1999

Responsible for all accounting, budgeting, and patient billing for an \$80M budget covering a diverse set of clinical, research, and teaching services, and supervised all managers and support staff in these areas.

- Successfully identified a 10% reduction in operating expenses across five hospital clinic budgets, including cardiology clinic and labs, pulmonary labs, and the medicine specialty clinic.
- Improved clinical charge capture and coding process by implementing concurrent inpatient documentation review, developing a consult and census tracking database, and conducting coding and denial reviews.

WASHINGTON UNIVERSITY SCHOOL OF MEDICINE, St. Louis, MO

1988 – 1994

Medical school of Washington University in St. Louis, a private research university, consistently ranked among the top medical schools in the US.

DEPARTMENT OF NEUROLOGY

Manager of Administrative Services, 1991 – 1994

Acting Business Manager, 1989 – 1991

Senior Departmental Accountant, 1988 – 1989

Responsible for clinical and research operations, finance (including budget development, financial accounting and reporting, payroll, space management, and clinic operations), and human resources.

- Managed a budget that more than doubled from \$7.1M to \$15M over three years.
- Merged the Pediatric Neurology, Jewish Hospital Neurology, and Jewish Hospital Rehabilitation services into clinical and research operations, contributing an additional \$1M annually to clinical net revenue and adding Developmental Neurology and Neuro-Rehabilitation to established Adult Neurology service.
- Assisted the Department Chair in negotiating an \$8M privately funded contract to establish the Center for the Study of Nervous System Injury.
- Led the conversion of the department's standalone billing system to the IDX-BAR system implemented by the school's entire practice plan.

BOARD EXPERIENCE

Sarnoff Cardiovascular Research Foundation (McLean, VA), Board Member, Finance Committee (2021 – Present)

The mission of the Sarnoff Cardiovascular Research Foundation is to develop the next generation of leaders in cardiovascular innovation, research, and medicine by providing mentored research experience and a lifelong community.

MCIC Vermont (Atlanta, GA), Board Member (2017 – 2023), Finance Committee Chair (2021 – 2022)

An insurance group providing medical professional and general liability insurance coverage to 10 large academic medical centers including more than 16 hospitals and covering 18,000 physicians and 50,000 individual employees, with over \$500M in annual premiums.

PRIORITY PARTNERS MCO (Hanover, MD), Board Member (2018 – 2023)

Maryland's largest Medicaid insurance plan providing healthcare services for over 200,000 Maryland residents.

JOHNS HOPKINS CARE AT HOME (Baltimore, MD), Board Member (2018 – 2023)

Provider of care in the home and community settings in the greater Baltimore region.

TEACHING EXPERIENCE

The University of Iowa College of Law (Iowa City, IA)

Guest Lecturer: *Economics of Health Care Reform*, 2012 – 2014

University of Iowa College of Public Health - Masters in Healthcare Administration (Iowa City, IA)

Instructor: *Health Care Financial Management*, 2016 – 2017

Guest Lecturer: Long Range Planning and Budgeting, 2013 – 2014

EDUCATION

University of Missouri (St. Louis, MO), Master of Public Policy Administration – Finance and Economics

Iowa State University (Ames, IA), Bachelor of Arts – History