

TIM GALLAGAN

NEXT LEVEL NOW, INC. 16 PEASE BOULEVARD, PORTSMOUTH, NH 03801 (603) 433-4783 tgallagan@nextlevelnow.net

■ SKILLS & SUMMARY

- BUDGETING
- FINANCIAL REPORTING
- FINANCIAL ANALYSIS
- PROCESS IMPROVEMENT
- DATA MINING
- PROJECT MANAGEMENT
- COST REPORTING
- CHANGE MANAGEMENT
- STRATEGIC PLANNING
- TEAM LEADERSHIP
- TRAINING & DEVELOPMENT

■ PROFESSIONAL EXPERIENCE

CHIEF FINANCIAL OFFICER, NEXT LEVEL NOW, Inc., Portsmouth, NH May 2020-Present
CFO for Next Level Now's clients which offers strategic financial services to mid-size enterprises.

- > Responsible for strategic operations, turnaround management, cash management, private equity funding, and M&A for Next Level Now's clients.

CHIEF FINANCIAL OFFICER, NORTHWESTERN COUNSELING & SUPPORT SERVICES
St. Albans, VT 2016-2020

Served as the financial voice on a management team of 7 professionals. Oversaw general accounting, grant accounting, cost accounting, Developmental Services Waiver accounting, budgeting, accounts receivable, accounts payable, and financial analysis.

- > Presented monthly financial report to Agency Board of Directors. Attended Executive Committee meeting and present highlights of critical issues affecting all major policy decisions.
- > Implemented change in expense approval procedure estimated to save all line supervisors 30-60 minutes bi-weekly while
- > Developed methodology for a uniform measure of organization productivity.
- > Developed, jointly with Human Resources, framework for a global budgetary position control system that simultaneously captures both originating supervisory team and multiple (often in excess of ten) funding sources.
- > Set parameters for restructuring Chart of Accounts to capture all funding streams in format that will allow monthly detailed product line cost analysis. Working with Human Resources and Clinical leadership to adjust recordkeeping to accommodate needed flow of data.
- > Served on IT Security Committee, Employee Benefits Oversight Committee, PERS Steering Committee, Strategic Planning Committee, and co-chair the Administrative Operations Committee.
- > Provided financial guidance to diverse clinical management teams and developed strategies to maximize financial performance of 70 programs financed through 60 varied funding streams

ASSOCIATE DIRECTOR FINANCE, CHILDREN'S SPECIALIZED HOSPITAL, Mountainside, NJ 2001-2012
Rapidly promoted from Manager of Budget and Reimbursement to Associate Director of Finance. Served as a trusted financial advisor and strategic business partner to the CEO, COO and other Senior Management.

- > Secured nomination for and received more than 50 commendations from the CEO for exemplary financial leadership in support of strategic business units that included nursing, medical, inpatient and outpatient therapies, senior leadership, and support.
- > Developed the Finance organization's top performers. Personally trained and mentored team members on the utilization of software and technology that expanded their capabilities and enhanced their performance.
- > Fueled needed process improvement that enhanced revenue tracking, budget management, payroll, P&L management, outpatient volume reporting, operating budget development and professional staff development.
- > Conceived, designed and developed reports that analyze inpatient revenue by individual third party payer, and patient account for Inpatient Rehabilitation and Long Term Care accounts. Reports also provide analysis by service and third party payer for outpatient accounts.
- > Gathered all data and analytics required to complete CMS-2552 cost report and New Jersey Long Term Care Cost report. This included line item detail of charges, payroll, and the trial balance and all required supporting schedules. Worked with

consultants to refine cost filings and maximize reimbursement.

- > Adapting the tool developed in the cost report process, segmented the hospital P&L into service line components enabling senior management to focus efforts on those programs that most required improvement.
- > Implemented budget analysis by product line utilizing hospital's cost report framework.
- > Introduced an annual APR salary upload while enabling its import to the HR and Payroll system.
- > Redesigned payroll processes to facilitate a conversion to Ceridian system while eliminating the need for manual keying as
- > Provided Outpatient volume reporting for the first time in the hospital's history. Developed the methodology, validated data extracted from hospital systems, and provided daily algorithmic budgeting of outpatient services.

SENIOR FINANCIAL ANALYST, AHS HOSPITAL CORP, Florham Park, NJ 1997 – 2001

Served as the Finance Liaison to a behavioral health management team with 7 professionals. Played a key role in improving the cost-effective delivery of service line programs at three campuses. Personally reviewed all financial and related information.

- > Improved the financial position of the service line by 25% based on proven organizational skills and a deep understanding of data flow.
- > Set the foundation for continuous improvement in the Senior Financial Analyst position. Defined the position and its responsibilities for the first time in the organization's history.
- > Delivered a 50% reduction in administrative support operating expenses in first year and an additional 20% in second year. Consolidated budgets and implemented monitoring practices while serving as Director of Administrative Support Services.
- > Cut the Behavioral Health Services budget by more than 18%. Worked in close collaboration with more than 6 services managers to complete new capital and operating budgets for all Behavioral Health Services across the AHS continuum.
- > Enabled comparative analysis of programs to determine best practice and identify trends and opportunities for improvement.

■ EDUCATION

Master of Business Administration – Finance
SETON HALL UNIVERSITY

Bachelor of Science – Accounting
SETON HALL UNIVERSITY

■ **TECHNICAL AND COMPUTER SKILLS**

Advanced knowledge of computers and associated applications including:

Advanced Excel (Pivot Tables, V-Look Up, Macros), Power Point, Word, Sage 500, Sage 50c Quantum, Sage HRMS, Sage Fixed Asset, Yardi Property & Asset Management, SAP, PeopleSoft, CCH ProSystem, Lacerte, Drake Tax and Compliance Software, QuickBooks, Oracle, NetSuite, Coupa, Comdata, Visual Lease, License HQ, Adaptive, Blackline, RIA Checkpoint.