

JEANETTE K. BELZ
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J. K. BELZ & ASSOCIATES, INC.

Principal

November 2000 - Present

Provide tailored contract government relations, facilitation and special business project services to trade and professional associations and individual corporate clients.

WADHAMS & AKRIDGE, P.C.

Director of Government Relations

October 1998 – November 2000

Provided contract government relations and lobbyist services to a variety of individual and trade association clients. Industries and fields represented include gold mining, homebuilding, hospitals and health care providers, workers' compensation and health insurance, mortgage banking, architecture board, computer technology vendor, rural electric cooperatives etc.

- Developed and maintained relationships with legislators, the Governor's office and state and local government agencies to achieve objectives established with clients.
- Actively participated in the political process in Nevada.
- Testified before the legislature and government agencies on behalf of client positions. Drafted bill language and negotiated amendments and compromises.
- Strategized with clients to develop goals and desired legislative and regulatory outcomes and how to attain them.

NEVADA ASSOCIATION OF HOSPITALS AND HEALTH SYSTEMS

President and CEO

August 1995 - September 1998

Responsible for the development and implementation of all programs, services and initiatives for a health care trade association representing thirty-five (35) members, including acute and specialty hospitals and managed care organizations. Reported directly to the association's Board of Directors comprised of hospital CEOs.

- Served as the association's spokesperson and representative to the Nevada state legislature and congressional delegation, government bodies and the media. Significantly increased the visibility and respect for the association among Nevada's influential leaders, policy makers and the press.

NEVADA ASSOCIATION OF HOSPITALS AND HEALTH SYSTEMS *(continued)*

- Guided the membership through a strategic planning process resulting in a redefinition of the term “member”, a restructuring of the dues and governance system and the adoption of a relevant and up-to-date mission and vision statement.
- Revamped and updated the internal operation including the hiring and retention of competent staff and the implementation of computer technology.
- Conducted several successful Political Action Committee fund-raising campaigns which resulted in a 33% increase in contributions.

NORTHEASTERN NEW YORK HOSPITAL COUNCIL

Senior Vice President

December 1990 - August 1995

Advocated on behalf of twenty-nine (29) hospitals with health related organizations and governmental regulatory agencies. Reported on several projects directly to the Board of Directors comprised of member hospital CEOs.

- Secured \$280,000 in grant funding for development of a two-year clinical quality improvement project.
- Managed the development, implementation and operation of a joint hospital transcription service.
- Negotiated contracts with third party payers, private vendors and the State of New York.

BLIND ASSOCIATION OF WESTERN NEW YORK

Executive Vice President

October 1989 - December 1990

Directed the day-to-day operation of all divisions, including manufacturing, rehabilitation, public relations/fund raising and finance of a \$3 million rehabilitation organization for the visually impaired. Reported on several projects directly to the Board of Directors comprised of community leaders.

Director, Administration and Operations

March 1987 - October 1989

Line responsibility for fiscal management, forecasting, personnel and special projects.

- Applied for and received a \$1.4 million loan from the U.S. department of Housing and Urban Development (HUD) to build an apartment building designed for the blind and visually impaired.
- Oversaw and coordinated preparation for, and successful completion of, national accreditation.

BLIND ASSOCIATION OF WESTERN NEW YORK *(continued)*

- Negotiated a contract with the Service Employees International Union (SEIU) which represented the manufacturing work force.
- Secured local, county, state and United Way funding for a preschool for blind and visually impaired children.

HOSPITAL ASSOCIATION OF NEW YORK STATE

Director, Utilization Information Services

October 1985 - October 1986

Responsible for marketing division conducting a full range of activities in the promotion of health care information systems.

Manager, Management and Planning Services (MAPS)

January 1985 - September 1985

Directed the development and maintenance of an 80+ member client database, serving as liaison in support of financial software products.

Senior Consultant, Management and Planning Services (MAPS)

March 1983 - December 1984

Responsible for providing technical assistance to clients in hospital reimbursement, including financial feasibility studies and support of computer modeling systems.

MECHANICAL TECHNOLOGY, INC.

Market Analyst

January 1982 - February 1983

Assisted in marketing efforts of product divisions. Conducted market research projects and customer satisfaction surveys.

EDUCATION

MBA - 1981
Union University, Institute of Administration
and Management

BA - Economics, 1979
State University of New York at Albany
Phi Beta Kappa
Summa Cum Laude

References available upon request