

Scott L. Hopes, D.B.A., M.P.H.

Manatee County, FL 34243 | [REDACTED]

VISIONARY & COMMUNITY FOCUSED EXECUTIVE

Executive Leadership (30+ Years) | Governmental Relations (35+ Years) | Public Health Policy | Budget Management

Trusted board advisor and executive collaborator, who blends a strong knowledge of the state and local political landscape, executive leadership, and strong private business acumen to create solutions to complex problems.

Noted advocate for strong public health programming, with a hybrid understand of the key factors in Federal, State, and local government response to health issues and an advanced degree in public health.

An ardent believer in Manatee County's potential, holding current elected office, and can craft comprehensive operating strategies to meet a bold agenda for change in the community.

Signature Strengths

Operations Administration Special Project Management Business Process Improvement	Annual Budget Development Capital Improvement Budgets Cost Reduction & Control	Board & Stakeholder Relations Consensus & Team Building Community Relations & Projects
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Professional Experience

HMD Healthcare Corp./Healthcare Management Decisions, Inc. St. Petersburg, Miami, Sarasota & Tallahassee, FL

Chairman & Chief Executive Officer 1989 – 1999 & 2001 – Present

Serve as the founder, chief visionary, and active leader for a healthcare-focused management and consulting services firm that has adjusted to shifting market demand since inception and offered a wide array of customer focused solutions.

- Continually focused on creating key profitability drivers for the company and building business service lines that have unlocked millions in new revenue.
- Initially co-founded to deliver analytical insight and big-data decision making to healthcare companies and hospitals, the organization transitioned into lobbying for these clients on a variety of issues.
- Served as the University of South Florida, College of Medicine, Consultant and Registered Lobbyist, resulted in inclusion in Medicaid Low Income Pool and increased Medicaid Supplemental Physician (UPL) payments totaling more than a \$35 million a year increase in state funding.
- Represented the Florida Association of Community Health Centers as a Consultant and Lobbyist on Medicaid reimbursement and data reporting. Achieved inclusion in the Medicaid Low Income Pool providing member Federally Qualified Health Centers with more than \$365 million over the past 10 years; received the Wendell N. Rollason Award for Outstanding Contribution to Community Health Centers.
- Provided consulting and government engagement for education and healthcare industry clients, including University of Central Florida, Columbia/HCA Healthcare Corp, Humana, Inc, Pfizer, Inc., Johns Hopkins All Children's Hospital, and many other noted organizations and institutions.
- Led the company to the successful acquisition of the it's 1st hospital in Destin, Florida in 1994; subsequently sold organization refocused organizational capabilities into primarily consulting services.

CliniLinc Diagnostics LLC, Inc. Tampa, FL & Taipei, Taiwan

Chief Executive Officer 2020 – 2021

Responded to the onset of Covid 19 by expeditiously launching a global importer of Anti-body testing equipment and personal protective equipment (PPE).

- Navigated various import requirements, regulatory practices, and the shifting landscape of business operations during a global pandemic to successfully supply needs items to organizations in Florida.

CliniLinc, Inc. Miami, FL & Dublin, Ireland

Chairman & Chief Executive Officer 2010 – 2019

Co-Founded and led a US and Ireland based health and medical information services and technology company that specialized in the development and delivery of integrated healthcare solutions and clinical applications for a broad base of medical and clinical environments.

- Quickly delivered an organizational strategy that initiated and managed extensive international business deployment and work force development with Enterprise Ireland and Enterprise Florida in Spain, Australia, Ireland, Germany, United Kingdom, Scotland, Netherlands, and Taiwan.
- Executed CliniLinc's acquisition of a 49% interest in a technology company based in Dublin, Ireland and secured an Enterprise Ireland business grant.
- Accelerated Dublin company's growth into the USA and Australian healthcare markets which resulted in a successful IPO on the Australian Exchange with an initial raise of AUD \$62.4 million.
- Accomplished an initial and successful deployment of CliniLinc's systems in 18 post-acute-long term care facilities totaling more than 2,000 beds across three U.S. States, including Florida, in a 24-month period.

MediLinc Distribution Limited Dublin, Ireland

Chief Executive Officer, Director & Shareholder 2009 – 2016

A multi-faceted company that held exclusive distribution rights to Lincor Solutions Limited of Cork, Ireland, technologies for specific USA markets. Poised the organization for a successful entry into the US market, managed P&L, and directed overall business operations, services, and cultural growth.

- Led the US entry efforts, bringing in a unique medical information technology with global distribution capabilities across the globe, including UK, France, Spain, Netherlands, Switzerland, and Canada.
- Negotiated a multihospital contract with Hospital Corporation of America (HCA) to implement Lincor technologies and integrate into their electronic health information system.
- Implemented first Florida hospital in Miami, Florida. Following the Miami success, Lincor secured a \$9.5 million equity investment from Edison Ventures.

HMD Airways, Inc. Miami, FL

Chairman & President 2010 – 2013

Founded a Miami based fractional aircraft ownership and corporate flight department management company that grew encompass a fleet of 10 jets and deliver comprehensive corporate flight services.

- Administered all business operations, including crew, maintenance, management, hangar and line services for companies in South Florida and South America.
- Held a FAA Airline Transport Pilot Certificate with turbojet type ratings.
- Sold business to International Flight Services, Inc. in July 2013.

Nationwide Laboratory Services, Inc. Fort Lauderdale, FL

NLS, Inc is a clinical laboratory providing services in the USA, Puerto Rico, & the Virgin Islands.

Vice President, Corporate Development & Government Relations 2004 – 2005

Consultant & Lobbyist 2001 – 2004

Served as the key executive responsible for the expansion from a specialty dialysis laboratory to a diversified general medical, community health center, and Medicaid contracted laboratory in 37 states.

- Oversaw the development and negotiations of clinical laboratory services contracts with 3rd party payers, local, state and federal government plans and Federally Qualified Health Centers.
- Developed and implemented strategic business plans for diversification from end stage renal disease laboratory services to comprehensive clinical laboratory services.
- Managed the construction and staffing of a new 100,000 square feet laboratory in Fort Lauderdale.

Vivra, Inc., (nka DaVita)/Vivra Specialty Partners (VSP) San Mateo, CA

Vivra was traded on the NYSE and the 2nd largest provider of dialysis treatment services in the US.

Senior Vice President, East Coast Operations 1996 – 1998

Brought on to the organization as the executive to serve as its advocate, guide, and operational leader for the Eastern United States and engage on political interests and regulatory matters for the organization's 262 centers in 28 states and the District of Columbia, including a position of responsibility for the 3000-member Physician Specialty Network.

- In 1997 Vivra merged with Sweden's Incentive AB. Incentive paid nearly \$1.6 billion. At the same time, Vivra sold off its physician specialty network (VSP) business for \$85 million to a three-way partnership that included San Francisco-based Texas Pacific Group, Bain Capital, and Hellman & Friedman Capital Partners.

Ernst & Young	Miami & Tampa, FL
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Senior Consultant, Health Care Planning and Operations Practice	1988 – 1989
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Recruited for and served as an SME and senior consultant to key clientele on developing health and medical care delivery systems and medical infrastructure needs analysis for investment and expansion purposes.

- Developed the medical infrastructure needs projection for St. Mary's, GA in preparation for the base growth of Kings Bay Naval Submarine Base with the arrival of the new Trident Submarine Fleet.
- Completed feasibility study for Palm Bay Hospital, Florida; executed operational and financial assessments of hospitals and managed care organizations and conducted demand forecasts.
- Managed the development and implementation of mainframe-based analysis and reporting system for analyzing the Florida Health Care Cost Containment Board.
- Prepared testimony for Certificate of Need appeals of new and competing open-heart surgery and cardiac catheterization services at general hospitals.

Tampa General Hospital	Tampa, FL
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Administrator, Special Projects and Night Operations	1987 – 1988
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Planning Administrator	1987
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Market Research Analyst	1986 – 1987
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Secured a series of rapid promotions due to performance; placed in position of trust and leadership, serving as the night administrator for the operations of a 1.8M sq feet, 1000 bed facility that was the 2nd largest hospital in the state of Florida at the time. *Select accomplishments from tenure include:*

- Managed the deactivation of Hillsborough County Hospital and merger of its beds, services and personnel into Tampa General on Davis Island.
- Planned and organized a Transfer Center which handled the transfer of medically needy tertiary care patients (from surrounding counties) to TGH. Developed the aero-medical transport program
- Appointed Consultant to the Governor of the State of Florida to assess communicable disease and AIDS incidence, prevalence, and transmission in the State's Department of Corrections and its Hospital and Reception Centers.
- Appointed by Governor Bob Martinez to assess AIDS in the Florida Department of Corrections facilities.
- Coordinated the development of the "CarePlan" Medicaid Managed Care Plan for Hillsborough County.
- Served as the Project Director for the Robert Wood Johnson Foundation's grant application.

Hillsborough County Public Schools	Tampa, FL
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Science Teacher & Department Chairman, Hillsborough County School Board	1984 – 1986
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Department Chair, McLane Junior High & Burns Junior High	1985 – 1986
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Substitute Teacher	1981 – 1984
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- Championed student success, comprehension, and inclusion in the learner process; developed classroom tactics and learning strategies as educator and implemented through the department(s).

Political & Government Appointments & Elected Office

School District of Manatee County	Bradenton, FL
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School Board of Manatee County is led by an elected 5-member board overseeing County's largest employer

Board Member and Chairman (Elected Official)	2017 – Present (November 2022)
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Chairman	2017 – 2018
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Appointed in July 2017 by the Governor to serve the remainder of a vacant term and was unanimously elected Chairman November 2017. Campaigned for and was successfully elected by a Manatee county wide electorate in the November 2018 General Election to a full four-year term ending in November 2022. *Noted Achievements to date include:*

- Managed the replacement of the Superintendent and new administrative team following the resignation of the Superintendent and an investigation into the enterprise resource planning system integration and implementation.
- As Chairman, governed an annual 220M capital construction expenditure budget; district completed construction of a new high school, middle school and elementary school, on time and on budget.
- Influenced and directly participated in improving the fund balance of the organization from 3.1%, \$14.4 million in 2016 to 5.7%, \$38 million in 2020.
- Championed and personally participated in specific changes resulting in dramatic Moody's Bond ratings improvements from Baa2 to A2 and S&P Global rating increased from BBB+ to AAA.
- Initiated and lead the creation of the University of South Florida (USF) Dual Enrollment Partnership to bring USF courses into all School District of Manatee County High Schools in August 2019.
- Presided over board which directed strategic initiatives resulting in student success gains and school grade improvements including:
 - District moved from a state performance rank of 41st in 2015-16 to 28th in 2017-19 and the graduation rate rose to 85.4% in 2017-18 from 76% in 2015-16.
 - District moved from 53%, a "C" grade in 2015-16 to 58%, a "B" in 2017-18 and expects an "A" district grade in 2020.

Florida Agency for Health Care Administration	Tallahassee, FL
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Director, Office of Health Policy	1999 – 2001
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Recruited by Governor Jeb Bush. As Director of the state agency division responsible for the development and implementation of health care policy, facility regulation, State of Florida Health Plan, research and management for the State of Florida.

- Leveraged business acumen and public health expertise to lead the office, manage a \$15B budget, and was rewarded for efforts with the Individual and Department Davis Productivity Award.
- Coordinated policy related to issues such as child health, access to health insurance, managed care, health care information systems, technology assessment, and health care quality assurance systems.
- Worked across diverse groups and conscious stakeholders; developed and executed the Agency's strategic plan and led numerous staffing Commissions, Work Groups, and Task Forces.

Florida Agency for Health care Administration	Tallahassee, FL
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Bureau Chief, Certificate of Need and Financial Analysis	July 1999 – December 1999
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Key Administrator, oversaw the regulatory resources of the State of Florida regarding all health care Certificate of Need programs and financial issues.

- Oversaw a healthcare market involving more than \$174 billion in health care expenditures and ensured that regulatory requirements for health care providers were obtain from the state.
- Delivered regulatory oversight to hospices, skilled nursing facilities, intermediate care facilities for the developmentally disabled, new hospitals, inpatient psychiatric facilities, and certain hospital services.

Academic Experience

University of South Florida, Muma College of Business	Tampa, FL
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Assistant Professor, Information Systems & Decision Science Department	2020 – Present
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Adjunct Faculty, Instructor, Information Systems & Decision Science Department	2018 – 2020
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Adjunct Researcher, College of Public Health	1992 – 1996
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- Lead university instruction for Master and Doctorate programs; coursework included Research in Accounting (ACG 7980.081), Management and Organizations (MAN7980.080), and Marketing (MAR7980.080).

Professor 2019 – 2021

- Led university instruction for Master and Doctorate programs; coursework included Health Policy Formulation, Implementation and Evaluation (5040 MH1), Health Care Qualitative Analysis (DH 6070), Health Care Organizational Compliance (DH 7080), and Public Health Program Development and Assessment.

Board & Committee Appointments

FL PALM (formerly Florida Education Investment Trust Fund (FEITF)) Orlando, FL

FL PALM is a State approved investment fund with \$3.2B in assets that is governed by the trustees.

Trustee and Board Member 2019 – Present

Deliver administrative oversight and program guidance to the actions of all service providers, professional advisers, and consultants for the portfolio and render decisions on policies.

- Organize key stakeholders and decision makers, building consensus on policies that have allowed the fund to achieve a 1.73% 7-day yield and maintain a AAA rating by Standard and Poor’s.

University of South Florida System Tampa, FL

The USF System is a 3-member institution separately accredited by SACSCOC and service 50K+ students.

Trustee and Board Member June 2013 – July 2017

Selected for this Gubernatorial appointment and successfully obtained senate confirmation; served on the Finance Committee, Health Workgroup, and was Vice Chairman of the Strategic Initiatives Committee.

- Partnered with committee and board members to position the institution for success; since 2015 climbed 44 spots higher from no. 88 to no. 44 on U.S. News and World Report’s list of Best Public Universities in America.
- Obtained ranking for USF in the Top 25 public universities for research expenditure (\$488M+) and 442nd in the nation overall among public and private universities.

Additional Committee Experience Includes:

Member, Board of Directors

Manatee Education Foundation, Bradenton, FL November 2017 – November 2018

Member, Nursing Home Prospective Payment Work Group

Florida Agency for Health Care Administration, August 2017 – December 2017

Advisory Board Member & Member

Milbank Memorial Fund: Reforming States Group, 2000 – 2001

Publisher

Florida Health Care Journal, 2000 – 2001

Member, Board of Directors

Gulf Coast Jewish Family and Community Services, Inc., 1996 – 1997

Chairman, Board of Directors, & Chief Executive Officer

Destin Community Hospital, Inc., Destin, FL, 1994 – 1995

Education

Doctor of Business Administration (D.B.A.), December 2017

University of South Florida, Muma College of Business, Tampa, FL

Master of Public Health (M.P.H.) Epidemiology and Biostatistics, August 1985

University of South Florida, Colleges of Public Health and Medicine, Tampa, FL

Bachelor of Arts (B.A.) Natural Sciences/Biology, April 1983

University of South Florida, College of Natural Sciences, Tampa, FL

Associate of Arts (A.A.) Liberal Arts, December 1980

Gulf Coast State College, Panama City, FL