

Kathryn L. Eckert

Executive Profile

Strong collaborative leader with proven success managing large Agencies in developing, implementing, and achieving strategic goals while partnering with other organizations. Seasoned professional with demonstrated expertise and distinguished track-record overseeing administration, finances, and directing business forecasts for local government Agencies. Highly skilled in preparation, presentation, and analysis of financial reports, budgets, and forecasts while ensuring fiduciary duties and legal requirements are met. Experience in driving program and administrative excellence and improving performance through correcting existing inefficiencies and implementing significant process improvements.

Key Competencies

- Strategic Planning & Implementation
 - Budgeting & Forecast Analysis
 - Financial & Regulatory Compliance
 - Cost Analysis & Resource Maximization
 - Contract Negotiation
 - Process Improvement
 - Staff Development & Training
 - Community Outreach & Engagement
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Professional Experience

Principal Consultant, October 2016–Present

Eckert & Associates –Grass Valley, California

Provides guidance and support to organizations to assist them in identifying and capitalizing on financial opportunities, including government funding structures, and to minimize negative outcomes. Design systems to optimize outcomes and propose recommendations to clients on implementation of process improvements. Teach and train clients on suggested system improvement methods.

- Demonstrated methods that could be used to optimize federal funding for clients in counties across California.
- Mentored non-profit organizations in development of mechanisms that could be implemented to optimize federal funding.

Continuing Professional Education Instructor, April 2020 –Present

University of California Davis, Continuing and Professional Development Department - Davis, CA

Collaborate and develop curriculum and teach courses as needed throughout the State of California. Expertise and area of instruction includes Fiscal Essentials for County Social Services, Health & Human Services and Building Partnerships to Maximize Funding and Services (course in development).

Assistant Director, March 2017–March 2020

El Dorado County Health & Human Services Agency – Placerville, California

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Facilitate, coordinate, and oversee all operations and program administration for Adult System of Care and Behavioral Health programs with approximately one third of the combined Agency budget of \$151 million, and with approximately 150 full-time staff members. Spearhead community outreach, engagement, and consensus building to ensure Agency's mission of inclusivity and enhancing quality of life through keeping residents healthy, self-sufficient, and empowered are met. Adeptly develop and steer annual budget creation, goal-setting and planning, and strategic short-term and long-term projects involving multiple agencies and partners. Speak on behalf of staff, clients, and represent Agency's best interests at internal meetings, external meetings, community outreach programs, and workgroups. Act as liaison and representative for Agency in external meetings with key state and county representatives.

- Successfully negotiated an increase of \$3.9 million in federal funding without local funding required.
- Developed and implemented Drug Medi-Cal Organized Delivery System within the county, which provides services and ensures continuum of care to 40,000 Medi-Cal beneficiaries.
- Successfully ensured Medi-Cal Managed Care provider availability for approximately 32,000 Medi-Cal beneficiaries through advocating and bridging the previously failed Anthem Blue Cross and Marshall Medical (hospital, clinic and network of care) contract negotiations, resulting in an approved contract between the entities for the first time in over eight years.
- Successfully brought opioid treatment into the county through partnering with external agencies, securing funding, and providing community outreach and education, ensuring that the estimated 9,200 county residents who misused opioids had access to treatment.

Deputy Director, July 2015– October 2016

Yolo County Health & Human Service Agency – Woodland, California

Navigated Agency through integration period by developing and implementing effective plans. Communicated with high level officials, both within and outside of the government, legislative personnel, and public and private industry groups on the formulation of policy and programs relating to the Agency's mission. Assigned work to subordinates, set and adjusted short-term as well as long-term priorities, and prepares schedules for completion of work. Monitored annual expenditures and actively developed and steered the preparation of the annual budget.

- Optimized \$190 million budget, including utilizing \$9.7 million of local resources to draw down an additional \$133 million in funding.
- Successfully led efforts to establish a Financial Analysis and Review Subcommittee for the County Behavioral Health Directors Association to increase communication and understanding between counties and the state.

Branch Director, March 2014– July 2015

Shasta County Health & Human Service Agency – Redding, California

Supervised day-to-day operations and administration of Agency, including managing over 900 personnel, preparing comprehensive monthly reports for senior management and state partners, and overseeing Agency finances with a budget of \$164 million. Assisted in annual budget creation, goal setting, and strategic planning. Promoted community outreach and engagement through establishment and fostering of relationships with local partners, stakeholders and government entities. Engaged in literature and legislative reviews and presented proposals and conclusions to legislators, county officials, and supervisors. Ensured Agency compliance with Federal and State mandates.

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- Created cost distribution plan that leveraged approximately 80% federal reimbursement for every \$1 spent.
- Solved \$4 million structural financial deficit

Chief Fiscal Administrative Officer, September 2007– March 2014

Nevada County Health & Human Services Agency – Nevada City, California

Simultaneously led the Fiscal and Administrative Division and the Housing & Community Services Division. Held fiduciary responsibility for the financial integrity, legal compliance, and sustainability of the Agency with a yearly operating budget of \$76 million. Directed all finance activities, including fiscal forecasting, budget development, and planning in accordance with organization's short-term and long-term goals. Negotiated, analyzed, and redlined a variety of complex contracts and contract amendments. Strategically guided and trained a team of twenty staff members to ensure agency goals were met and exceeded.

- Achieved financial stability and funding for Agency by successfully increasing funding reserves to accommodate three years of forecast expenditures in all major program areas.
- Solved multi-million dollar structural deficits in several program areas.

Management Analyst, July 2003– September 2007

Nevada County Executive Office – Nevada City, California

Oversaw approximately half of Nevada County's \$209 million budget as one of two lead analysts who coordinated the entire county budget process under the general direction of the County Fiscal Officer. Developed strategic plans, internal rates/charges, general fund and revenue forecasts, fiscal presentations for Board of Supervisors and the public, culminating in adopting the County Budget. Forecast revenue streams and expenses, analyzed cost options, and made financial recommendations. Analyzed reports and legislation to provide analysis and recommendations to the Board of Supervisors, County Executive Officer or other policy makers. Researched, analyzed, prepared written reports and conducted briefings for labor union negotiations. Led real property purchase transactions and financing through hybrid bond issuance (Certificates of Participation)

- Saved an estimated net present value of \$2 million of program costs over a 20-year timespan through successfully orchestrating the purchase and financing of a county office building instead of continuing to lease space, and added a real property asset to the county.

Education

Masters of Business Administration

University of California, Davis – Davis, California

Bachelor of Science in Business Administration

California State University – Chico, California