



# City of Santa Fe, New Mexico

# memo

**DATE:** July 2, 2015  
**TO:** City Council  
**FROM:** Mayor Javier M. Gonzales  
**RE:** Appointments

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I would like to make the following appointments:

**Community Hospital and Health Care Study Group**

John C. Beeson, MD, MBA, FAAFP (CHRISTUS St. Vincent Chief Medical Officer) (Resume attached)  
David L. Delgado (SVH Support) (Resume attached)

# John C. Beeson, MD, MBA, FAAFP

505.913.3361  
455 St. Michael's Drive  
Santa Fe, NM 87505

## SUMMARY

Physician executive with twenty years of senior management and leadership experience. Extensive knowledge of hospital administration, healthcare administration, physician practice management, managed-care systems, contracting, quality management, risk management, and medical information systems. Knowledge of both JCAHO and NCQA accreditation procedures as well as continuous quality improvement and lean methodology. Considerable experience in physician recruitment, contracting and performance evaluation. Advanced graduate study at the University of California, Irvine, and Arizona State University in business and informatics. Board certification in medical management as well as residency training and board certification in family medicine. Eighteen years of clinical experience including office, hospital, intensive care and emergency room.

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## PROFESSIONAL EXPERIENCE

2014-Present

CHRISTUS St. Vincent Medical Center; Santa Fe, NM  
Regional Chief Medical Officer

2002 - 2013

St. Mary's Hospital and Medical Center; Grand Junction, CO  
Vice President, Medical Affairs

- Member of Senior Leadership Team.
- Operational responsibility for:
  - **Information Technology:** Conducted oversight of all IT, moved and upgraded entire hospital department to new, secure location, created mirrored systems and full Disaster Recovery Plan. Brought in wireless systems throughout our campus, developed IT connectivity to 95% of physician practices in town. Developed Stentor PACS system and web-based interface to outlying hospital facilities. Designed IT plan for new tower construction.
  - **Family Medicine Residency:** Expanded the family medicine program from 18 to 24 residents and initiated an EMR and IPAQ connectivity for the residency.
  - **Physician Practices (including 75 employed physicians):** Created infrastructure for development, governance and oversight. Recruited many of the current physicians. Responsible for oversight of physician contracting.
  - **Risk Management and Safety:** Initiated risk management protocols, safety initiatives and conducted RCA and FMEA across multiple areas. Reduced the claims activity by 60% over three years. Served on system claims committees and consulted with system office on several medical claims issues unrelated to SMH.
  - **Quality Management/Accreditation:** SMH was an early participant in the Premier Demonstration project and has received national recognition as one of the best performing hospitals nationally in this quality initiative. SMH also scored very well on the last JCAHO accreditation review.
  - **Utilization Management:** Reduced average length of stay from 4.5 to 4.1. Worked with individual physicians and initiated a hospitalist program to improve UM. Enhanced coding accuracy to more appropriately reflect the severity of the admissions.
  - **Infection Control:** Presided over an 89% reduction in CBG infections and 32% reduction in surgical infections over last two years. Oversaw the pandemic issues of 2008-2009 at SMH and participated in the

system oversight for all care sites.

- **Pharmacy:** Consolidated management of oncology and hospital pharmacy. Implemented hybrid computerized order entry system. Created standardized anesthesia trays to improve both safety and efficiency in the OR. Supported development of a computerized medication reconciliation program.
- **Oncology Services:** Expanded number of medical oncologists from 3-7 and supported development of the new San Juan Cancer Center as a joint venture with our radiation oncologists and Montrose Hospital.
- **Medical Staff Management:** Has oversight of credentialing, reappointment, and peer review of physicians.
- **Trauma Program:** Maintained SMH accreditation as Trauma Level II and enhanced referral base and quality results. We now have the number two rated trauma program in CO based on outcomes.
- **Neonatology:** Maintained accreditation as Level IIIB NICU. Recruited a perinatologist to the facility to cover Western CO and Eastern Utah and improved number of admissions and payer mix.
- **Additional areas of responsibility:** Rose Hill Hospitality House, Respiratory Therapy, Neurodiagnostics.
- **CME Program for Physicians and Allied Health Professionals:** Developed advanced outreach program with video to our referral facilities. Achieved accreditation at Highest Commendation Level which allowed a six year re-accreditation cycle.
- **Hospital System:** Shared in some system-level responsibilities for Quality, Patient Safety, and Quality Data Management. Chaired the System Quality Council for several years and assisted in the creation of a system-level infrastructure for quality and safety oversight for the affiliate hospitals.
- Co-led the Health Care Resources Development Council in GJ. The purpose of the council was the development of community-wide initiatives to improve the availability of and access to high quality medical care. The committee achieved enhanced training for nurses, increased nursing class size, developed an AHP program and attained HPSA designation for Mesa County. We also designed a joint loan repayment program to enhance our recruitment for primary care specialties.
- Led development of Regional Health Information Exchange (Quality Health Network, or QHN) and supported the development of interfaces across our region into this system. Have continued to be the Vice-Chair of the Board at QHN for the last five years.
- Partnered with others in our community to create the Mesa County Healthcare Leadership Consortium. Chaired the governance council to create the initial infrastructure and develop the purpose and goals of the organization. Worked closely with IHI on some of these initiatives.
- Serves on the Executive Council for the Beacon Grant for which we successfully applied twelve months ago. We have now created the infrastructure to make our proposal a reality. Working closely with the ONC on this venture.

1999 - 2002

Schaller Anderson, Inc.; Phoenix, AZ

Vice President, National Medical Director

- **Medical Management:** Oversaw medical management throughout the five Medicaid Care Organizations; four of five were under budget for 2000 and 2001. Was responsible for setting strategic direction for medical management and related entities, built strategic plan and training program for 16 medical directors and their operations.
- **Medical Quality Management:** Responsible for Quality and Accreditation for the corporation and its divisions; all plans number one in their respective state audits for 2000 and 2001.
- Was responsible for oversight and development of Medical Information Systems; built Medical Information Systems and Analysis department.
- Standardized and computerized Prior Authorization and Case Management systems.
- Oversaw all Pharmacy Management and Formulary Development and Contracting; pharmacy costs held to 2% increase for 2001.
- Responsible for development and implementation of the corporation's internet business plan.
- Conducted oversight of Provider Services and Contracting.
- Implemented new lines of business, bringing on 150,000 new members.

1998 - Nov. 1999

CIGNA Healthcare of Arizona; Phoenix, AZ

Senior Medical Director for IPA Operations

- Managed all IPA operations: 290,000 covered lives.
- Decreased commercial bed-days by 18% (\$3 M annualized savings).
- Decreased Senior bed-days by 15% (\$2M annualized savings).

- Revamped the Credentialing process, increasing completed files to 97% and decreasing time-in-process from 180 days to 60.
- Developed provider profiling system to assist in utilization management.
- Initiated Out of Area Case Management process to address OOA utilization (days decreased 58% with \$3M annualized savings).
- Developed Disease Management programs for patients with chronic illnesses, resulting in decreased admission rates from 290 admissions/year/1000 patients to 225 admissions/year/1000 patients.
- Worked with Corporate Public Affairs as spokesperson to Federal and State legislators.
- Created Peer Review Program for Cigna of Arizona.
- Developed medical aspects of CIBUR WebPages for CIGNA Providers.

1993 - 1998

PacifiCare (Formerly FHP) Arizona; Phoenix, AZ

Medical Director

- Managed multiple IPAs with total membership of 200,000 (100,000 Commercial and 100,000 seniors in Medicare Risk Contracts).
- Managed three of the Medical Group Staff Model Practices (30 physicians).
- Oversaw Prior Authorization and Utilization Management.
- Developed system-wide over-under utilization program to comply with state and national regulatory guidelines.
- Developed Risk Management and Peer Review Programs.
- Acted as Medical Director of Underwriting for both Individual and Group.
- Rewrote the underwriting manual for FHP Medical Directors.
- Evaluated and made determination of all appeals.
- Developed the Provider Incentive Program.
- Oversaw Benefit Interpretation and Development.
- Acted as Medical Director for Information Services.
- Medical Liaison for Marketing/Sales.

1989 - 1993

W.W. Hastings Indian Hospital; Tahlequah, OK

Chief of Staff

- Was responsible for physician recruitment and oversight for 45 clinical positions.
- Developed the Regional Credentialing System.
- Achieved the first three-year JCAHO Accreditation for Oklahoma IHS.
- Directed all aspects of inpatient care.
- Directed all outpatient departments (150,000 outpatient visits/year).
- Directed Radiology, Laboratory, and Optometry Departments.
- Medical oversight of four satellite clinics.
- Supervised Department Heads of Surgery, Medicine, OB/Gyn, Family Practice, Anesthesia, and Emergency Medicine.
- Oversight of all Committee Assignments and Activities.
- Served as Hospital Governing Board Member.

1987 - 1988

W.W. Hastings Indian Hospital; Tahlequah, OK

Assistant Chief of Staff

- Assisted with duties as assigned by Chief of Staff.
- Oversaw Quality Assurance Activities.
- Responsible for physician scheduling.

1986 - 1988

W.W. Hastings Indian Hospital; Tahlequah, OK

Director of Emergency Medicine

- Opened Emergency Department (new facility) to handle 36,000 ER visits per year.
- Directed Emergency Medical Services (Ambulance System).
- Responsible for Physician recruitment, supervision, and scheduling as well as the performance evaluations for physicians and nursing directors.
- Developed Quality Assurance Plan.
- Developed Disaster Plan.
- Responsible for JCAHO compliance.
- Developed five-county ambulance system.

1985 - 1993

W.W. Hastings Indian Hospital; Tahlequah, OK

Staff Physician

- Full range of family practice, both outpatient and inpatient.
- Intensive Care Unit, Emergency Room and on-call coverage.

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## SPECIAL PROJECTS

2005	Helped initiate the development of the regional health information exchange
2004	Selected as Member of Editorial Board American Journal of Medical Quality
2003	Selected to oversee development of SCLHS Quality Initiative
2001	Consulted on the Reorganization of Mercy Care Plan
2000	Consulted on the Reorganization of Arizona Department of Health-ACCCHS
2000	Consulted on the Reorganization of HealthStar Hospital Group and Health Plan
1998	Developed and directed <i>CIBUR</i> Web page for CIGNA Providers which includes patient hospital data, formulary data, eligibility information, clinical pathways, and multiple links to medical information sites
1996	HCFA/HSAG Clinical Pathways Development Group
1995 - 1996	Developed laptop based (inpatient) Concurrent Review system
1995 - 1996	Developed Managed Care Physician Incentive Program for quality health care
1995 - 1996	Consulted with Intellimed to design patient severity scales
1994 - 1996	Developed Cost-of-Care Data Graphics Capability for Trending Provider Utilization from Claims Database
1992	Developed Computer Scheduling Program for IHS Ambulatory Care Facility (150,000 patient visits/yr.)
1991	Developed the CMF Program for Eastern Oklahoma IHS
1990	Developed DNR Policy for W.W. Hastings Hospital
1989	Developed Risk Management Program for W.W. Hastings Hospital. <i>Adopted for area distribution</i>
1987	Developed Contract Health Medical Priority System for W.W. Hastings Hospital. <i>Adopted for Oklahoma Area 1988, adopted nationwide in 1990</i>
1987	Developed the Quality Assurance Plan for the Hospital Intensive Care Units
1987	Developed Standing Orders for IHS Physician Assistants
1986	Developed the Quality Assurance Program for the Emergency Department and EMS
1986	Developed Policies and Procedures for Emergency Department and EMS System
1985	Developed Hospital Utilization Review Plan

## EDUCATION

1997 - 2001	Arizona State University; Phoenix, AZ <b>Master in Business Administration (MBA)</b>
1993 - 1994	University of California, Irvine <b>Graduate Program in Medical Management (Certified)</b>
1980 - 1982	University of New Mexico School of Medicine; Albuquerque, NM <b>Medical Doctor (M.D.)</b>
1978 - 1980	University of Kansas School of Medicine; Lawrence, KS (Prior to transferring to UNM School of Medicine to join my fiancée.)
1974 - 1978	University of Kansas; Lawrence, KS <b>Bachelor of General Science in Human Biology</b>
1976 - 1977	University of St. Andrews, Scotland, UK <b>Studies in Computer Science and Psychology</b>

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## CERTIFICATIONS

1998	Recertified as Diplomate, American Board of Family Practice
1994	Diplomate, American Board of Medical Management
1994	Certificate of Medical Management (U.C. Irvine)
1991	Recertified as Diplomate, American Board of Family Practice
1985	Diplomate, American Board of Family Practice
1982	Diplomate, National Board of Medical Examiners
1984, 86, 88, 90, 92	Advanced Cardiovascular Life Support
1988	Advanced Trauma Life Support

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## TRAINING

2008	Team STEPPS Training
2007	Lean Training
2003 - 2004	IHC Advanced Training Course in Medical Quality (ATP)
1995 - 1998	Management Development Training (FHP)
1991 - 2005	ACPE Physicians in Management I, II, III, plus Advanced Seminars
1989	Federal Managers Training Program
1982 - 1985	University of Kansas Wesley Family Practice Program, Wichita, Kansas, Graduated 1985

## MEDICAL LICENSES

2002 - Present	Colorado
2000 - Present	Missouri
2000 - Present	California
2014 - Present	New Mexico
1993 - Present	Arizona
1985 - Present	Oklahoma
1998 - Present	Nevada

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## COMMITTEES

2009 - 2013	Chair of SP 1 Care Reliability Committee
2003 - 2007	Chair of SCLHS System Quality Council
2002 - Present	Member of Credentials Committee
2002 - Present	Member of the Peer Review Oversight Committee
2002 - Present	Member of Medical Executive Committee
1998 - 1999	Chairman CIGNA Credentials Committee
1998 - 1999	Chairman CIGNA Quality Assurance Committee
1998 - 1999	Chairman CIGNA Peer Review Committee
1998 - 1999	Member of CIGNA Quality Management Governing Board
1998 - 1999	Member Medical Cost Management Team
1998 - 1999	Member CIGNA IPA Operations Committee
1998 - 1999	Member of National Informatics Advisory Committee
1998 - 1999	Planning Board Member of the Health Services Advisory Group
1998 - 1999	Member of the Arizona Managed MediCare Quality Enhancement Program
1995 - 2013	Member Alliance for Health Aging
1996 - 1998	Chairman, Pharmacy & Therapeutics Committee
1996 - 1998	Physician Advisory Board - Searle Pharmaceuticals
1995 - 1998	Member Professional Advisory Committee - FHP Home Health
1995 - 1998	Physician Advisory Committee - Phoenix Baptist Hospital
1994 - 1998	Medical Affairs Representative on the Outcomes Development Committee
1993 - 1998	Member Medical Management Committee
1993 - 1998	Medical Affairs Representative on the Member Services Committee
1993 - 1998	Member Credentials Committee
1993 - 1998	Member Quality Assurance/ Risk Management Committee
1992 - 1993	Executive Committee Member-Federal Physicians Association, Washington, D.C.
1991 - 1992	Member, Workgroup on Recruitment and Retention of Federal Physicians DHHS/PHS/IHS - Washington, D.C.
1991 - 1993	Chairman of Risk Management Committee
1988 - 1993	Chairman Medical Executive Committee
1988 - 1993	Chairman Credentials Committee
1988 - 1993	Member Management Committee
1987 - 1988	Chairman General Medical Staff

## PROFESSIONAL SOCIETY MEMBERSHIPS

American College of Medical Quality  
American College of Physician Executives  
American Academy of Family Practice  
Colorado Academy of Family Practice  
ACPE Forum on Health Policy  
ACPE Forum on Medical Informatics  
Federal Physicians Association  
American Medical Association

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## TEACHING EXPERIENCES

1999 - 2001 Preceptor for MBA students from ASU  
1999 - 2001 Preceptor for Fellows in the ACQM Fellowship in Quality Management for Physicians  
1991 - 1995 Advanced Cardiovascular Life Support Instructor  
1991 - 1993 Preceptor for Navy Seals Medic Training Program  
1989 - 1993 Preceptor for University of Oklahoma Medical Students  
1987 - 1993 Coordinator of Medical Student and Resident Clerkships, W.W. Hastings Indian Hospital

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## HONORS

1994 Elected Fellow of the American Academy of Family Practice  
1991 Received 1991 Physician of the Year Award from the National HMS Society  
1990 Received Indian Health Service Physician of the Year Award for the Design and Implementation of the IHS Medical Contracting System  
1989 Nominated for Exceptional Achievement Award, Indian Health Service  
1981 Granted Scholastic Scholarship, University of New Mexico School of Medicine  
1980 Received Psychiatry Clinical Clerkship Award, University of Kansas School of Medicine  
1979 - 1982 Elected as Student Representative, National Health Service Corps Steering Committee  
1979 Granted Honors Scholarship, University of Kansas Medical School  
1978 Graduated with Honors, University of Kansas  
1976 Received Foreign Study Honors Award Scholarship for Study Abroad in Great Britain  
(Joint award given by USA and Great Britain)  
1975 Elected to Honorary Chemistry Fraternity, University of Kansas  
1974 Received Honors Scholarship Award, University of Kansas

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## PERSONAL DATA

Married: 12/27/81 to Debra Ann Thomson  
Children: Amy Michelle, born 6/1/88, and John Christopher, born 6/1/92  
Interests: Aviation (licensed Private and Commercial Pilot), history, reading, travel, the outdoors, jazz music.

**David L. Delgado**  
805 Garcia Street  
Santa Fe, New Mexico

**President – SVHsupport11/10-Present**

Responsible for the operational and strategic management of a non profit 501(c)(3) organization with assets valued at over \$250 million. Assets include a 50% member position of Christus St. Vincent Regional Medical Center, 57% ownership of Physician Plaza Surgery Center, ownership of medical office buildings and a \$100 million investment fund.

**Managing Member – DLD Management, LLC and Bridge Investment, LLC 11/08-Present**

Managing partner of real estate investment company. Investments include hotels, grocery stores, apartments and vacation rentals. Responsible for acquisitions, strategic direction and financial oversight of all investments.

**President - SourceCorp, Inc. (NASDAQ) 1/04 – 10/08**

Responsible for the overall leadership and strategic management of the Legal Claims and Consulting Division. Provided business planning, financial reporting and review of potential acquisitions. Assured that budget and business objectives were successfully managed. Companies were located throughout the United States. Structured a deal with Apollo Management to take the company private in 2006.

**Senior Vice President - SourceCorp, Inc. (NASDAQ). 7/99 – 12/03**

Responsible for the strategic management of Litigation Consulting Business Segment. Provided business planning and strategic direction, supervision of financial performance and mentoring of operating company presidents. Assisted M&A team with performance of due diligence and negotiations of acquisition targets.

**President/CEO and Founder - Zia Information Analysis Group 6/94 – 6/99**

Provided the leadership, management and strategic direction to grow the company from 8 professionals to 60 professionals and over \$10 million in revenue. Developed all financial reporting systems, administrative policies, and business planning tools. Successfully negotiated the sale of Zia to a public company trading on the NASDAQ.

**Partner - Peterson Consulting, LLC 6/89 – 5/94**

Peterson provided economic and accounting expert testimony, representing many fortune 500 companies in complex commercial litigation. Practice areas included intellectual property, bankruptcy, insurance, construction, regulated utilities and financial institutions. Peterson employed over 400 professionals in over 20 offices in the United States, Japan and the United Kingdom. Responsibilities included office management, revenue generation, staff development and expert testimony in court or other administrative proceedings. Testified in California State Court and Federal Court on issues related to economic damages and liability.

## **Education**

Stanford University BS in Civil Engineering. Performed additional work in Economics at the University of San Francisco.

## **Personal**

Live in Santa Fe, New Mexico and married to Lori Delgado, two sons, ages 24 and 22. Interests include sprint triathlons and spending time in Northern New Mexico mountains. General understanding of Spanish and moderate speaking capability.

## **Non Profit Boards**

Christus St. Vincent's Regional Hospital, New Mexico (2004 – Present)

- Chairman of the Board of Directors
- Chairman Finance Committee
- Chairman Investment Committee
- Audit Committee
- Quality Committee
- Governance Committee

SVHsupport, New Mexico (2009 – Present)

- Chairman Finance/Investment Committee

Homewise, New Mexico (2012 – Present)

- Finance Committee

Cancer Foundation for New Mexico, New Mexico (2015 – Present)

- Finance Committee

SVH Foundation, New Mexico (2013 – Present)

- Finance/Audit Committee

Villa La Estancia HOA, Nuevo Vallarta, Mexico (2008 – Present)

- Chief Financial Officer (meetings both in Spanish and English)

## **For Profit Boards**

Rust Consulting, Minnesota (2004 – 2008)

ERS Group, Florida (2004 – 2008)

Tax Benefits Group, Texas (2004 – 2008)