

## MATTHEW WILLIAMS

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### EXECUTIVE PROFILE

Top-performing, innovative government affairs executive with demonstrated success on the federal, state and local level. Consistently add value and deliver desired results for clients in multiple issue areas. Outstanding leadership, communications, planning, and organizational skills relating to public and private sector audiences.

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### PROFESSIONAL EXPERIENCE

#### **Government Relations Leader, GE Corporate / GE Healthcare, Wauwatosa, WI**

*2009-Present*

- Responsible for policy creation and execution of GE Healthcare's agenda in the United States at the state and local level. Responsible for execution of the overall GE corporate legislative agenda for Wisconsin, Minnesota, North Dakota, and South Dakota. GE business focus areas include healthcare, tax, conventional and renewable energy, aviation, finance, and business automotive fleet leasing.
- Notable recent successes include the passage of meaningful medical radiation dose legislation (California); passage of significant tort reform (Wisconsin); and successful resolution of a sizable local property taxation dispute (Wisconsin). Cumulative annual and ongoing annual impact of \$5-10 million.
- Contributor to 4-person GEHC government relations team; 10-person GE corporate state relations team; 12-person GEHC Americas marketing leadership team; and consultant to more than 100 sales leaders across the US. Two-time annual President's Award Winner.

#### **Vice President, External Relations, Catholic Healthcare Partners (CHP), Cincinnati, OH**

*2003 – 2009*

- Lead executive management team member responsible for the external reputation of this mission-based, not-for-profit organization with nearly \$4 billion in 2009 revenues and service areas in five states (Ohio, Kentucky, Tennessee, Pennsylvania, and Indiana).
- Prominent successes included the awarding of a Medicare wage index reclassification for two CHP facilities with a more than \$22 million impact over a 5-year period; collaboration with key Members of the United States House of Representatives toward the introduction of the Communities Building Access Act; and the creation of a system-wide grassroots communications program that included more than 2,500 participants.
- Managed a 6-person team that included advocacy, communications, and philanthropy departments with a combined annual budget of \$2.5 million. Matrix-level responsibility for a 10-person advocacy team, a 13-person external relations team, and a 15-person philanthropy team that included representatives from each of CHP's respective regional health systems.

#### **Director of Federal Affairs, Premier, Inc., Washington, DC**

*2001 – 2003*

- Responsible for best-in-class representation of the interests of more than 1,500 hospitals and their group purchasing. Primary focus on federal health program laws and regulations, including Medicare and Medicaid. Managed Premier's grassroots communications program, recognized as one of the most effective in the healthcare industry.
- Successes included the creation of a rule by the Food and Drug Administration (FDA) to require pharmaceutical manufacturers to include bar codes on all hospital-administered products; the development and execution of a hospital and health system bioterrorism strategy; implementation of a valuable hospital trustee communications tool executable in a turn-key fashion for Premier members; and the execution of innovative strategies for Premier hospital systems to host two April 2003 Centers for Medicare and Medicaid Services (CMS) "Open Door Forums" that resulted in positive national and local news coverage.

**Government Relations Associate, Capitol Associates, Washington, DC**

*1999 – 2001*

- Developed and executed numerous federal legislative and regulatory strategies for a wide range of healthcare clients. Provided counsel, policy analysis, and focused research on federal legislation and regulation. Reported directly to the President of the firm.
- Prominent successes include securing high-level appropriations for buildings and facilities at the Centers for Disease Control and Prevention (CDC) and a targeted legislative solution for a hospital client estimated at \$10 million per year for the facility.

**Assistant Director of Government Relations, Georgia Hospital Association: An Association of Hospitals and Health Systems, Marietta, GA**

*1996 – 1999*

- Developed and executed state and federal legislative and regulatory strategies for more than 180 hospitals and health care systems in the state. Designed targeted public relations and grassroots campaigns to improve hospitals' image in their respective communities.
- Featured speaker at numerous hospital professional association meetings, including hospital attorneys, social workers, and nurses.

**Health Policy Analyst, Georgia Health Policy Center, Atlanta, GA**

*May – November 1996*

- Assisted Executive Director in the formulation, direction, and strategy for the Georgia Coalition for Health Legislative Team, comprised of health care providers, consumer advocates, the business community, and state governmental agency representatives. Liaison to the Georgia Legislature on Medicaid and health insurance issues.
- Developed and prepared communications vehicles to inform the public, government officials, and other interested parties about efforts of the Georgia Health Policy Center and Georgia Coalition for Health to improve Medicaid service and delivery for the state's Medicaid population.

**Aide to Senator G.B. "Jake" Pollard, Jr., Georgia State Senate**

*January – April 1996*

Lead staff for Chairman of Senate Insurance and Labor Committee, concentrating on health insurance and appropriations issues. Organized constituent services, correspondence, and assisted with scheduling.

**Office of Tony Blair, Member of British Parliament, London, England**

*1993 – 1994*

Assistant Press Liaison for successful political campaign, conducted research for speeches, articles, and policy documents, including briefing documents for Parliamentary meetings, television, and radio news programs.

**EDUCATION**

**Xavier University, Cincinnati, Ohio**

*Masters of Business Administration, Executive MBA Program, 2009*

*Elected as one of two class representatives to provide counsel to the Williams School of Business*

**London School of Economics and Political Science, London, England**

*Certificate from the Hansard Society for Parliamentary Government, 1994*

*Rotary Foundation Ambassadorial Scholar Recipient - 1 of 1600 world-wide program scholars*

**Nebraska Wesleyan University, Lincoln, Nebraska**

*Bachelor of Science, 1994*