

Robin B. Gage, MBA, MHA

EDUCATION

Georgia State University
Robinson College of Business
Master of Business Administration, December 2004

Georgia State University
Institute of Health Administration
Master of Health Administration, August 2005

University of Florida
Warrington College of Business
Bachelor of Science in Business Administration, 2001
Double major in Finance and Risk Management



PROFESSIONAL EXPERIENCE

RESEARCH & PLANNING CONSULTANTS, Atlanta, GA
Consultant (2001 - 2006)
Senior Consultant (2007 - present)

Certificate of Need Analysis

- Prepare utilization, market share, competition, impact, and population-based data analysis
- Prepare Certificate of Need Applications in many states, working closely with the healthcare provider's staff to assemble information to address the state's criteria and requirements from the planning process through the administrative hearing phase.
- Provide expert testimony as an accepted expert in health planning and the certificate of need process.

Market and Planning Analysis

- Determine the relevant market areas, market size and market shares by service line for hospital, hospice, home health, psychiatric, and comprehensive medical rehabilitation projects
- Develop custom projection models for forecasting utilization of health care services
- Prepare quantitative and comparative analyses of hospital efficiency using local, state and national data

Litigation Support

- Litigation support for healthcare regulatory and anti-trust matters including the presentation of analytical findings and conclusions in expert reports and exhibits
- Perform statistical analysis on internal and external market data
- Analyze relationships of managed care contracting to patient volumes and revenues
- Develop and maintain extensive health care information relational databases
- Review and analyze materials, including any reports and supporting analytical findings prepared by the opposition's experts

Mapping

- Expert knowledge of software such as ArcGIS, MapPoint and MapInfo used in preparing exhibits for litigation support and CON applications
- Extensive experience merging geographic and population-based data, such as StreetInfo and Claritas, to create report visuals
- Develop custom mapping and analysis including market analysis, thematic maps, site selection, weighted driving times, and payor analysis

AFFILIATIONS

American College of Healthcare Executives

Georgia Association of Healthcare Executives

Society of Healthcare Strategy and Market Development

APPOINTMENTS

South Carolina Certificate of Need Review Panel: Appointed by the DHEC Board in January 2012, the CON Review Panel included 23 members who represent a broad range of stakeholder interests. The goals of the review effort were to:

- Streamline the CON process, making it less onerous
- Standardize the weighting of criteria within the CON regulation
- Examine the current statute as it relates to the changing needs within the community/population/circumstance
- Evaluate instances in which CON should and should not be required.