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**Larry Smith named Non-Profit “CFO of the Year” in prestigious Financial Executives International awards**

*Helped orchestrate Hospital’s economic turnaround*

PHOENIX, Ariz. (Nov. 12, 2007) – The Arizona Chapter of Financial Executives International named Phoenix Children’s CFO Larry Smith its Non-Profit CFO of the Year last week in its inaugural awards ceremony. Smith, a 30-year veteran of healthcare financial administration, arrived at Phoenix Children’s in 2003 as the Hospital was experiencing significant financial challenges. Since his hiring, Smith has led the financial components of Phoenix Children’s economic turnaround, taking income from operations from a \$46 million loss to a \$49 million gain in just four years.

As CFO, Smith oversees all aspects of the Hospital's financial operations, materials management, information management, government relations, legal counsel, and decision support for strategic planning. Among his many accomplishments, Smith has established a true finance department and budgeting process to help avoid the financial management shortfalls of the past. He has tied budgeting to strategic planning, renovated patient accounting, and vastly improved the Hospital’s managed care contracting. Smith’s work has paid off, bringing the Hospital from a dangerously low 34 days of cash on hand in 2002 to 276 days of cash on hand today.

“Larry’s heroic work to make Phoenix Children’s financially healthy means that we have the ability to add more of the very best specialists and sub-specialists to serve the complex medical needs of acutely ill children, state of the art equipment and technology that make medical care safer and more comprehensive, and the ability to grow along with our community,” said Bob Meyer, President and CEO of Phoenix Children’s.

In addition to his work to bring about the Hospital's financial health, Smith's commitment to the community has helped improved pediatric healthcare in Arizona, and has even saved the state money. For example, Smith led the restructuring of the Hospital's Center for Cancer and Blood Disorders to qualify for federal 340b pricing for hemophilia patients. This reduced the cost of pharmaceuticals and treatment, saving the state of Arizona \$6 million annually.

Smith also secures financial support for Phoenix Children's programs that provide access to care for children who are most at risk. For example, he has supported the Crews'n Healthmobile, a mobile medical van that serves homeless youth; and the Breathmobile, a mobile asthma van that provides diagnoses, treatment, and case management for uninsured/underinsured patients with chronic asthma and other lung conditions.

"I believe my most important job is to work through the complexities of the health care delivery system to ensure families and patients have access to the services they need," Smith said. "I am so honored to work for an organization that lives out this mission every day."

Before joining Phoenix Children's, Smith served as Vice President of Revenue Cycle Management for Hawai'i Pacific Health, where he was responsible for projects to support the acquisition of Straub Clinic & Hospital by Hawai'i Pacific Health. Previously, Smith served as CFO for Straub Clinic and Hospital, also in Honolulu. Additionally, Smith has held a variety of financial management positions at the University of California/San Francisco (UCSF), Hermann Hospital in Texas, The Queen's Health systems in Hawai'i, Alta Bates Corporation in California, Mount Diablo Hospital Medical Center in California, and others. A graduate of the College of William & Mary, Smith earned his Masters of Business Administration from Golden Gate University. He is a resident of Phoenix.

Financial Executives International is a professional association serving financial officers of public and private companies worldwide. Over 100 Senior Financial Executives are members of the Arizona Chapter. The CFO of the Year Awards were developed to recognize financial professionals for outstanding performance in their roles as corporate financial stewards.

Phoenix Children's Hospital is Arizona's leader in pediatric care and is one of the 10 largest children's hospitals in the nation. The most comprehensive array of pediatric specialists in the State practice at this one organization. The outstanding clinical expertise, as well as high patient volume, and an unwavering commitment to caring only for children, all contribute to Phoenix Children's leadership position.

**EDITOR'S NOTE: A photo of Smith is attached.**

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