



# Town Advisory Board (TAB)/ Citizens Advisory Council (CAC) Application

Name of the TAB/CAC Applying for: Mountain Springs

TABs and CACs were created to assist the Board of County Commissioners in an advisory capacity with the decision-making process in the governance of the unincorporated towns and areas of Clark County. There are 8 TABs and 6 CACs that are appointed by the County Commission and 5 TABs that are elected. Each TAB or CAC consists of area residents that serve without compensation for two-year terms and attend regularly scheduled public meetings throughout the year.

Full Name: Michael Cohen Phone Number: [REDACTED]

Email Address: [REDACTED]

Home Address: 9365 Benedict Dr. Las Vegas, NV 89161

Mailing Address: Same

Employer: Sandstone Healthcare Occupation: Manager

*Note: This document and accompanying materials become public record once received by Clark County.*

• To be eligible to serve, you must be both a qualified elector (eligible to vote) and a resident of the unincorporated town or area encompassed by the TAB or CAC. Before you continue, please indicate if you meet the eligibility requirements: Yes  No

• Meeting days, times, and frequency vary from one TAB/CAC to another. The schedules are listed here: [https://www.clarkcountynv.gov/government/departments/administrative\\_services/town\\_liaison\\_services/tab\\_cac\\_information.php](https://www.clarkcountynv.gov/government/departments/administrative_services/town_liaison_services/tab_cac_information.php)

If appointed, will you be able to attend meetings on a regular basis? Yes  No

• Have you attended a Planning Commission or County Commission meeting? Yes  No

• Have you attached the REQUIRED resume or letter of interest? Yes  No



For the following questions, please feel free to attach additional pages as necessary.

Have you attended a TAB or CAC meeting in Clark County? Yes  No

If so, which one and what was your experience?

Local meeting at the Firehouse to advocate for the building of the Fire complex locally, however in a more ideal location. I enjoyed the meeting as the council people diplomatically went back and forth with the local resident to come up with a solution.

Please list any boards or committees that you currently serve on:

Utah Healthcare Association

Why are you interested in becoming a member of your TAB or CAC?

I live in Mountain Spring and am passionate about nature, safety and the area I live in.

I verify by my signature below that all statements made on this application, as well as attached information, are true and complete to the best of my knowledge. I understand that an electronic signature has the same weight and effect as a handwritten signature. I understand that an incomplete application or any modifications to this application will not be accepted or considered.

Michel S Cohen  
Michel S Cohen (Oct 30, 2024 12:43 MDT)

Oct 30, 2024

Signature

Date

You can submit your application and resume/letter of interest by fax to 702-455-3558, by email to [AdministrativeServices@ClarkCountyNV.gov](mailto:AdministrativeServices@ClarkCountyNV.gov) or by mail to: Clark County Administrative Services  
Attn: Agenda Coordinator  
500 S. Grand Central Pkwy, 6<sup>th</sup> Floor  
Las Vegas, NV 89155

# Michael Cohen

## Healthcare Leadership

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### Professional Experience

#### Chief Executive Officer, October 2021-Current | Sandstone Healthcare Group | Las Vegas, NV

- Oversee overall operations of 15 Skilled nursing facilities and 1 hospital across 3 states, managing over 1600 employees and caring for over 1000 patients daily.
- Manage Executive-Level relationships with Hospital partners, MCOs and Business partners.
- Working cohesively with Executive team to grow the organization and create sustainability.
- Creating annual budgets and strategic plans
- Leading the development of the organizations short- and long-term strategies and policies.
- Working with local state lobbies to align appropriately.
- Manage Investor and Bank Relationships

#### Regional Director of Market Development, October 2019-September 2021 | Sapphire Healthcare | Las Vegas, NV

- Worked in Hybrid role (Operations and Business Development) managing 3 Skilled Nursing Facilities (2 states) totaling 503 beds and approximately \$65MM in Revenue
- Created strong relationships with the two largest Physician groups in Tucson Market
- Oversight over admissions and marketing team to ensure efficient processes (3 Buildings, 14 Team members)
- Growing and maintaining healthy census within network of 24 SNFs
- Create programming in alignment with feeder hospitals (Latino, LGBTQ, Cardiac, etc.)
- Created market strategy and strong relationships with MCOs and local Hospitals

#### Regional Director of Market Development, March 2019-October 2019 | Legacy Healthcare | Skokie, IL

- Meet and credential new physicians and maintain strong relationships with physicians
- Oversight over admissions and marketing team to ensure efficient processes (7 Buildings, 15 Team members)
- Growing and maintaining healthy census within network of 24 SNFs
- Create programming in alignment with feeder hospitals (Latino, LGBTQ, Cardiac, etc.)
- Worked intimately with VP of Market Development on overall market strategy

#### Chief Operating Officer, 2018 – 2019 | Silicon Beach Treatment Center | Los Angeles, CA

- Overseeing day-to-day operations and troubleshooting any significant events
- Creating operational strategy and policies
- Communicating strategy and policy to employees
- Fostering alignment with corporate goals and overseeing Human Resource management
- Creating market development strategy and fostering partnerships
- Working hand-in-hand with CEO and CFO to implement and reassess overall strategy

#### Regional Director of Market Development, 2017 - 2018 | Legacy Healthcare | Skokie, IL

- Meet and credential new physicians and maintain strong relationships with physicians
- Oversight over admissions and marketing team to ensure efficient processes (5 Buildings, 5 Liaisons)
- Growing and maintaining healthy census within network of 24 SNFs
- Create programming in alignment with feeder hospitals (Latino, LGBTQ, Cardiac, etc.)
- Worked intimately with VP of market development on overall market strategy

#### Director of Business Development, 2016 - 2017 | Legacy Healthcare | Skokie, IL

- Visit hospitals on a daily basis to conduct interviews, assess patient wishes, care plans & clinical needs
- Market strategy and facility program development



# Michael Cohen

## Healthcare Leadership

- Work with corporation & hospital leadership to develop, establish & maintain connections to area hospitals.
- Create working relationships with social workers and case managers at the hospital to increase admissions.
- Assess patient suitability by screening clinical charts, verify payer sources & discuss discharge plans.

### Executive Project Manager, 2014 - 2015 | Innovate CV | New York, NY

- Account manager for all European accounts, including setup of web portals, customer training & support.
- Holistic management of web portal development projects, including operation, budget and sub-contractors
- Development of innovative strategies for international sales team
- Executed operational and financial responsibilities including Accounts Payable & Accounts Receivable

### General Manager of Operations, 2006 - 2013 | Aaron Restaurant Group | Skokie, IL

- Supervised and managed teams in various capacities in 4 locations, 60+ employees, including hiring, recruiting and training in food safety & production and compliance.
- Implemented strategic planning that streamlined every aspect of the operation in-line with the growth plan.
- Executed operational financial responsibilities including Accounts Payable and Accounts Receivable

### VP of Operations, 2009 - 2014 | Protective Fire & Safety | Skokie, IL

- Developed marketing campaigns and strategies for branding, customer acquisition & retention.
- Maintained all customer relationships by providing on-site and remote customer service.
- Overseeing day-to-day operations and troubleshooting any significant events
- Creating and implementing operational strategy and policies
- Oversaw general financial and operational functions of the business.

## Education & Training

- Business Administration & Psychology 2002 - 2004 | Oakton Community College | Skokie, IL
- Anatomy, Physiology and Medical Terminology 2004 - 2005 | Chicago College of Healing Arts
- Fire Extinguisher Technician Certification (N.A.F.E.D.) 2009 | Fireman Fire Protection School | Sevierville, TN
- CPR and First Aid Certified 2013 Illinois Emergency Medical Training LLC. | Skokie, IL

## Accomplishments

- Successful transition and turnaround of 12 SNFs and in 12 months
- Increased admissions in 4 consecutive quarters (Legacy Healthcare)
- Increased admissions over 35% in 2017 in given territory (Legacy Healthcare)
- Increased admissions conversion rate over 30% in Q4 2017 (Legacy Healthcare)
- Promoted into leadership role within 14 months of employment 2018 (Legacy Healthcare)
- Increased Census in for 57% to 90% occupancy over 16 months (Transitional Care of Las Vegas)
- Increased census from 25% occupancy to 80% occupancy in 12 months (Sapphire Estates)
- Increased catering revenue for Club Catering by over 200% in 2 years
- Successful launched multiple start-ups (PF&S, Club Catering, Restaurants/Pub)
- Increased sales for Protective Fire & Safety by 400% in 2 fiscal years
- Conceived and opened new franchise location of Red Mango Frozen Yogurt
- Completed to SNF refinances within 16-Month period.

## Interests

Travel, Photography, Sports, Exercise, Health and growing companies through creative strategies.

