

Sawgrass Partners

Engagement Team Resumes

Michael Logan

Mr. Logan has a senior living operations management background that spans over 12 years. He has served as Executive Director/Administrator for numerous CCRCs owned or managed by top multi-facility senior living organizations, including Franciscan Communities, Pacific Retirement Services, Inc., and Covenant Retirement Communities, Inc. In addition to his day-to-day CCRC management responsibilities, his background includes strategic/long-range planning, marketing, operations and fund development. He is skilled in developing and implementing strategies to enhance occupancy; increase resident satisfaction and employee retention; and improve operational quality, efficiency and cost-effectiveness. Mr. Logan has been responsible for numerous significant initiatives, including expansion projects, start-up operations and CARF- CCAC accreditation.

Relevant Experience:

- Implementing initiatives to improve financial performance, increase resident and family satisfaction, enhance quality of care, positively shift census mix, and develop physician relationships and community reputation.
- Participating in the development of expansion projects, including new independent living, wellness, dining, retail, and other resident, commons and administrative spaces.
- Facilitating and participating in strategic and operational planning sessions to develop initiatives that support organizational mission, vision and values.
- Developing and maintaining CCRC/local university affiliation agreements, including student internships, adult science research, wellness programming and educational lectures, and clinical rotations within the healthcare center.
- Assisting with foundation development branding efforts and successfully managing multiple capital campaigns.
- Conducting market and financial feasibility analyses, including assessment of primary market area, competition and penetration rates, as well as development of cash flow projections.
- Developing and implementing corporate marketing initiatives that successfully increased occupancy.
- Recruiting and developing multi-disciplinary leadership teams, resulting in high employee retention rates.
- Achieving and maintain CMS “Five Star” overall health center rating.

Education: Mr. Logan received a Bachelor of Arts from Indiana University and a Master in Healthcare Administration from Saint Louis University. Mike also has a Fundraising Management Certificate from Indiana University, and is a licensed nursing home administrator, a Leadership AAHSA fellow, and a Certified Aging Services Professional. Mike has served on the boards or committees of several non-profit senior services associations, and is a frequent speaker on senior living topics.