

**HENRY W. ZARETSKY & Associates, Inc. [www.henryzaretsky.com](http://www.henryzaretsky.com)**

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## **CURRICULUM VITAE**

**June 2017**

**HENRY W. ZARETSKY**

### **Office Address:**

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### **Marital Status:**

Married, three children

### **Academic Degrees:**

San Francisco State University	A.B.	Economics
San Francisco State University	M.A.	Economics
University of California, Davis	Ph.D.	Economics

### **Major Fields of Study:**

Health Economics  
Econometrics  
Applied Statistics  
Labor Economics

**Major Interests:**

Strategic Planning	Health Care Antitrust Analysis
Economic Studies	Health Services Research
Market Analysis	Public Policy
Litigation Support	

**Professional Societies:**

American Economic Association  
American Statistical Association  
Econometric Society  
National Association for Business Economics

**Committees:**

Economic Literacy Council of California  
Board of Governors, August, 1981 to September, 1986  
American Health Planning Association  
Board of Directors, June, 1979 to August, 1981  
Planning Studies Advisory Committee, June 1979 to August, 1981  
Advisory Committee for the "Integrated Data Demonstrations and the Health Planning Agencies,"  
November, 1980 to August, 1981  
Governor's Special Committee on Health Care Costs, September, 1978 to January, 1979 - Staff Coordinator  
California Health Facilities Commission  
Reports Committee, December, 1974 to June, 1977  
Provider Liaison to Research Committee, September, 1977 to April, 1978  
American Hospital Association  
Special Committee on Medicare Payment Shortfalls, July, 1977 to April, 1978

**Experience:**

President, Henry W. Zaretsky & Associates, Inc., August, 1981 to Present.  
Health care consulting firm established in August, 1981. Firm provides consulting services in the areas of strategic planning, HMO development, reimbursement, economic analysis, market studies, payment negotiations, litigation support and policy analysis.

**Experience - Cont'd.**

Adjunct Professor, University of San Francisco, Master of Public Administration, Health Services Administration Concentration. Taught graduate course in Health Policy and Management, 2017.

Adjunct Professor, University of Southern California School of Policy, Planning and Development, 2003 to 2012. Taught graduate course in health economics.

Director, Office of Statewide Health Planning and Development, State of California, April, 1978 to August 1981. Appointed by Governor Edmund G. Brown, Jr., as the first director of this new state department. Functions included administering California's health planning and certificate of need program; developing the State Health Plan, as a basis for State health policy; administering a state-guaranteed mortgage program for health facilities; approving architectural plans for health facilities; developing a biennial state health manpower plan; conducting pilot projects in the use of health personnel; administering programs to encourage availability of medical personnel in needed areas and specialties; and coordinating the health planning functions of all health-related departments in the Health and Welfare Agency. Administered fiscal 1980 budget of \$13 million with 175 full-time equivalent personnel. Advised the Agency Secretary and the Governor on a wide variety of health policy issues.

Lecturer, School of Public Administration, University of Southern California, 1980 to 1981. Taught graduate course in operational planning for health.

Lecturer, School of Public Health, University of California at Los Angeles, 1979 to 1983. Co-taught a graduate course in regulation of health care.

Director of Research and Development, California Hospital Association, Sacramento, California, September, 1972 to April, 1978. Directed research program focused on economic regulation of health facilities and analysis of health policy, including development and implementation of a comprehensive health data system to meet the needs of regulatory programs and hospital management, development of alternative hospital reimbursement systems, refinement of health planning methods and analysis of legislative and policy proposals, using this data system and econometric and other statistical techniques. Provided staff support for the CHA Research and Development Committee, which in addition to advising on research issues, made policy recommendations to the Board of Trustees regarding economic regulation of health facilities. Served as liaison to the California Health Facilities Commission. Project Director on three federally funded projects dealing with economic regulation of health facilities and health data systems. Supervised four professional staff.

Lecturer, School of Public Health, University of California, Berkeley, 1978. Co-taught a graduate course in advanced financial management of health institutions.

Research Associate, American Medical Association, Chicago, Illinois, August, 1971 to August, 1972. Studied the economics of private medical practice through a federal contract. Using econometric methods, evaluated economies of scale in medical practice and the productivity of non-physician personnel.

Research Associate, Institute of Governmental Affairs, University of California, Davis, July, 1970 to

**Experience - Cont'd.**

August, 1971. Conducted dissertation research.

Health Economist, Department of Community Health, School of Medicine, University of California, Davis, January, 1970 to August, 1971. Conducted a survey to assess the health status of Yolo County residents and their health habits, utilization and expenditure patterns. Designed sample, developed survey forms, and developed methods for analysis of data. Used data base in my dissertation research.

Consultant, California Optometric Association, 1970-71.

Consultant, California Association of Nursing Homes, 1970-71.

Teaching Assistant, Department of Economics, University of California, Davis, September, 1968 to December, 1969.

Statistical Methods Analyst, California Division of Highways, Sacramento, California, June, 1968 to September, 1968.

Research Assistant, Department of Economics, University of California, Davis, September, 1967 to June, 1968.

Regional Economist, Bay Area Transportation Study Commission, Berkeley, California, July, 1966 to August, 1967.

Teaching Assistant, Department of Economics, San Francisco State College, September, 1965 to June, 1966.

Research Assistant, Department of Economics, San Francisco State College, June, 1965 to September, 1965.

**Federal Research Grants and Contracts:**

Principal Investigator, "Development of California Excess Hospital Capacity Reduction Program," Health Care Financing Administration, Department of Health and Human Services, Grant Number 18-P-9752719-01, September, 1980 to August, 1981.

Project Director, "Prospective Incentive Payment Experiment," Social Security Administration, Department of Health, Education and Welfare, Contract Number 600-75-0165, April, 1975 to June, 1976.

**Federal Research Grants and Contracts - Cont'd.**

Project Director, "Hospital Regulatory Reporting System: A Demonstration," National Center for Health Services Research, Department of Health, Education and Welfare, Grant Number HS 01518-01, July, 1974 to September, 1975.

Project Director, "Hospital Effectiveness Demonstration Project," National Center for Health Services Research, Department of Health, Education and Welfare, Grant Number HS 01104-02, July, 1972 to November, 1974.

**Publications and Papers:**

"Comment on F.M. Scherer, 'How U.S. Antitrust Can Go Astray: The Brand Name Prescription Litigation,'" International Journal of the Economics of Business (November 1997), pp. 271-276.

"The Impact of Market Competition on Hospital Outpatient Payment Rates," California Healthcare Association, December, 1993. (H.W. Zaretsky and M.L. Vaida).

"Selective Contracting Program Too High a Price to Pay for Cost Savings," California Hospitals, Volume 5, No. 5 (September/October, 1991), pp. 24-28.

"Health Care Competition: The California Experience," presented at the Twenty-Ninth International Atlantic Economic Conference, Geneva, Switzerland, March 17-23, 1990. Abstract published in Atlantic Economic Journal, Volume XVIII, No. 3 (September, 1990), pp. 123-124.

"Review of The Social Transformation of American Medicine, by Paul Starr," Hospital Forum (September/October, 1983), pp. 44-45.

"Historical Analysis & Statewide Impact," Proceedings of the Seminar on Case Mix Method in Analysis of Teaching Hospital Costs, University of California Los Angeles Medical Center and School of Public Health (May 22, 1982), pp. 15-23.

"The Effects of Patient Mix and Service Mix on Hospital Costs and Productivity," in Issues in Health Economics, R.D. Luke and J.C. Bauer, ed. (Rockville: Aspen, 1982), pp. 245-264.

"Evolution and Prospects for State-HSA Health Expenditures Estimation in California," Journal of Health and Human Resources Administration (Summer, 1981), pp. 46-54. (H.W. Zaretsky and G.R. Cumming).

"A Proposal: Statewide Hospital Economic Control System," Hospital and Health Services Administration (Spring, 1981), pp. 70-94.

**Publications and Papers - Cont'd.**

"Response to: 'Delays in California CON Process Add \$25 Million to Costs,'" Federation of American Hospitals Review (March/April, 1981), pp. 81-82.

"Capital Financing in the 1980s," Issues in Health Care, Vol. II, No. 1, 1981, pp. 58-59.

"Regulation vs. Competition," Hospital Forum (November/December, 1980), pp. 7-9.

"For Health Lawyers, Things Never Looked So Good: Response," American Journal of Law & Medicine (Winter, 1980), pp. 344-345.

"Analysis of Proposals to Limit Hospital Revenue," presented at the Second International Conference on Systems Science in Health Care, Montreal, Canada, July 14-17, 1980. Published in Systems Science in Health Care, C. Tilquin, ed. (Toronto: Pergamon Press, 1981), pp. 1317-1328.

"Health Planning: California's Director Views the Public Perspective," Hospital Forum (July/August, 1979), pp. 9-12.

"The Economics of Excess Hospital Capacity," presented at the Annual Conference of the Western Economic Association, Honolulu, Hawaii, June 20-26, 1978.

Hospital Fact Book, Sacramento: California Hospital Association, First Edition, 1976 and Second Edition, 1977 (H.W. Zaretsky and A.H. Morris).

"Prospective Reimbursement to Hospitals: A Proposal for a Statewide Regulatory Program," presented at the Annual Conference of the Western Economic Association, Anaheim, California, June 20-24, 1977.

"The Effects of Patient Mix and Service Mix on Hospital Costs and Productivity," Topics in Health Care Financing, 4, Aspen, 1977, pp. 63-82.

Final Report: Prospective Incentive Payment Experiment, Sacramento: California Hospital Association, 1976. (G.R. Cumming and H.W. Zaretsky). Contract Number 600-75-0165, Social Security Administration, Department of Health, Education, and Welfare. Published through NTIS.

"Estimation of Hospital Cost Functions, Controlling for Case Mix and Service Mix," presented at the annual Meeting of the Econometric Society, Dallas, Texas, December 28-30, 1975.

Hospital Regulatory Reporting System: A Demonstration, Volumes I and II, Springfield: National Technical Information Service (Order Number PB-253 071/5WW and PB-253 072/3WW), 1975. (G.R. Cumming, H.W. Zaretsky and A.H. Morris). Grant Number HS 01518-01, National Center for Health Services Research, Department of Health, Education, and Welfare.

**Publications and Papers - Cont'd.**

"Theory and History of Regulation," paper presented at the Annual Conference of the National Association of Regional Medical Programs, San Diego, California, September 23-25, 1975.

"The Demand for Health Care," paper presented at the Third World Congress of the Econometric Society, Toronto, Canada, August 20-25, 1975.

"Cost Functions for California Hospitals," paper presented at the Fiftieth Annual Conference of the Western Economic Association, San Diego, California, June 25-28, 1975.

Final Report: Hospital Effectiveness Demonstration Project, Sacramento: California Hospital Association, 1974. (G.R. Cumming and H.W. Zaretsky). Grant Number HS 01104-02, National Center for Health Services Research, Department of Health, Education, and Welfare.

Analysis of Hospital Costs Controlling for Service Mix and Case Mix Variation, Sacramento: California Hospital Association, 1974. Published through NTIS.

Development of a Financial Reporting System for Hospitals as a Basis for Regulation, Sacramento: California Hospital Association, 1974. Published through NTIS.

The Demand for Health Care: A Theoretical and Empirical Analysis, unpublished doctoral dissertation, University of California, Davis, 1974.

Development and Implementation of a Financial Reporting System for Hospitals, Sacramento: California Hospital Association, 1973.

Preliminary Analysis of the Productivity of Allied Health Personnel in Primary Medical Practice, American Medical Association, Chicago, Illinois, June, 1972. (B.H. Kehrer and H.W. Zaretsky).

"The Production of Health by a Rural Population," paper presented at the American Statistical Association Meetings, August 23-26, 1971, Fort Collins, Colorado. Published in Proceedings of the Social Statistics Section, American Statistical Association, 1971.

A Preliminary Report on the Yolo County Health Survey, Department of Community Health, School of Medicine, University of California, Davis, 1971. (N.O. Borhani, J.F. Kraus and H.W. Zaretsky).

"Simultaneous Estimation of an Industry Supply-Demand Relationship for Labor," paper presented at the Western Economic Association Meetings, August 21-22, Long Beach, California. Abstract in the Western Economic Journal, September, 1969.

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Adjunct Professor Distinctive Service Award, University of Southern California State Capital Center, School of Policy, Planning and Development, 2007.

Discussant and chairman of various meetings of the Western Economic Association.

Made presentations before a wide variety of health professional groups.

Testified in front of a variety of legislative committees, regulatory bodies and federal and state courts.