



Monica Massaro

(she/her)

Director, Government Relations & Public Policy
Co-Chair, Digital Health Practice

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CAPABILITIES

COVID-19 / Public Health
Emergencies

Government Relations and
Public Policy

Medicare, Medicaid, Other
Governmental
Reimbursement and
Payment

Value-Based Arrangements

ESRD Facilities

Hospitals and Health
Systems

Provider-Owned Managed
Care, ACOs, and Clinically-
Integrated Networks (CINs)

Trade Associations

Digital Health

EDUCATION

George Mason University,
M.P.P., 2015

University of Pittsburgh, B.A.,
2009

“Effective lobbying can’t just be about asking for something. Clients need to build relationships that establish them as a subject matter expert who can provide legislators and regulators the information and perspectives they need to make informed policy choices.”

Monica Massaro is an experienced lobbyist whose substantive subject-matter knowledge and understanding of the interpersonal dynamics of policy advocacy help her advance health care providers’ interests on a broad spectrum of matters at the legislative and agency levels. By establishing herself as a trusted and knowledgeable resource on complex health care issues, Monica builds productive, mutually beneficial relationships with legislators and regulators that facilitate positive change for her clients and the entire health care industry. Monica also serves as Co-Chair of the Diversity, Equity and Inclusion Committee for the firm.

Monica’s lobbying and government affairs work on both sides of the aisle involves more than just moving the needle on legislation. With experience that extends beyond lobbying to grassroots organizing, coalition-building, and all aspects of government relations, she recognizes that accomplishing policy goals requires a holistic approach. She identifies roadblocks and pressure points wherever they may be and tailors her approach accordingly. Her ability to inform and educate those charged with crafting policy helps keep her clients and their concerns at the forefront of the decision-making process.

While Monica helps clients on a wide range of matters, she is particularly knowledgeable on Medicare payment, alternative payment models, and digital health issues.

Prior to joining the firm, Monica spent six years working in government affairs at the American Physical Therapy Association (APTA), most recently serving as manager of Congressional Affairs. She represented the association as a lead lobbyist charged with management and strategy of the policy priorities for the over 90,000-member organization before Congress and federal agencies. During her time at APTA, Monica handled a range of issues, including Medicare Part A and B payment reform, health care workforce and education, and small business and rural health care.

Recognition

- The Hill, Top Lobbyist, 2022 & 2023

Professional Affiliations

- Women in Government Relations
- Association of Government Relations Professionals

News

- HLB's Government Relations & Public Policy Newsletter
- Kelly Delmore and Monica Massaro Once Again Named as Top Lobbyists for 2024 by The Hill
- HLB's Government Relations & Public Policy Newsletter
- Monica Massaro Quoted in Law360 Article
- HLB Article Republished in Thomson Reuters Westlaw Today
- HLB's Government Relations & Public Policy Newsletter
- HLB's Government Relations & Public Policy Newsletter
- HLB's Government Relations & Public Policy Newsletter
- Hooper, Lundy & Bookman Achieves Mansfield Certification 2023-2024
- HLB's Government Relations & Public Policy Newsletter
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- HLB's Government Relations & Public Policy Newsletter
- HLB's Government Relations & Public Policy Named by Bloomberg as 2024 Top Performing Lobbying Firms
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- HLB's Government Relations & Public Policy Newsletter
- Law360 AI in Health Law: The Top Guest Articles of 2023
- HLB's Government Relations & Public Policy Newsletter
- HLB's Government Relations & Public Policy Newsletter
- Kelly Delmore and Monica Massaro Named as Top Lobbyists for 2023 by The Hill
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- HLB's Government Relations & Public Policy Newsletter
- Bloomberg Government Recognizes HLB's Government Relations & Public Policy Group
- HLB's Government Relations & Public Policy Newsletter
- HLB's Government Relations & Public Policy Newsletter
- Jeremy Sherer, Amy Joseph, and Monica Massaro Published in Expert Analysis Section of Law360
- HLB's Government Relations & Public Policy Newsletter
- HLB's Government Relations & Public Policy Newsletter
- Kelly Delmore and Monica Massaro named by The Hill as Top Lobbyists 2022
- Hooper, Lundy & Bookman Celebrates 35 Years!
- HLB's Government Relations & Public Policy Group Advocates on Behalf of the Nonprofit Kidney Care Alliance to Expand Hospice Coverage for Dialysis Patients Under Medicare
- Strategic Perspectives: Top Five Health Law Developments in 2020
- Hooper, Lundy & Bookman Ranked in the 2020 Edition of US News/Best Lawyers in America Best Law Firms
- Hooper, Lundy & Bookman Named To American Bar Association's Health Law Top 10 List
- Top Patent Litigator Drew Woodmansee Joins Hooper, Lundy & Bookman as Head of IP Practice
- Hooper, Lundy & Bookman Launches Webinar Series with Focused Discussions on Post-Acute Care Partnerships
- Hooper Lundy & Bookman Recognized Among the Top Health Law Firms in the United States by Chambers USA
- CMS Issues Proposed Rule on Interoperability, Patient Information
- Survey Reveals Expectations of Sweeping Changes Coming to U.S. Health Care in the Next Two Years

Insights

- HLB's Health Equity Essentials Update
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- The AI Landscape: California and other State Legislative Efforts to Regulate Use of AI in Health Care
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- Sweeping Executive Order Sets the Stage for Federal Oversight of AI in Healthcare
- Mapping Out the "Telehealth Cliff(s)" for Expanded Telehealth Flexibilities
- Update: CMS and OSHA Release Federal Vaccine Mandates
- Congress Passes Additional COVID-19 Relief
- Year-End Legislation Addresses Funding, COVID-19 Relief, and Health Care
- 2020 Election Results: What Comes Next
- Newly-Passed Coronavirus Relief Bill Includes Assistance for Many, Including Health Care Providers
- CMS and ONC Finalize Interoperability and Information Blocking Rules
- HHS Proposes Changes to Rules Governing the Confidentiality of Substance Use Disorder Information

- CMS Proposes Significant and Far-Reaching Hospital Price Transparency Requirements in CY 2020 OPPS Proposed Rule
- What the Supreme Court's Azar v. Allina Ruling Means for Health Care Providers

Events

- Upcoming Webinar Presented by HLB's Government Relations & Public Policy Department
- Monica Massaro is Speaking at Women in Government Relations Webinar
- HLB Sponsors the Women in Government Relations DEI Summit 2024
- HLB government Relations & Public Policy Team Attend the David A. Winston Health Policy Ball
- HLB Webinar – 2024: A Landmark Year for Digital Health Innovation
- Kelly Delmore and Monica Massaro Present at the Women in Government Relations Professional Women in Advocacy Conference
- HLB Sponsors Women in Government Relation's Fourth Annual Diversity Equity & Inclusion Summit 2023
- Webinar: Election 2020: Outcomes, Impact, and What Happens Next in Health Care
- Looking Back and Looking Ahead — What's in Store for the Rest of 2019
- The National Symposium on Health Law and Policy