



## Kelly Lavin Delmore

**Co-Chair of Government Relations & Public Policy Department**

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### CAPABILITIES

Government Relations and  
Public Policy

Medicare, Medicaid, Other  
Governmental  
Reimbursement and  
Payment

Digital Health

ESRD Facilities

Hospitals and Health  
Systems

Trade Associations

Drugs and Medical Devices

### EDUCATION

University of Pittsburgh,  
M.H.A.

University of Pittsburgh, B.S.

“I’d been immersed in health care matters well before I arrived on Capitol Hill, but when I got there, I felt immediately drawn to policy and the people and processes involved in crafting it. It is deeply rewarding to help the legislative and regulatory landscape evolve in a way that directly benefits my clients and the work that they do.”

With almost two decades of Capitol Hill, association, and private sector experience, Kelly Delmore is a seasoned health care policy professional who advises clients on political strategy, advocacy, and legislation. Highly regarded and respected on both sides of the political aisle, Kelly’s current practice primarily focuses on representing health care clients before the U.S. House, Senate, and Administration on payment, coverage, quality initiatives, and health care access.

Clients across the health care spectrum benefit from Kelly’s combination of health care business experience and deep Washington insights. She works with insurers, national provider associations, national insurance associations, hospitals, large health systems, pharmaceutical companies, technology, and dialysis providers to create policy solutions and legislative opportunities.

Kelly distinguishes herself from other lobbyists by being more than just a “door-opener.” She uses her policy and industry knowledge to help people who play key roles in health care policy and legislation understand complicated issues and the impact their policy choices have on her clients and the patients they serve. Her ability to work productively with Democrats and Republicans alike facilitates positive client outcomes no matter which way the political winds may blow.

Before becoming a consultant, Kelly served in a variety of capacities in Washington, both on and off the Hill. She was director of Federal Government Affairs for the American Physical Therapy Association, legislative assistant to House Ways & Means Committee member Rep. Phil English (R-PA), and regulatory policy analyst for the American Osteopathic Association. Before her time in Washington, Kelly worked in hospital settings in Pittsburgh, PA, where she focused on health information technology, cancer registry, and HIPAA implementation.

## Recognition

- The Hill, Top Lobbyist, 2021, 2022 & 2023

## Professional Affiliations

- Women in Government Relations
- National Institute for Lobbying & Ethics

## News

- HLB's Government Relations & Public Policy Newsletter
- Kelly Delmore and Monica Massaro Once Again Named as Top Lobbyists for 2024 by The Hill
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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
- Kelly Delmore Appointed Co-Chair of Government Relations & Public Policy Department Alongside Marty Corry
- HLB's Government Relations & Public Policy Newsletter
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- Bloomberg Government Recognizes HLB's Government Relations & Public Policy Group
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- 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
- 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

## Insights

- Congress Passes Additional COVID-19 Relief
- 2020 Election Results: What Comes Next
- Congress Passes Emergency Funding Bill to Assist Providers and Small Businesses
- Newly-Passed Coronavirus Relief Bill Includes Assistance for Many, Including Health Care Providers
- CMS Issues Final Hospital Price Transparency Rule, As Well As Proposed Insurer Cost-Sharing Disclosure Rule
- CMS Proposes Significant and Far-Reaching Hospital Price Transparency Requirements in CY 2020 OPSS Proposed Rule
- Congress Searches for Agreement on Surprise Billing
- 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
- Kelly Delmore is Speaking at the 2nd Annual Supplemental Benefit Innovations to Drive Health Outcomes Conference
- Stephanie Gross and Kelly Delmore to Speak at LACBA & CSHA's 21st Annual Healthcare Law Compliance Symposium
- HLB Sponsors the Women in Government Relations DEI Summit 2024
- HLB government Relations & Public Policy Team Attend the David A. Winston Health Policy Ball
- 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
- American Association of Kidney Patients 5th Annual Policy Summit
- Maryland Health Information Management Association 2021 Fall Meeting
- American Health Law Association Long Term Care Webinar
- Webinar: Election 2020: Outcomes, Impact, and What Happens Next in Health Care
- National Association of Dental Plans CONVERGE 2020

- HLB 2019 Managed Care Update Seminar