



Kelly Lavin Delmore

Co-Chair of Government Relations & Public Policy Department

Washington, D.C.: 202.580.7704

kdelmore@hooperlundy.com

CAPABILITIES

Government Relations and Public Policy

Medicare, Medicaid, Other Governmental Reimbursement and Payment

Digital Health and Other Health Technologies

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
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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

Events

- 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