

PROFESSIONAL SUMMARY

Highly regarded government relations specialist and health policy expert with twenty-five years of experience in health care and forty years in advocacy at the federal and state level. Strategic visionary and tactician who specializes in crafting collaborative strategies that link advocacy goals with external interest groups and associations. Devised and implemented all federal, state and local legislative strategies for New Jersey's largest healthcare system.

Expertise includes:

- Strategic understanding and influencer on linkage between health policy and politics at federal and state levels, including regulatory policy
- Leading federal, state and local legislative strategies for three of the most comprehensive health systems in the mid-Atlantic region, led federal and state advocacy efforts for a NJ education association
- Serving on senior leadership teams, directly reporting to CEOs, managing team members and consultants in pursuit of advocacy goals
- Leadership in numerous national and state associations (e.g., served as a founding member of the U.S. Chamber of Commerce's Health Care Advisory Board, American Hospital Association's Multi-Hospital Advisory Committee, Academic Health Centers of the Mid-Atlantic, and NJ Fair Share Hospitals Collaborative), former member of Board of Directors of Trauma Center Association of America
- Serving in both the Executive Branch (Governor's Office) and State Senate of NJ government; and county legislative body
- Attorney admitted to practice in state and federal court; former chair of the Health & Hospital Law Section of the NJ State Bar Association; current member of association's Legislative Committee

PROFESSIONAL EXPERIENCE

Russ Molloy Advocacy Group, LLC, Manasquan, NJ
Founder & Principal

2021

Consulting firm focused on designing strategies to advance mission-driven public policy. Areas of expertise include health policy, governmental process, regulatory concerns, external advocacy approaches, media/communications, politics and organizational metrics. Serve as chair of the Integrated Health Care Coalition, comprised of over 40 not-for-profit health care systems from across the nation. Serve as chair of the Academic Health Centers of the Mid-Atlantic (systems from Pennsylvania, Maryland, Delaware and New Jersey).

Hackensack Meridian Health Edison, NJ
Senior Vice President for Government Relations

2001 - 2020

Devised and implemented all federal, state and local legislative strategies for New Jersey's largest healthcare system, with revenue of \$6 billion with 36,000 team members and more than 7000 physicians. It is comprised of 17 hospitals; including 3 academic medical centers, 2 children's hospitals and 9 community hospitals. System includes 3 inpatient rehabilitation centers, physician practices, more than 160 ambulatory care centers, surgery centers, home health services, long-term care and assisted living communities, ambulance services, air medical transportation, fitness and wellness centers, rehabilitation centers, urgent care and after-hours centers, the Center for Discovery and Innovation and the Hackensack Meridian School of Medicine.

- Member of senior corporate executive team. Provided insight and counsel on regulatory and health policy issues. Managed all legislative consultants and act as principal external liaison for all major lobbying/governmental organizations (e.g., federal, state and business associations)
- Led federal advocacy efforts to pursue forgiveness of the Medicare Accelerated and Advanced Payment Program and securing over \$13 million for the School of Medicine and over \$13 million for the Pediatric Psychiatric Collaborative in the New Jersey State budget over the past three years
- Secured passage of legislation to designate the region's first children's hospital
- Devised strategy to secure political support that led to resolution of a funding dispute with the Centers for Medicare and Medicaid Services in the amount of \$12.9 million

University of Pennsylvania Health System Philadelphia, PA**1998 - 2001****Associate Executive Vice President for Government Relations**

Orchestrated and managed all local, tri-state (NJ, PA and DE) and federal relations for the integrated academic health system of the University of Pennsylvania. The system was comprised of four hospitals, hundreds of physician practices, 12 network hospitals, 12 educationally affiliated hospitals, (School of Medicine was ranked third in the nation) and 17,000 employees with an annual budget exceeding \$2 billion.

- Conceived and executed strategies to provide enhanced revenue, promoted system's core mission and advanced the regional and national stature of nation's premier academic health system. Served as member of senior leadership team providing counsel to health system and university management
- Created statewide health care provider and business coalition to secure tobacco settlement proceeds dedicated to Pennsylvania health needs, generating hundreds of millions for the Health System over the past two decades
- Crafted and executed successful plan for reimbursement of \$30 million in Medicare Disproportionate Share funds from federal government, directing and managing successful Balanced Budget Act relief efforts (over \$23 million) including a massive grassroots advocacy campaign
- Health System received the 1999 Advocacy Award from the Delaware Valley Healthcare Council (DVHC) as a result of this grassroots campaign on the BBA

University of Medicine and Dentistry of New Jersey, Newark, NJ**1995 - 1998****Director of Government Relations**

Directed federal and state relations for the nation's largest public health sciences university comprised of seven schools and five campuses statewide, as well as one of New Jersey's largest hospitals; with 11,000 employees and an annual budget of \$1 billion.

- Developed strategies and managed all contacts with state and federal officials. Supervised outside legislative consultants and coordinated University activities to promote its mission
- Created the Violence Institute of New Jersey by securing line-item funding in state budget (\$750,000) coupled with substantial federal support from the U.S. Department of Justice
- Orchestrated federal recognition and support for Cancer Institute of New Jersey (achieved its initial National Cancer Institute designation as a Clinical Cancer Center)
- Served as policy advisor to the University President

Bergen County Prosecutor's Office, Hackensack, NJ**Nov. 1994-May****1995****Assistant Prosecutor, Chief of Forfeiture Unit**

Led Forfeiture Unit for the Office serving the state's largest county. Designed legal strategies, prepared briefs and appeared in court weekly.

Liberty Science Center, Jersey City, NJ**1994****Director of Governmental Relations**

Designed and executed the government affairs program for all federal, state, and local relations for \$68 million science museum and educational institution.

- Crafted strategies to secure institutional support from governmental entities
- Provided legal advice on issues affecting the operations of the Center
- Developed Center's first governmental relations plan

Governor's Office - State of New Jersey, Trenton, NJ**1990 -****1994****Deputy Director of Policy****1993 - 1994**

Managed Governor's policy staff. Provided oversight and management of New Jersey's major independent authorities, including: the NJ Turnpike Authority, the NJ Highway Authority (Garden State Parkway), and the Sports & Exposition Authority. Advised Governor and Cabinet on matters pertaining to planning, finance, and executive oversight of public policy issues.

- Served as Governor's Representative to the North Jersey Transportation Coordinating Council, the federally recognized "metropolitan planning organization" which oversees all federal expenditures for transportation in the region
- Led Governor's successful efforts to sustain ban of assault weapons that subsequently became the model for national legislation
- Conceived and managed grassroots and media campaigns to garner support for Governor's position in spite of veto-proof majorities in both houses of the legislature led by the opposition party. As a result of this successful effort, the Governor was awarded the Kennedy Center's Profiles in Courage Award

Deputy Director-Authorities Unit/Policy Advisor 1990 - 1992

Led oversight and management of NJ's major independent authorities including the Port Authority of NY and NJ, NJ Turnpike Authority, NJ Highway Authority (Garden State Parkway), NJ Transit, Sports & Exposition Authority and others. Served as Governor's Office liaison to state Department of Transportation.

New Jersey State Senate, Trenton, NJ
1990

1987 -

Assistant Counsel

Staff Counsel to Judiciary Committee, Independent Authorities Committee and Highway Authority Special Investigation Committee for upper house of State Legislature.

- Chief proponent of gun control legislation in the state. Successfully linked health care providers to the issue of violence and developed grassroots campaign in support of the issue
- Developed and reviewed legislation and policy initiatives including most major criminal law proposals, tort reform, insurance, malpractice, living wills and estates, and corporate law issues
- Directed extensive investigations of public agencies (with subpoena power) and provided legal counsel on appointments

New Jersey Association of School Administrators, Trenton, NJ

1984 - 1987

Deputy Chief Counsel/Director of Governmental Relations

Represented association members in litigation and negotiations concerning employment (tenure, salary, etc.).

- Directed state and federal lobbying efforts of the professional association for public school superintendents and top-level managers
- Prepared testimony, evaluated pending legislation, worked with State legislators to enact laws governing public education
- Briefed membership, wrote articles and lectured frequently at association seminars

Law firm of Thomas M. McCormack, Esq., West Orange, NJ

1983 -

1984

Associate Attorney

General civil practice with emphasis on tort litigation, contracts, real estate, estates and close corporations. Court appearances include New Jersey Superior Court--Appellate, Chancery and Law Divisions.

Essex County Board of Chosen Freeholders, Newark, NJ

1979-1984

Attorney, Legal Intern

Drafted ordinances, resolutions, legal memoranda, trial and appellate briefs for legislative body governing New Jersey's third largest county. Reviewed professional services contracts and developed the first County Code of Ethics.

EDUCATION

Law Degree, Juris Doctor (1981)

Seton Hall University School of Law, Newark, NJ

-- Essex-Newark Legal Services, Seton Hall Clinic: Legal Intern (1980-1981)

-- Seton Hall Legislative Bureau, Member (1979-1981)

Assigned to the New Jersey Senate and Assembly Majority Offices in Trenton. Duties included research, review and preparation of legislation and court briefs

Bachelor of Arts, History (1977)

Rutgers College, New Brunswick, NJ

-- President-Student Government Association (1976-1977)

-- University Senator (1976-1977)

-- Coalition to Fight Cutbacks, Founding member (1975-1977)

Selection of TEACHING/LECTURES

Adjunct Senior Fellow, Leonard Davis Institute of Health Economics at the University of Pennsylvania—2000-2017

Federal and State Issues presentation, the NJ Healthcare Financial Management Association Reimbursement and Regulatory meeting, Wall, NJ, May 2017

Advocacy and Beyond, moderator, Trauma Center Association of America annual meeting, Myrtle Beach, SC, May 2017

Election 2016—What could results mean? 2016 Health Law Symposium, Institute of Continuing Legal Education, Seton Hall University School of Law, Newark, NJ, October 2016

Trends in Health Care—Federal and State, 2015 Health Law Symposium, Institute of Continuing Legal Education, Seton Hall University School of Law, Newark, NJ, October 2015

Healthcare Reform, Federal Budget Challenges and the Impact on Trauma Centers, webinar for the Trauma Center Association of America, with Lisa Tofil, Esq., Holland & Knight, July 2013

Implementation, Impacts and Lessons for Confronting Today's Challenges, panel moderator, Health & Welfare Policy and Reform in the Florio Administration, Center of the American Governor, Eagleton Institute of Politics, Rutgers University, April 2013

National Healthcare & Your Clients: How the Patient Protection and Affordable Care Act will Impact Businesses and Individuals, with Brian E. Curtis, Esq., Becker Meisel, Institute of Continuing Legal Education, New Brunswick, NJ, February 2013

Health Reform, the Election and the Future, *The Leaders Board*, Scottsdale, AZ, November 2012

Advocacy: Positioning Trauma Care in the Evolving Health Care Delivery System, webinar for the Trauma Center Association of America, with Lisa Tofil, Esq., Holland & Knight, September 2012

Health Reform is Alive and Well...Sort of—The View from Providers and Insurers, New Jersey State Bar Association Health & Hospital Law Section/Institute of Continuing Legal Education, New Brunswick, NJ, September 2012

Legal Issues in College Health, New Jersey College Health Association, Rider University, Lawrenceville, NJ, March 2012

Healthcare Reform—The Future of Trauma and Emergency Medicine, webinar presentation for the Trauma Center Association of America, July 2011

Healthcare Reform—The Future of Trauma and Emergency Medicine, luncheon presentation at AtlantiCare Regional Medical Center's 13th Annual Trauma Symposium, Atlantic City, NJ, May 2011

Impact of Health Reform on the Region, panelist, Earle Mack School of Law, Drexel University, Philadelphia, PA, October 2010

The Shaping of Future Healthcare Legislation and Reimbursement: The Role of Government Relations Specialists, organized and moderated panel discussion for the NJ Chapter of the Healthcare Financial Management Association, Woodbridge, NJ, September 2010

Fixing Healthcare on the Front Lines, participant in the online Informed Opinion Leadership Action Group research study, July 2010

Health Reform—What it Means for You and Your Clients, moderator and presenter of panel discussion, Institute of Continuing Legal Education, New Brunswick, NJ, May 2010

Health Reform and Strategic Implications, webinar presentation, Case Managers/Case In Point, April 2010

Strategic Impacts of Health Reform, presentation to *The Leaders Board*, New Orleans, LA, April 2010

Health Reform, presentation to the Ocean Medical Center Foundation, Brick, NJ, November 2009

Hospital Provider Payments, panelist, Association of American Medical Colleges Government Relations Representatives meeting, Washington, DC, June 2009

Advocacy and Health Reform, webinar for Trauma Center Association of America, September 2009

Health Policy Issues: State and Federal, moderator and presenter, New Jersey State Bar Association Health & Hospital Law Section, New Brunswick, NJ, April 2009

Universal Health Care in New Jersey, panelist, New Jersey State Bar Association Annual Meeting, Atlantic City, NJ, May 2007

Steak vs. Pasta: Digesting Differences in Health Care Delivery Systems (US vs. Italy), moderator, New Jersey State Bar Association Mid-Year Meeting, Rome, Italy, November 2006

Health Policy vs. Politics, annual lecture in Healthcare Management program, Wharton School, University of Pennsylvania, Dr. David Asch

Selection of COMMISSIONS/ORGANIZATIONS

Trauma Center Association of America—Member, Board of Directors; co-chair, Advocacy Committee and member, Finance Committee (2007-2013 & 2018-2020)

Integrated Health Care Coalition—Member, current Chair; representatives from non-profit systems across the country formed to protect hospital outpatient departments (HOPD's) and 340B concerns. Group was formed in 2011 and succeeded in securing grandfather status for HOPD's in the Balanced Budget Act of 2015

Academic Health Centers of the Mid-Atlantic—Founding member; current Chair of organization with representatives of health systems from Maryland, Delaware, Pennsylvania and New Jersey (1997-present)

American Medical Group Association—Chair and founding member, Government Relations Leadership Council, (2020)

U.S. Chamber of Commerce—founding member, Health Care Advisory Board (2019-2020); member, Health Care Regulatory Task Force (2018—2020)

Premier Health Alliance—member, Government Affairs Network Policy Committee (2014-2020)

Children's Hospital Association—Government Relations Committee (2017-2019); Chair, CHIP Action Team (2018)

NJ State Bar Association:

Health and Hospital Law Section—Past Chair (2006-2007); recipient of section's highest honor: Distinguished Service Award (2010)

Legislative Committee—Member

American Hospital Association:

Founding member, Multi-hospital System Advisory Committee

Government Relations Officers Network—Member; 2010 Grassroots Champion Award recipient

Association of American Medical Colleges—Selected as Member, Government Relations Steering Committee (1999-2001); member, Government Relations Representatives (1998-2020)

New Jersey Hospital Association—Member, Policy Committee (2016-2020); Member, Government Relations Committee (2001-2020); Member, Out-of-Network Task Force (2017-2018), Member, Economic Stimulus Task Force (2009)

Working Group on Biomedical Research (established by the Joint State Government Commission of the General Assembly of the Commonwealth of Pennsylvania)—report issued October 2000

Academic Health Centers of Pennsylvania—Member (1998-2001)

Hospital and Healthsystem Association of Pennsylvania---Member, Tobacco Settlement Task Force, Educational Programming Committee (1999-2001)

Urban Health Care Coalition of Pennsylvania—Member (1998-2001)