

JAMES (JIM) M. DANIEL, JR., JD/MBA

Partner

Jim Daniel practices exclusively in the healthcare transactional and regulatory areas. He devotes his efforts to physician transactions, joint ventures, mergers and acquisitions, contracting and regulatory matters, and healthcare providers of all types. In connection with these matters, Mr. Daniel routinely provides advice on issues related to tax-exempt status, including private inurement, private benefit, and intermediate sanctions, tax-exempt financing, antitrust compliance and fraud and abuse.

Since 2010, Mr. Daniel dedicates his time and efforts counseling clients in strategy development under evolving patient payment models, including the planning and development of medical homes, accountable care organizations, direct contracting entities, and clinically integrated networks. Mr. Daniel is a frequent speaker and facilitator on healthcare strategy and physician alignment issues. Mr. Daniel advises long term care facilities, home health agencies, hospices, durable medical equipment companies and other providers on legal and regulatory matters.

Mr. Daniel is a graduate of the University of Virginia where he received his Bachelor of Arts in economics and psychology. Mr. Daniel also received his Juris Doctorate and MBA from the University of Richmond.

Associations and Professional Memberships

American Health Lawyers Association, Member
American Bar Association Health Law Section, Physician Issues
Health Care Compliance Association (HCCA)
Healthcare Financial Management Association, Member
Medical Group Management Association, Member
Federation of American Hospitals, Member
National Association for Home Care and Hospice, Member



Practice Areas

ACOs and Bundled Payments
Antitrust
Clinically Integrated Networks & Organizations
Compliance
Fraud & Abuse
Governance
Health Insurance
Mergers, Acquisitions & Transactions
Physician Services
Risk-Bearing Entities & Risk-Based Contracting
Tax-Exempt Status

Licensure

Alaska
Connecticut
District of Columbia
Georgia
Maryland
New Jersey
New York
North Carolina
Ohio
Oklahoma
Pennsylvania
Tennessee
Texas
Virginia
West Virginia

Academic Credentials

University of Virginia, B.A.
University of Richmond School of Law, J.D.,
University of Richmond, Robbins School of Business, M.B.A.

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Career Highlights

AV Preeminent®, *Martindale-Hubbell*

"Legal Elite," *Virginia Business Magazine*

"Virginia Super Lawyers," *Super Lawyers*

Best Lawyers in America®, Health Lawyer of the Year - Virginia 2022

Fellow, Healthcare Financial Management Association (HFMA)

Past Chair, Board of Governors of the VSB Health Law Section

Past American Bar Association, Vice Chair – Business & Transactions Interest Group

Past Accountable Care Organization Task Force, Vice Chair

Certifications

Certified Specialist Managed Care (CSMC)

Certified Specialist Business Intelligence (CSBI)

Certified Specialist Accounting and Finance (CSAF)

Certified Healthcare Financial Professional (CHFP)

Certified in Healthcare Compliance (CHC)

Certified in Healthcare Privacy Compliance (CHPC)

Certified in Healthcare Research Compliance (CHRC)

Speaking Engagements

"Redefining the Physician Enterprise for Value-Based Care" – American Health Law Association – Advising Providers: Legal Strategies for AMCs, Physicians and Hospitals (February 2024)

"Designing an Employment Contract in 2024" – American College of Cardiology (ACC) (February 2024)

"Where does the ASC/OBL Fit Into Your CV Strategic Plan?" – American College of Cardiology (ACC) (February 2024)

"CV Service Line Charter vs. Co-Management Agreement: Can you Joint Venture with Either?" – American College of Cardiology (ACC) (February 2024)

"Reimagining the Integrated Delivery System Physician Enterprise" – Healthcare Financial Management Association (HFMA) (June 2023)

"PE and Payer Disruptors: Impact on Clinician Enterprise" – The Learning Institute (June 2023)

"ACOs and CINs: Auditing & Monitoring for Compliance Hotspots" – Health Care Compliance Association (HCCA) (April 2023)

"ASCs – What to Consider and Ways to Structure" – MedAxiom – CV Transforum (April 2023)

"The Changing Landscape" – The Leadership Institute – (April 2023)

"Joint CFO and Value-Based Health Forum" – The Leadership Institute (April 2023)

"M&A in the Healthcare Space" – Medical Group Management Association (MGMA) (March 2023)

"Cardiovascular and Private Equity: Is it the Next Business Model?" – American College of Cardiology (ACC) (March 2023)

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- "How Physicians can Participate in Joint Ventures – SCAI" – ACC 2023 Cardio Summit (February 2023)
- "Surviving Or Thriving: New Players, New Risks, New Markets" – IPMI – The Healthcare Law & Compliance Institute (February 2023)
- "Perspectives on Private Equity in CV Care" – ACC 2023 Cardio Summit (February 2023)
- "The Nuts and Bolts you need to Know to Make a Solid Decision" – ACC 2023 Cardio Summit (February 2023)
- "Restrictive Covenants: Are they Enforceable or Not?" – ACC 2023 Cardio Summit (February 2023)
- "Healthcare Market Overview: Financial Drivers and the Trajectory Toward Value-Based Care" Capital Digestive Care (November 2022)
- "Providers, Payors, and Payviders: The Changing Landscape and its Impact on You" – Consero Healthcare General Counsel Forum (October 2022)
- "Cardiology Employment Models: Steady Evolutionary Progress or Back to the Future?" – MedAxiom – CV Transform (October 2022)
- "Shifting Interests in Physician Practice Equity Transactions" - Physicians Legal Issue (PLI) (September 2022)
- "Private Equity Investment in Physician Practice" - MGMA (September 2022)
- "ACOs and CINs: Auditing & Monitoring for Compliance Hotspots" - Association of Healthcare Internal Auditors (AHIA) (August 2022)
- "2022 MPFS Highlights" – American Bar Association (ABA) (June 2022)
- "Private Equity Investment in the Physician Practice" – Virginia Society of Eye Physicians and Surgeons (June 2022)
- "ESG in Healthcare: Reducing Your Corporate Risk Level by Increasing Sustainability" – Consero Healthcare General Counsel Forum (May 2022)
- "CMS Changes to Work RVUs and Conversion Factor" – MedAxiom – CV Transform (April 2022)
- "Legal Models to Support a Shift to Value-Based Care Considering the Rise of the Physician Enterprise" – IPMI - The Healthcare Law & Compliance Institute (March 2022)
- "Advanced Negotiation: Co-Management/JOC/Employment" – American College of Cardiology (ACC) (February 2022)
- "Mini Intensive-Physician Compensation" – American College of Cardiology (ACC) (February 2022)
- "Mini-Intensive-Compensation Cardiovascular Care Team" – American College of Cardiology (ACC) (February 2022)
- "Transitioning to Value-Based Healthcare: Risks & Rewards" – Consero Healthcare General Counsel Forum- (October 2021)
- "Think Tank: Alignment 2.0" – IPMI – The Healthcare Law & Compliance Institute (October 2021)
- "Healthcare Delivery and Innovation" - Physician Legal Issues (PLI) American Bar Association (September 2021)
- "Physician Compensation Moving to Value-Based Care: Aligning Compensation with New Payment Models Under New Stark/AKS Rules" – Health Care Compliance Association (HCCA) (September 2021)
- "New Stark and Anti-Kickback Regulations" – American Academy of Orthopaedic Surgeons (AAOS) (July 2021)
- "Risk-Sharing with Physicians" – American Health Law Association (AHLA) (June 2021)
- "Direct Contracting" – American Health Law Association (AHLA) (June 2021)
- "ACOs and CINs: Auditing & Monitoring for Antitrust Compliance and regulatory Issues" – Health Care Compliance Association (HCCA) (April 2021)
- "Risk-Sharing With Physicians and Retrofitting Your Provider Network: Leveraging New Value-Based Exceptions to Maximize Performance" – IPMI – Healthcare Law & Compliance Institute (March 2021)
- "Taking a Deep Dive Into Physician-Hospital Alignment Strategies" – Consero (March 2021)

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"Mini Intensive Practical Approaches to Physician Compensation: What Works Best in 2021? - MedAxiom CV Transforum (February 2021)

"Transitioning to Ambulatory Surgery Centers and Office-Based Labs: Real-World Case Studies" - American College of Cardiology (ACC) (February 2021)

"High Impact Regulatory Review: Stark, Anti-Kickback, and the Final Physician Fee Schedule" – American College of Cardiology (ACC) – 2021 Cardiovascular Summit (February 2021)

"Practical Approaches to Physician Compensation: What Works Best in 2021?" - American College of Cardiology (ACC) 2021 Cardiovascular Summit (February 2021)

"New Stark and Anti-Kickback Regulations" – Optum Advisory Services (January 2021)

"The Changing Risk Climate Updates on Compliance: Rules Governing Physician Hospital Arrangements" – MedAxiom (January 2021)