

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

Partner

Jim Daniel practices exclusively in the healthcare transactional and regulatory areas. He devotes his efforts to 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 Interest Group – Health Law and Policy Representative
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 & High Performance Networks
Compliance
Fraud & Abuse
Governance
Health Insurance
Mergers, Acquisitions & Transactions
Physician Services
Risk-Bearing Entities & Risk-Based Contracting
Tax-Exempt Status

Licensure

Alaska
Connecticut
Georgia
Maryland
New Jersey
New York
North Carolina
Ohio
Oklahoma
Pennsylvania
Texas
Virginia
West Virginia

Academic Credentials

University of Virginia, B.A.
University of Richmond School of Law, J.D.
University of Richmond Robins 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®

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

Past Chair, VBA Health Law Council

Fellow, Healthcare Financial Management Association (HFMA)

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)

Speaking Engagements

“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)

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

“Stark and AKS Final Rules: Overview and Impact” – Health Capital Consultants (HCC) (December 2020)

“Medicare Physician Fee Schedule: Preparing for E/M Changes and the Unintended Consequences” - American Bar Association (December 2020)

“CARES Act HHS Provider Relief Fund and Paycheck Protection Program: Updates and Next Steps” - MedAxiom (November 2020)

“Alignment 2.0: A New Physician/Hospital Alignment Model” – MedAxiom CV Transforum (October 2020)

“All in the Family: The Real Integration Challenges for General Counsel Once the Deal is Done” - Consero – Healthcare General Counsel Virtual Conference (October 2020)

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“Never Let a Good Crisis Go To Waste: Seizing Opportunities in the Wake of the Pandemic” - The Healthcare Law and Compliance Institute, (August 2020)

“Obtaining SBA Loans for Physicians and Other Providers under the CARES Act” - American Bar Association (ABA) (April 2020)

“Transactions in the Aftermath of COVID-19—Obvious and Not-So-Obvious Considerations” - American Healthcare Lawyers Association – Transaction Conference (April 2020)

“Physician Contracting Issues Related to COVID-19” - American Bar Association (ABA) (April 2020)

“COVID-19 and the CV Service Line: Legal and Federal Support Update - Part 7” – MedAxiom (April 2020)

“COVID-19 and the CV Service Line: How to Survive the Financial Tsunami – Part 5” – MedAxiom (April 2020)

“COVID-19 and the CV Service Line: Legal Questions You Never Thought to Ask – Part 4” – MedAxiom (March 2020)

“Transforming Primary Care Through CMS’s Primary Care Initiatives” – American Bar Association (ABA)(March 2020)

“Transforming Primary Care: Placing Primary Care at the Center of Value Based Care Reform” MGMA – The Financial Conference (March 2020)

“Evolving Value Based Payment Models: Market Trends, Opportunities, and Risks” – Healthcare Law and Compliance Institute (March 2020)

“Gainsharing: How Do You Do It?”- American College of Cardiology (ACC) 2020 Cardiovascular Summit (February 2020)

“Breaking Up Is Hard To Do: Transformations – Positive and Negative” - American College of Cardiology (ACC) 2020 Cardiovascular Summit (February 2020)

“Physician Compensation: Is there a good model?” - American College of Cardiology (ACC) 2020 Cardiovascular Summit (February 2020)

“Kickbacks and Antitrust Scrutiny Legal Update” – MedAxiom CV Transforum (October 2019)

“Integrated Healthcare Delivery Systems: Types, Strategies & Pitfalls” - Consero Healthcare General Counsel Forum (October 2019)

“Transforming Primary Care Through The CMS Primary Care Initiatives” - American Bar Association (ABA) Health Law Section Webinar (June 2019)

“Transforming Primary Care Through The CMS Primary Care Initiatives” - American Bar Association (ABA) Health Law Section Webinar (June 2019)

“Think Tank Session: Evolving Value Based Payment Models for Governmental, Commercial and Medicare Advantage Plans and Related Strategies, Compliance Risks and Contracting Pitfalls and Opportunities” - The Healthcare Law and Compliance Institute (March 2019)

“Mini Intensive—Strategies to Stomp Out Unwanted Clinical Care Variation” - American College of Cardiology (ACC) (February 2019)

“It Takes A Village: Utilizing APPs and the Whole Cardiovascular Care Team” - American College of Cardiology (ACC) (February 2019)

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“The Healthcare Cold War: A GC’s Guide to the Escalating Conflict Between Providers and Payors” - Consero Healthcare General Counsel Forum (October 2018)

“The Business Case for Reducing Clinical Variation and Improving Efficiency” - Healthcare Financial Management Association (HFMA) (June 2018)

“Mini Summit V: Case Studies in Successful Integrated Value-based Care: ACOs, Bundles - How Do I Choose? - A Case Study” National ACO, Bundled Payments and MACRA Summit (June 2018)

“MACRA and MIPS Update” - Virginia Urological Society 29th Annual Meeting (March 2017)

“Outpatient to Inpatient: Aligning Independent Physicians for Acute-Care Improvements” - American College of Healthcare Executives (March 2017)

“How Will We Get Paid? Assessing the Impact of MACRA & MIPS” - American Bar Association, 18th Annual Emerging Issues in Healthcare Law (March 2017)

“Hospital Alignment Strategies” - American Association of Orthopedic Surgeons, 2017 Annual Meeting (March 2017)

“Implementation of the Quality Payment Program (MACRA)” - MACRA Education for Hospital-Based Physicians & Administrators (February 2017)

“Group Practice Integration and Related Legal Issues” - Medical Society of Northern Virginia (February 2017)

“Implementation of the Quality Payment Program (MACRA)” - MACRA Education for Clinic-Based Physicians & Administrators (February 2017)

“Physician/Hospital Alignment Strategies in Volume to Value” - American Health Lawyers Association, Physicians and Hospital Law Institute (February 2017)

“MACRA: APM Track – Understanding Alternative Payment Models – MSSP, Track 1, Track 2 and 3, BPCI, Next Gen, Pioneer” - 2017 Cardiovascular Summit (January 2017)