

Ross Lanzafame counsels long-term and acute health care providers with regard to business, corporate and government regulatory matters, and represents clients before a variety of governmental agencies, bodies, boards and commissions. His practice is focused on reimbursement issues and regulatory compliance. His experience includes:

- Advising clients on federal and state regulations governing facility operations, governance, financing, medical records and data confidentiality, patient accounts management, physician recruitment, HIPAA, fraud & abuse, Stark/mini-Stark compliance, informed consent and reimbursement programs such as Medicare and Medicaid.
- Preparing HIPAA and corporate compliance programs and plans.
- Completing certificate of need applications for hospitals, nursing homes and assisted living providers.
- Analyzing provider reimbursement rates, preparing and prosecuting rate appeals and hearings, and defending providers on rate audits.
- Providing economic, methodological, and technical analysis of reimbursement issues in support of provider rate litigation.
- Advising with respect to clinical research agreements and clinical trials, as well as intellectual property issues attendant to research, and negotiation of clinical trial and consulting agreements on behalf of researchers.
- Counseling regarding corporate structure and organization, including all documents necessary for non-profit or for-profit operations.

Prior to earning his law degree, Ross managed the neonatal intensive care unit and all surgical units of a large Rochester hospital for four years.

Professional and Civic Affiliations

- Chair, Board of Directors, Rochester Philharmonic Orchestra, 2019-Present
- Secretary, Board of Directors, The Margaret Home, Inc., 2018-Present
- Member, Flower City Arts Center, 2017-Present
 - President, 2017-2019
- Treasurer, National Association of Chiropractic Attorneys, 2007-Present
- Member, Board of Directors, St. Ann's Community, 2018-2019
- National Board of Directors, American Lung Association, Inc.
 - Past Chair, 2014-2016; Chair, 2012-2014; Speaker, Nationwide Assembly, 2010-2011
- Chair, American Lung Association of New York, Inc., 2008-2010
- Chair, American Lung Association of New York State, Inc., 2006-2008



ROSS P. LANZAFAME

PARTNER

llanzafame@hselaw.com

tel: 585.231.1203

fax: 585.232.2152

Admissions

Massachusetts
New York
U.S. Patent and Trademark Office

Education

University at Buffalo School of Law,
J.D., *cum laude*
Cornell University Graduate School
of Management, Masters of
Professional Studies, Hospital and
Health Services Administration
Cornell University, B.S.

- Chair, American Lung Association of the Finger Lakes Region, Inc., 2000-2002
- Chair, Community Place of Greater Rochester, Inc., 2005-2007
- Chair, Linden Knoll, Inc., 2004-2006
- Chair, Rochester Friendly Home, Inc., 2008-2010
- Vice-President, Cornell Alumni Association, Inc., 2007-2011
- President, Cornell Alumni Association of Greater Rochester, Inc., 2000-2002
- President, Cornell Johnson School of Management Alumni Club of Rochester, 1989-1992
- President, Eastside Community Center, Inc. (now known as Community Place of Rochester), 1991-1994
- Member, American Bar Association, Health Law Section
- Member, American Health Lawyers Association
- Member, New York State Bar Association
- Member, Executive Committee, Health Law Section, New York State Bar Association
- Chair, Health Law Section, New York State Bar Association, 2008-2009
- Chair, Special Committee on AIDS and the Law, New York State Bar Association, 1996-1997
- Health Law Section Liaison/Representative, American Bar Associations AIDS Committee, 1994-2009
- Board Member, Irondequoit Senior Transportation Ministry, Inc.
- Board Member, Western NY Wellness, Inc.

Honors and Awards

- Recognized by *Chambers USA*, 2014, 2015 and 2016 in the field of Healthcare
- Selected by his peers for inclusion in *The Best Lawyers in America*® in the field Health Care Law
- Selected to the Upstate New York Super Lawyers list, 2007-2012, 2014-2019
- AV Preeminent® Peer Review Rated by Martindale-Hubbell
- Recipient, "Volunteer of the Week" Award, American Lung Association, October 2008
- Recipient, "Volunteer Excellence Award," American Lung Association, June 2009
- Recipient, "Thomas Corbet Outstanding Volunteer of the Year Award for 2003," American Lung Association of the Finger Lakes Region, Inc.
- Recipient, "Chiropractic Attorney of the Year," National Association of Chiropractic Attorneys, November 2003
- Recipient, "Dedicated Service Award," New York State Chiropractic Association, District 17, November 1997
- Board Member, Moot Court, State University of New York at Buffalo School of Law
- SUNY Buffalo Law School
 - Business Editor, *Buffalo Law Review*
 - Recipient, "Scribes Award," June 1986

Publications

- Author, "Criminal Liability for Failing to Disclose Improper Medicare Payments: Exposure to Clients and Their Lawyers," *Health Law Journal*, a publication of the New York State Bar Association, Vol. 7, No. 1, Winter 2002.
- Author, "Provider Liability Under Public Law 98-21: The Medicare Prospective Payment System in Light of *Wickline v. State*," *Buffalo Law Review*, Vol. 34, Number 3, Fall 1985

Presentations

- Speaker, "Rochester Law School 101 for Physicians, Healthcare Providers and Practice Managers," February 2013
- "Trends in Senior Care," Eyes on the Future Radio Show, WHAM 1180, February 2013
- Speaker, "HMO/Managed Care Contracting in the Long Term World," New York State Bar Association's Health Law, October 2007
- Speaker and Co-Chair, "Resizing New York's Hospitals and Nursing Homes," New York State Bar Association's Health Law Section Fall Meeting, November 2006
- Speaker, "Medicaid Fraud and Abuse and Attorney General Inquiries," Health Care Financial Management Association, March 2006
- Speaker, "Nursing Home Admission Agreements and Collection Practice," sponsored by Freed Maxick Accountants, Fall 2005
- Speaker, "Reimbursement in the Long Term Health Care System-Current Issues," New York State Bar Association's Long-Term Health Care and Law: Issues and Skills Program, May 2006

