

MICHAEL J. DELMONICO, CMPE, MBA, BSN, RN

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MEDICAL PRACTICE EXECUTIVE AND CONSULTANT

Comprehensive experience as a leader of multi-specialty medical group practices within integrated delivery systems with hospital, IPA, ACO, and academic partners. Extensive physician relations experience including practice acquisitions, recruitment, employment contract development and negotiations, and compensation plan development. Accomplished with strategic planning and driving initiatives from vision to reality. Development of business plans, certificates of need, agreements and leases, financial projections, and performance metrics necessary to launch and evaluate ventures. Leadership style that fosters organizational success and manages organizational change through teamwork, shared sense of accomplishment, and accountability.

PROFESSIONAL EXPERIENCE

Mike Delmonico Consulting, LLC | Portsmouth, RI | March 2020 – Present *Founder and CEO*

Mike Delmonico Consulting, LLC is a consultancy providing expert analysis, tools, and guidance to healthcare and medical practice enterprises. Services include interim leadership, development of governance and leadership structures and routines, performance improvement initiatives, regulatory and compliance readiness, developing value-based care infrastructure and workflows, staff development, and creating policies, procedures, and job descriptions. As reflected in its registered trademark, the consultancy has a focus on supporting organizations with: *Healthcare and Medical Practice Success Essentials®*

Consultancy engagement highlights:

Center for Eye Health | Fall River, MA | November 2021 – Ongoing

Engaged as practice management and operations consultant. Initiated management committees and facilitate regular meetings. Developed revenue cycle, payroll, and physician productivity reports. Completed a staff compensation audit and developed compensation guidelines. Guided development of an employee handbook. Guided projects such as expansion and renovation of clinical space. Center for Eye Health is a full-service, physician-owned, ophthalmology practice with 10 physicians, 5 optometrists, and 30 support staff.

Day Kimball Medical Group | Putnam, CT | November 2020 - Ongoing

Original engagement as value-based care consultant. Also served as interim vice president of operation for 9 months. Reorganized and restarted the medical leadership committee. Recruited and refilled the chief medical officer role. Developed value-based care partnerships and infrastructure. Guided achievement of Patient Centered Medical Home recognition. Day Kimball Medical Group is a multi-specialty group medical practice with 40 physicians, 10 advanced practice professionals, and 75 support staff.

The Bio Med Center of New England | Providence, RI | March 2020 – Ongoing

Original engagement as quality and compliance consultant. Also served as interim administrator for 1 year. Developed quality and compliance policies and procedures. Guided achievement of licensure as an organized ambulatory care facility with medical, dental, and compounding and infusion services. Created management structures and routines. Recruited for and filled the medical director role. Appointed to the Board of Directors in 2020. The Bio Med Center is a privately owned multi-specialty center with internal medicine, naturopathic medicine, dentistry, physical therapy, and infusion services.

Sturdy Memorial Associates | Attleboro, MA | May 2019 – March 2020

Interim Chief Operating Officer

Sturdy Memorial Associates is a multi-specialty medical practice and part of the Sturdy Memorial Hospital integrated delivery system.

- Reporting to the system CEO and responsible for the mission, vision, and overall performance of the practice with 80 physicians, 35 advanced practice professionals, and 300 support staff providing care in 20 community locations, 1 acute care hospital, and multiple skilled nursing facilities. \$60 million annual budget.
- Specialties include family medicine, internal medicine, dermatology, hematology/oncology, endocrinology, hospitalist medicine, podiatry, general surgery, orthopedic surgery, urology, gastroenterology, neurology, pulmonology, rheumatology, ophthalmology, cardiology, and OBGYN.

Prospect CharterCare, LLC | Providence, RI | December 2014 – September 2018

Vice President Physician Integration

Prospect CharterCare Physicians is a multi-specialty medical practice and part of the Prospect CharterCare integrated delivery system with affiliated hospitals, IPA, ACO, and academic partners.

- Reporting to the system CEO and responsible for the mission, vision, and overall performance of the practice with 55 physicians, 15 advanced practice professionals, and 130 support staff providing care in 25 community locations, 2 acute care hospitals, and multiple skilled nursing facilities. \$30 million annual budget.
- 15 practice acquisitions and Patient Centered Medical Home recognition for 12 locations.
- Specialties include family medicine, internal medicine, dermatology, hematology/oncology, adult psychiatry, general surgery, urology, gastroenterology, neurology, pulmonology, rheumatology, and infectious disease.

Newport Hospital - NHCC Medical Associates | Newport, RI | October 2011 – November 2014

Director of Physician Practices

NHCC Medical Associates is a multi-specialty medical practice and part of the Lifespan and Newport Hospital integrated delivery system with affiliated hospitals and academic partners.

- Reporting to the Newport Hospital CEO and responsible for the mission, vision, and overall performance of the practice with 55 physicians, 10 advanced practice professionals, and 60 support staff providing care in 12 community locations and 1 acute care hospital. \$15 million annual budget.
- 2 practice acquisitions, development of adult behavioral health partial hospital service, and collaboration with Bradley Hospital for development of outpatient child psychiatry services.
- Specialties include family medicine, dermatology, hematology/oncology, hospitalist medicine, obstetrics/gynecology, adult and pediatric psychiatry, general surgery, endocrinology, neurology, pulmonology, rheumatology, and rehabilitation.

Westerly Hospital - Atlantic Medical Group | Westerly, RI | September 2008 – October 2011

Administrator of Physician Practices

AMG is a multi-specialty medical practice and part of the Westerly Hospital Healthcare integrated delivery system with one hospital and community practice locations in Rhode Island and Connecticut.

- Reporting to the CEO and President of Westerly Hospital Healthcare and responsible for the mission, vision, and overall performance of the practice with 32 physicians, 12 advanced practice professionals, 3 physical therapists, and 80 support staff providing care in 10 community locations and 1 acute care hospital. \$16 million annual budget.
- Successful Certificate of Need application and license for establishing an ambulatory care center in Connecticut.
- Medical specialties include internal medicine, family medicine, pediatrics, dermatology, hematology/oncology, obstetrics/gynecology, general surgery, orthopedic surgery, urgent care, pain management, endocrinology, neurology, and physical therapy.

Rhode Island Cardiology Center | Providence, RI | June 2004 – September 2008

Chief Operating Officer

Rhode Island Cardiology Center is a physician-owned, academic cardiology practice affiliated with the Lifespan integrated delivery system. Primary source of clinicians and educators for the Division of Cardiology at Rhode Island Hospital and the Alpert Medical School at Brown University.

- Reporting to the Managing Partner and responsible for the mission, vision, and overall performance of the practice including 27 physicians, 6 advanced practice professionals, and 65 support staff providing care in 7 community-based locations and 5 acute care hospitals. \$18 million annual budget.
- Established real estate holding company to facilitate fractional ownership by partners and negotiated complex administrative services and teaching agreements with the Rhode Island Hospital Department of Medicine.

ADDITIONAL PROFESSIONAL EXPERIENCE

Rhode Island Hospital | Providence, RI | 2002 – 2004

Business Manager of Endocrinology and Hallett Center for Diabetes and Endocrinology

London Health Administrators, LTD - Benefits Administrators | East Providence, RI | 1998 – 2002

Director of Operations and New Business Development

The Capitol Group – Diagnostic and Interventional Radiology | Providence, RI | 1995 - 1998

Vice President for Operations and New Business Development

Landmark Medical Center | Woonsocket, RI | 1990 - 1995

Director of Strategic Planning and Development and Director of Primary Care Services

Consulting, Grant Writing, Grants Mgmt., and Nursing Roles | Providence, RI | 1986 – 1990

Newington Children's Hospital | Newington, CT | 1985 – 1986

Pediatric Staff Nurse

EDUCATION

Project Management Certificate, Bryant University Executive Development, Smithfield, RI, 2019

M.B.A., University of Rhode Island, Kingstown, RI, 1988

B.S. Nursing, University of Connecticut, Storrs, CT, 1985

CURRENT CERTIFICATIONS AND LICENSES

Certified Medical Practice Executive, AMCPE, Since 2009

Registered Nurse License 26646, State of Rhode Island, Since 1985

PROFESSIONAL ACTIVITIES

Active Member Medical Group Management Association, 2007 – Current

Board Member, The Marion Institute, 2023 - Current

Board Member, The Bio Med Center of New England, 2020 - Current

Founding Board Member and Past Secretary/Treasurer of the Nursing Foundation of RI