

# MATTHEW DAVID SALO



## Work Experience

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FEBRUARY 2011  
TO  
PRESENT

**EXECUTIVE DIRECTOR  
NATIONAL ASSOCIATION OF MEDICAID DIRECTORS  
WASHINGTON, DC**

- Create the infrastructure of a new trade association from the ground up
- Develop and implement long range vision for all aspects of the organization, including staffing, workplan, financing, etc.
- Maintain office location and be responsible for day-to-day operations including implementation of the policies and programs of the organization as established by the Board
- Develop and implement membership services benefits intended to build awareness of and loyalty to the new association
- Identify and implement revenue-generating activities to supplement membership dues income, as appropriate prepare proposals including scope of work, negotiate services and execute contracts.
- Identify, attend and participate in coalitions, task forces and advisory committees and hearings
- Manage the senior executive team with a focus on establishing the organization as a significant player in a crowded and contentious health care and political environment

SEPTEMBER 2003  
TO  
FEBRUARY 2011

**DIRECTOR, HEALTH AND HUMAN SERVICES COMMITTEE  
NATIONAL GOVERNORS ASSOCIATION  
WASHINGTON, D.C.**

- Oversee the day-to-day and long-range operations of one of the four legislative and policy committees at NGA
- Serve as primary lobbyist for all welfare and human services issues in addition to health care
- Supervise staff who are responsible for committee priorities such as human services, crime and justice issues, and health care

JANUARY 1999  
TO  
AUGUST 2003

**DIRECTOR OF HEALTH LEGISLATION  
NATIONAL GOVERNORS ASSOCIATION  
WASHINGTON, D.C.**

- Develop and implement lobbying strategies on all health issues of interest to Governors.
- Represent NGA in work with congressional staff and federal executive branch officials on policy implementation including regulation review.
- Monitor and analyze legislation, develop briefing materials, and prepare regular legislative updates.
- Draft testimony, correspondence, and action letters as appropriate.
- Collect and prepare information and products on state interests, developments, and initiatives for federal officials and others.
- Participate in conferences, workshops, and seminars of executive branch organizations and other associations to represent gubernatorial views.
- Help promote consensus around NGA positions in meetings with other public interest groups, the private sector, and federal agency officials.
- Supervise junior level health lobbyist.

JANUARY 1994  
TO  
JANUARY 1999

**HEALTH POLICY ANALYST/ASSOCIATE  
NATIONAL ASSOCIATION OF STATE MEDICAID DIRECTORS  
WASHINGTON, DC.**

- Research and analyze all areas of the Medicaid Program with special expertise in maternal and child health, and long term care.
- Write issue briefs on specific topics.
- Analyze regulations and program guidance, both proposed and final, for impact on state Medicaid programs and for response to the Health Care Financing Administration.
- Serve as project manager for a major contract with the Health Resources and Services Administration (HRSA).
- Staff a variety Technical Advisory Groups (TAGs): Long-Term Care, Maternal and Child Health, and Information Systems. TAGs provide technical expertise in various Medicaid issue areas for HCFA and NASMD.

## Education

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**UNIVERSITY OF VIRGINIA  
CHARLOTTESVILLE, VA. MAY 1992.  
B.A. RELIGIOUS STUDIES, MINOR IN ASTRONOMY.**

**Committee on Energy and Commerce**  
**U.S. House of Representatives**  
Witness Disclosure Requirement - "Truth in Testimony"  
Required by House Rule XI, Clause 2(g)(5)

<b>1. Your Name:</b> Matthew Salo		
<b>2. Your Title:</b> Executive Director		
<b>3. The Entity(ies) You are Representing:</b> National Association of Medicaid Directors		
<b>4. Are you testifying on behalf of the Federal, or a State or local government entity?</b>	Yes	No X
<b>5. Please list any Federal grants or contracts, or contracts or payments originating with a foreign government, that you or the entity(ies) you represent have received on or after January 1, 2013. Only grants, contracts, or payments related to the subject matter of the hearing must be listed.</b>  None		
<b>6. Please attach your curriculum vitae to your completed disclosure form.</b>		

Signature:



Date: 6/18/15