HUSCH BLACKWELL



# Kelsey Toledo

**SENIOR ASSOCIATE**

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**OVERVIEW**

## A wide range of healthcare clients trust Kelsey to guide compliance and other day-to-day operational issues.

Kelsey works closely with hospitals, health systems, cooperatives, health care associations, physician specialty groups, assisted living facilities, clinical laboratories, and durable medical equipment, prosthetics, orthotics and supplies (DMEPOS) suppliers on a wide range of healthcare compliance issues including:

- False Claims Act (FCA)
- Anti-Kickback Statute (AKS)
- Physician Self-Referral Law (Stark Law)
- Licensing
- Medicare and Medicaid enrollment and payment
- Health Insurance Portability and Accountability Act (HIPAA)

Knowing proactive measures are the most cost-effective approach to compliance, Kelsey works to reduce risk of government enforcement. When healthcare clients are faced with investigations or sanctions, she helps navigate responses and mitigate future problems. What Kelsey finds most rewarding about legal work in the healthcare sector is collaborating as a business partner with clients, allowing providers to focus their attention on quality patient care.

## Industries

Education
Healthcare
Life Sciences

## Service

Healthcare Regulatory & Compliance Counseling

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## Experience

- Served as transactional counsel to Samaritan Health Services in an affiliation with MultiCare Health System, a nonprofit health system based in Washington state, to create a combined hospital system with more than $9 billion in revenue.
- Represented Community Care, Inc. in an affiliation with CareSource to address the critical long-term care needs for Wisconsinites by combining the strengths of two established, mission-driven organizations to enhance the delivery of care and improve health outcomes for individuals with complex health needs.
- Assisted in negotiating agreement with the Office of Inspector General (OIG) in lieu of sanctions, allowing provider to continue operations.
- Assisted laboratory program with Medicaid enrollment and compliance issues across several states.
- Advised health system on Medicare enrollment and compliance issues relating to provider-based departments and related communications with Centers for Medicare & Medicaid Services (CMS).

## Recognition

- *Best Lawyers: Ones to Watch® in America*
    - Education Law, 2026 and 2027
    - Health Care Law, 2025-2027

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## Education

- J.D., Marquette University Law School
  - *cum laude*
- B.A., University of Wisconsin-Milwaukee
  - Political Science - Law Studies

## Admissions

- Wisconsin




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