



Todd Mello ASA, CVA, MBA

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Todd Mello leads the Bloom consulting services division. He has focused his entire 27-year career on providing valuation, consulting, and transaction advisory services exclusively to the healthcare industry. Mr. Mello is a nationally recognized healthcare valuation expert, an accomplished author and speaker on a wide range of healthcare topics. Mr. Mello's skill set includes not only the valuation of healthcare companies, intangible assets, and the determination of Fair Market Value compensation in the context of physician employment and management and service arrangements, but also, sell-side representation of physician practices, ASCs, and other healthcare companies, as well as due diligence, feasibility analysis, business and financial planning, mergers and acquisitions, deal management and negotiation, and financial analysis within the managed care/capitated environment.

Prior to joining Bloom, Mr. Mello co-founded HealthCare Appraisers, Incorporated, a national healthcare valuation firm with numerous offices throughout the United States. During Mr. Mello's 17-year tenure, he managed the firm's Denver office and served as corporate Secretary on the company's Board of Directors.

Prior to co-founding HealthCare Appraisers, Mr. Mello served in a number of roles including the following: 1) *Principal and Co-Founder of Medical Business Group, Inc.*, a boutique transactional advisory and consulting firm providing sell-side representation for physician practices, ASCs, and other diagnostic and therapeutic companies; 2) *Vice President of Business Development for OMNA Medical Partners, Inc.*, a national orthopedic physician practice management ("PPM") company, during which time he managed the business development, due diligence, and acquisition function of the company, as well as the syndication/feasibility of ASC development; 3) *Senior Consultant for Ernst & Young, LLP*, during which tenure Mr. Mello provided consulting and advisory as well as due diligence services to the PPM industry; and 4) *Director of Analysis and Development at FHP, Inc.*, a publicly traded, mixed model HMO and managed care company, during which time Mr. Mello managed a merger and acquisition and special projects arm reporting directly to the CFO.

Mr. Mello received a Masters of Business Administration (MBA) in Finance and Accounting from the University of Arizona and a Bachelor of Arts in Economics from College of the Holy Cross. In addition, Mr. Mello is an Accredited Senior Appraiser (ASA) with a designation in Business Valuation, as well as a Certified Valuation Analyst (CVA).