Hospital Consolidation Mania
Mergers, Acquisitions and the Formation of Mega-Systems & Affiliations
New Jersey Hospital Association, 760 Alexander Road, Princeton

April 1, 2014

Almost every hospital is at some stage of the process of considering whether a potential sale, affiliation or merger with a larger hospital system would be strategically beneficial. Further, hospital systems are discussing or forming “mega” systems and affiliations to strategically position themselves in the fast-changing marketplace due to health reform.

This sophisticated, half-day session features experienced speakers who will address the following important issues:

- Can a solo hospital go it alone?
- What factors should C-Suites and Boards consider in deciding long-term objectives for the hospital and community?
- What’s the best process for assessing and selecting a strategic partner?
- What are some of the key financial, business and legal considerations for hospital sales, mergers and affiliations?
- Why are hospital systems moving toward “mega” affiliations and mergers with other regional health systems?

TARGET AUDIENCE:
Hospital CEOs, Board Chairs, Trustees, CFOs, General Counsel and other C-Suite Executives involved in Strategic Planning and Affiliations
Notably, the diverse panel includes:

**Barry H. Ostrowsky**  
President & CEO of Barnabas Health – New Jersey’s largest health system

**Lynda J. Mischel**  
CEO, Noble Health Alliance – An alliance recently formed in 2013, consisting of four health systems totaling fifteen hospitals in the Philadelphia region

**Jim Edwards**  
Former President and CEO of Hazelton Health Alliance – Recently merged into Lehigh Valley Health Network

**Thomas M. Barry**  
Principal, Hammond Hanlon Camp, LLC, Healthcare Specialty Investment Bankers

**John M. Harris**  
Principal, DGA Partners Inc., – Strategic and Financial consultants to the healthcare industry

**Gary W. Herschman, Esq.**  
Chair, Health Care Practice Group, Sills, Cummis & Gross, P.C. – M&A Legal Counsel to Hospitals

**Anjana D. Patel, Esq.**  
Vice Chair, Health Care Practice Group, Sills, Cummis & Gross P.C. – M&A Legal Counsel to Hospitals

**CONTINUING EDUCATION CREDITS:**  
This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for 4.60 hours of total CLE credit. Of these, zero qualify as hours of credit for ethics/professionalism, and zero qualify as hours of credit toward certification in civil trial law, criminal trial law, workers compensation law and/or matrimonial law.
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AGENDA

8:30   Registration and Continental Breakfast

9 a.m. Welcome and Introduction

Sarah Lechner, Esq.
General Counsel
New Jersey Hospital Association

9:10   Can a Solo Hospital Go it Alone?

• Marketplace factors every solo hospital board and C-suite should consider
• If yes, strategies for staying solo and surviving/thriving
• If no, tailoring a process for your organization to assess and select a strategic partner
• Considering potential partners: non-profit vs. for-profit vs. both

10:30  Break

10:40  Major M&A Transaction Issues

• Key business issues and consideration for M&A and affiliation transactions
• Legal and regulatory considerations and approvals

11:30  Mega-Hospital System Mergers and Affiliations—The Next Frontier

• Why hospital systems are merging and affiliating with other regional health systems both regionally and nationally
• Key transactions and regulatory issues

1 p.m. Question & Answer, Evaluation

1:15   Adjournment & Networking Luncheon
REGISTRATION INFORMATION

FEE: NJHA Member: $165 ea. /Non-Member: $265 ea. (includes continental breakfast, lunch and materials)

Check Payments:
- Registration form must be included with mailed check in order to complete registration.
- Please also fax a copy of the registration form to 609-275-4271 to ensure timely receipt of attendee information in the event the mail is delayed.
- Registration forms not faxed prior to payment being received may not be guaranteed seating.

Credit Card Payments:
- Please register online to guarantee your seat and receive immediate confirmation:
  **Click here to register!**
  MasterCard, VISA, AMEX accepted

Cancellation Policy:
- Cancellations received by Mar. 25 will receive a refund minus a $70 Member or $110 Non-member per person service fee.
- Cancellations received after Mar. 25 will not be eligible for a refund.
- Registrants unable to attend may send an alternate.
- For a complete overview of our cancellation policy, please visit our Web site.

General Information:
- If you have a disability and need special accommodation, please call 609-275-4180 or 609-275-4148
- Parking is in rear of the building

In the event of inclement or questionable weather, please call 609-275-4140 for more information.
- For brochures or a calendar of upcoming seminars go to [http://www.njha.com/education/education-calendar/](http://www.njha.com/education/education-calendar/)

REGISTRATION (Please type or print clearly)

**Seminar # 1419 (Hospital Mergers)** FEE: Mem. $165 ea./Non-mem. $265 ea.

Please note that your registration will not be complete until payment has been received.

**Payment is due by March 25, 2014**

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