The Healthcare Industry in Flux: Enhanced Hospital Consolidation and Physician Alignment

Oct. 20, 2011

Sponsored by: New Jersey Hospital Association

Location: New Jersey Hospital Association
760 Alexander Road, Princeton

PROGRAM OBJECTIVES

In light of the new environment caused by fundamental changes in the healthcare delivery and reimbursement system (health reform, etc.), there is a growing trend of both:

• Hospitals consolidating and affiliating with (or selling to) health systems; and
• Hospitals entering into various strategic transactions to collaborate, integrate and otherwise align with their physicians.

This sophisticated, half-day session features multiple speakers with different perspectives addressing financial, business, legal strategies and models for effectuating hospital consolidations, affiliations and physician alignment transactions.

The panelists will discuss various issues such as:

• Under what circumstances can a community hospital “go it alone,” and when should it consider an affiliation/consolidation?
• Should small systems grow via acquisitions, or affiliate with larger systems?
• What are the top five financial/business issues to focus on during affiliation or consolidation discussions with another hospital system?
• Which physician alignment models best achieve a hospital’s strategic objectives?
• How to best navigate regulatory pitfalls in structuring physician alignment transactions.

These questions will be debated and answered through a series of diverse panel discussions including:

• The President and CEO of Northeast Health System in Massachusetts, which recently evaluated various options before deciding to merge with a larger regional health system;
• The President and CEO of HealthAlliance of the Hudson Valley, who spearheaded the successful integration of two merged hospitals;
• The CEO of Prospect Medical Holdings, a for-profit group of five hospitals and IPAs in California, which successfully turned around several financially troubled hospitals;
• Experienced healthcare investment bankers from Cain Brothers and Morgan Keegan (Shattuck Hammond), who advise non-profit hospitals on strategic options; and
• Hospital transaction and regulatory attorneys from Sills, Cummis & Gross, PC.

WHO SHOULD ATTEND
CEOs, board chairs, CFOs, COOs, CMOs, VPs of strategy/business, corporate compliance officers, trustees and In-House Counsel.

REGISTRATION INFORMATION

Fees: NJHA Hospital, Institutional and Business Member: $145 ea.
Non-member: $195 ea.
Includes continental breakfast, lunch and materials.

• Payment by credit card or check is required along with this registration form in order to be registered. Faxed copies of check will not be accepted.
• Registrations will be accepted by FAX at 609-275-4271 ONLY IF ACCOMPANIED BY credit card information (MasterCard, VISA or American Express).
• Make checks payable to: HRET of NJ
• Mail to Educational Services
HRET of NJ
P.O. Box 828691
Philadelphia, PA 19182-8691

If your check is being processed you may use a credit card to hold your registration. Please write “HOLD ONLY” by the credit card information. Credit card will be charged if check is not received by the date of the conference.

I AGREE TO THESE TERMS.

• Cancellations received by Oct. 11 will receive a refund minus a $25 per person service fee. Cancellations received after that date will not be eligible for a refund.
• Registrants unable to attend may send an alternate.
• No confirmation will be sent.
• For brochures or a calendar of upcoming seminars go to www.hret-register.com.
FOR MORE INFORMATION, OR IF YOU HAVE A DISABILITY AND NEED A SPECIAL ACCOMMODATION, PLEASE CALL 609-275-4180 or 4181.
CONTINUING EDUCATION CREDITS
This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for 2.5 hours of total CLE credit. BCLE Reg. 302:10

PROGRAM SCHEDULE
8:30 Registration/Continental Breakfast

9:00 Welcome and Introductions
Sean Hopkins
Senior Vice President, Health Economics
NJHA

Panel discussions moderated by:
Gary Herschman
Partner and Chair, Health Law Group
Sills Cummis & Gross, P.C.

9:10 Hospital Consolidations and Affiliations (Part I)
“Go or No Go” – An advisor’s perspective and the criteria to look for when considering the “merge/stand alone” decision.

Panel:
Thomas Barry, Managing Director
Morgan Keegan (Shattuck Hammond)
Carsten Beith
Managing Director
Cain Brothers
Daniel Grauman
President and CEO
DGA Partners

10:10 Hospital Consolidations and Affiliations (Part II)
A view from the inside. Hospital system executives will share their experiences on mergers and acquisitions and how to make them work.

Panel:
Kenneth Hanover
President and CEO
Northeast Health System
Samuel Lee
CEO and Chairman of the Board
Prospect Medical Holdings Inc.
David Lundquist
President and CEO
HealthAlliance of the Hudson Valley

11:40 Break

11:50 Business Strategies and Models for Physician Alignment Transactions
What are the most effective and practical options available for hospitals to align with physicians?

Panel:
Anjana Patel
Partner and Vice Chair, Health Law Group
Sills Cummis & Gross, PC
Daniel Grauman
Kenneth Hanover
Samuel Lee
David Lundquist

1:00 Program Evaluations/Adjournment and Networking Luncheon

To register online with a credit card please go to www.HRET-Register.com.


REGISTRATION (Please Type or Print Clearly)

Seminars # 1159 (Phys. Alignment) Mem. $145 Non-mem. $195

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