

# 2013 On Site Program

CAPITAL



STRATEGY  
AND POLICY



HEALTHCARE  
CONTINUUM



M&A

## TABLE OF CONTENTS

- Welcome Letter ..... Page 3
- 2013 HCap Advisory Board ..... Page 4
- General Information ..... Page 5
- Map of HCap Activities ..... Page 6
- Schedule at a Glance ..... Page 7
- Conference Agenda.....Pages 8 – 12
- Thank You to Partners.....Pages 13 – 19
- Conference Partner Profiles .....Pages 20 – 30
- 2013 Attendees .....Pages 31 – 43

7<sup>TH</sup> ANNUAL  
**HCap**  
HEALTHCARE SERVICES &  
CAPITAL CONFERENCE '13

December 4-6, 2013

JW Marriott

Washington D.C.



# WELCOME

Welcome. We're excited you've joined us at the 7th Annual HCap Conference, along with over 300 healthcare thought leaders gathering to take a deep dive into healthcare strategy, policy and finance, while developing deals, partnerships and relationships.

HCap's education program continues to raise the bar on its level of excellence. You will gain invaluable healthcare insights – from the brightest minds across the healthcare continuum along with Washington and Wall Street visionaries. This year's theme, "2014: The New Healthcare Reality" has proven to be quite timely, as organizations across the healthcare continuum prepare as the key provisions of the ACA begin to take root. But it's important to know that HCap's true value extends beyond the education sessions – it's the ability to network across the healthcare continuum to source deals and alliances that is a key differentiator. HCap offers a unique opportunity for you to link-up with the most connected sources of capital (including lenders, bankers and private equity firms) as well influential financial and advisory services to build relationships, develop partnerships, forge deals and collectively seek new growth opportunities that drive healthcare forward.

At HCap, we are fully committed to improving the effectiveness and efficiency of healthcare, and trust you will find the insights, information and contacts to drive your organization's initiatives.

So to all of our returning friends, thank you for coming back; to our new friends, welcome to HCap. I wish you all a productive few days.

Regards,



Eileen Baird  
Managing Director  
HCap  
Lincoln Healthcare Group

# MANY THANKS TO OUR 2013 ADVISORY BOARD

**Simon Bachleda**

Co-Founder and Managing Partner  
Revelstoke Capital Partners

**Troy Baumann**

VP, Business Operations  
Christian Homes

**Terry Bauer**

Entrepreneur in Residence  
University of Alabama, Manderson  
Graduate School of Business

**Wayne Bazzle**

Chairman & CEO  
CareCycle Solutions

**David Berman**

Principal  
Simione Healthcare Consultants

**Gregory Browne**

Managing Director  
Fifth Street Finance

**Susan Bratton**

CEO  
Meals to Heals

**Matthew Claeys**

CPA  
CliftonLarsonAllen LLP

**Brian Cloch**

CEO  
Transitional Care Management

**Benjamin Edmands**

Managing Partner &  
Co-Founder  
Consonance Capital Partners

**Bob Elkins, MD**

CEO & Chairman  
Common Sense Holdings, LLC

**Jason Ficken**

Partner  
Quadriga Partners

**Andrew Fors**

Partner  
Summer Street Capital Partners

**Christie Franklin**

President & CEO  
Bristol Hospice, LLC

**Peter Freyer**

Director, Healthcare Services  
Silicon Valley Bank

**Claudia Gourdon**

SVP & National  
Marketing Manager  
Healthcare Finance Group, LLC

**Rick Griffin**

President & CEO  
CareSouth Health System, Inc.

**L. Robert Guenthner**

Partner  
Dentons US LLP

**Mark Heaney**

President & CEO  
Addus HomeCare

**Russ Herakovich**

Managing Director, Corporate Finance  
GE Capital, Healthcare  
Financial Services

**Margherita Labson**

Executive Director,  
The Joint Commission

**Les Levinson**

Partner  
Edwards Wildman Palmer LLP

**Ronald Lissak**

CEO & President  
Integral PET Associates

**David Matyas**

Member of the Firm  
Epstein Becker Green

**Barbara McCann**

Chief Industry Officer  
Interim HealthCare, Inc.

**Kevin O'Brien**

Managing Director  
CCMP Capital Advisors, LLC

**Jeanee Parker Martin**

CEO  
The Corridor Group

**Garett Robertson**

CEO  
Deseret Health Group, LLC

**Alan Schabes**

Partner  
Benesch Attorneys at Law

**Nancy Schwalm**

Chief Business Development Officer  
VIVAGE Quality Health Partners

**Ryan Thomas**

Member  
Bass, Berry & Sims PLC

**Michael Wons**

President & CEO  
CellTrak Technologies

# GENERAL INFORMATION

## Questions?

Our Lincoln staff badges are red and say “Staff.” We are here to help make your HCap experience as productive and pleasant as possible. Please contact us with any questions:

- Call us at our on site office at (202) 626-1976 or (202) 626-1977, or from within the hotel at extension 1976 or 1977.
- Visit our Information Desk located in the Capitol Ballroom Foyer. The Information Desk is open from:
  - 7:00 am – 9:00 pm on Wednesday, December 4<sup>th</sup>
  - 7:00 am – 5:00 pm on Thursday, December 5<sup>th</sup>
  - 7:00 am – 1:00 pm on Friday, December 6<sup>th</sup>

## Badge Policy

Please wear your name badge at all times during the conference. Wearing your badge helps protect the integrity of the conference and helps everyone identify each other easily. Healthcare Provider attendee badges are blue; Conference Partner attendee badges are gray; Speakers and Association attendee badges are white, and Private Equity attendee badges are green.

## HCap Gate Crashers & Free Riders Policy

*Gate Crashers* are potential attendees who try to attend HCap functions without paying. *Free Riders* are those who do not attend HCap per se, but come to the hotel premises and try to set up meetings with other attendees. In either case, they are receiving benefits of HCap (for free) that you have paid for. And, as their goal is to network with attendees, they compete with you for attendees’ time and thus reduce the value of your networking experience. We would appreciate any assistance you could give us in encouraging gate crashers or free riders to join us as a registered attendee. Please speak with someone at our information desk for more details on how to get someone registered.

## Antitrust Guidelines

HCap is not a trade group or association; rather, it is a community of leading healthcare and financial executives invited to gather annually to learn and develop relationships. Recognizing that a meeting attended by large competitors in the same industry can raise the appearance of wrong doing, the following rules apply:

1. No discussion of prices, price levels, production levels, or production or distribution costs shall occur.
2. No discussion shall be had, which has the effect of, or which may be construed as having the effect of: Excluding any company (competitor or supplier) from a particular product or geographic market; fixing, or attempting to fix, the price, product offering, terms of sale, or territories of operation of any party; preventing any party from gaining access to specific markets, customers or suppliers.

## Executive Lounge

All attendees are invited to use the Executive Lounge to hold and prepare for meetings. The Executive Lounge is located in Grand Ballroom Salon I and is open on Thursday, December 5<sup>th</sup> from 7:00 am – 5:30 pm and Friday, December 6<sup>th</sup> from 7:00 am – 1:00 pm. Snacks, coffee & Wi-Fi are available.

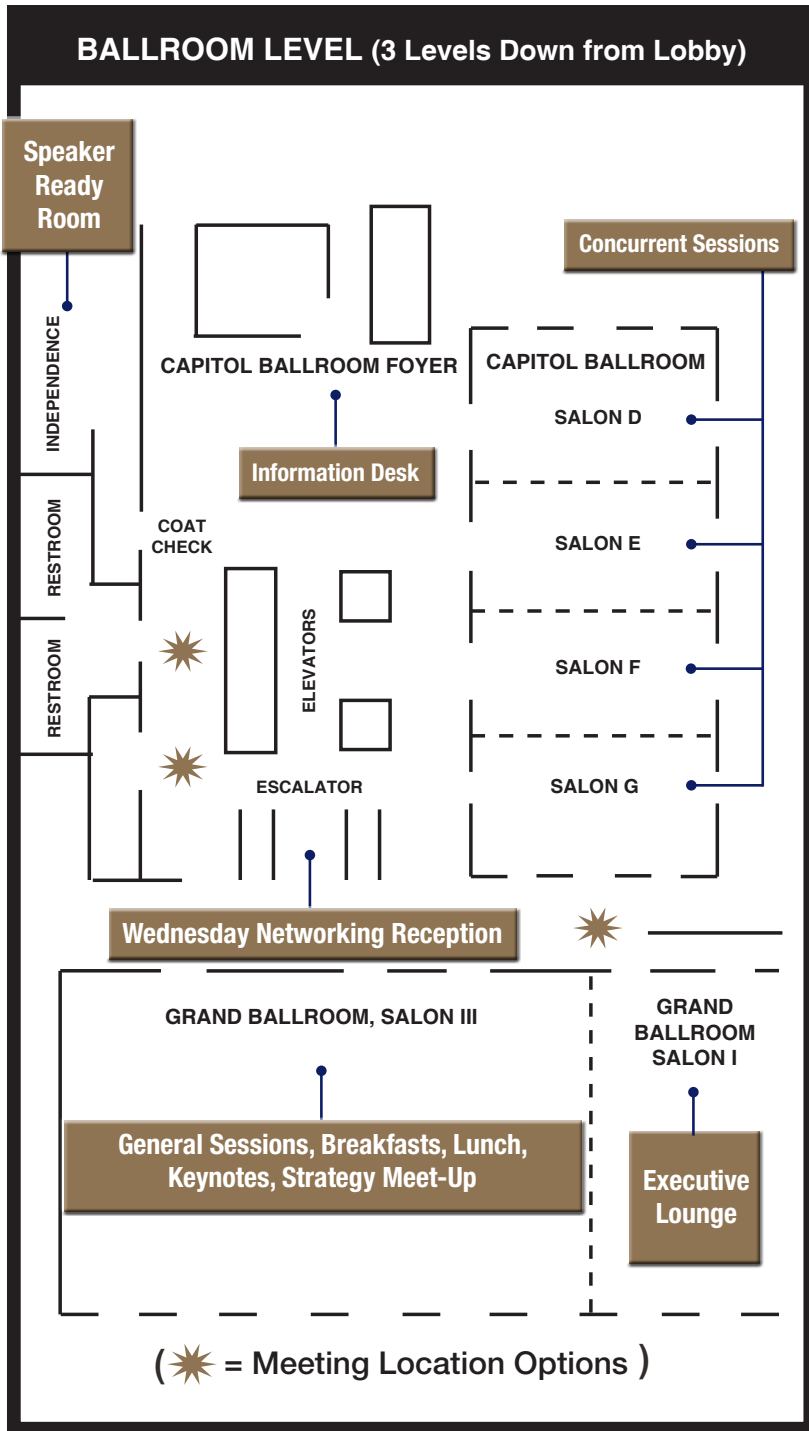
## Meeting Areas

Meeting Areas available to all attendees throughout the duration of the conference are located in the Cannon Foyer on the Meeting Room Level of the hotel and scattered throughout the Conference area as indicated on the map on page 6.

## Speaker Ready Room

The Speaker Ready Room is a quiet and private location available to all speakers in preparation and review of their session. The Speaker Ready Room is located in the Independence room on the Ballroom Level of the hotel near the Information Desk, and is open Thursday, December 5<sup>th</sup> from 7:00 am – 5:30 pm and Friday, December 6<sup>th</sup> from 7:00 am – 1:00 pm.

# MAP OF HCAP ACTIVITIES



**Information Desk Hours:**

**Wednesday, December 4**  
7:00 am - 9:00 pm

**Thursday, December 5**  
7:00 am - 5:00 pm

**Friday, December 6**  
7:00 am - 1:00 pm

Boarding Pass Printing is available at the Information Desk

**Coat Check Hours:** (Coat Check is located on the Ballroom Level near the Information Desk)

**Thursday, December 5**  
7:00 am - 5:30 pm

**Friday, December 6**  
7:00 am - 1:00 pm

## MEETING SUITE LOCATIONS

CONFERENCE PARTNER	SUITE	EXT.
Benesch Attorneys at Law	1162	71162
The Corridor Group	1138	71138
GE Capital Healthcare Financial Services	1275	71275
Gemino Healthcare Finance	1156	71156
Quadriga Partners	1259	71259
Silicon Valley Bank	1146	71146

\* Additional Meeting Space Available in the Cannon Foyer on the Meeting Room Level (2 Levels Down from Lobby)

# SCHEDULE AT A GLANCE

## WEDNESDAY, DECEMBER 4

6:15 - 7:30 pm **Networking Reception** Grand Ballroom Foyer

## THURSDAY, DECEMBER 5

7:15 - 8:00 am **Networking Breakfast** Grand Ballroom, Salon III

8:00 - 9:00 am **General Session: Where Payor Meets Provider: Managing in a World of Managed Care** Grand Ballroom, Salon III  
**Gregory Nersessian**, (Moderator), Principal Health Management Associates, **Marc Cabrera**, Managing Director, Oppenheimer & Co., Inc., **Wayne Lowell**, Chairman & CEO, Senior Whole Health, **Michael Redmond**, CFO of Accountable Care Solutions, Aetna

9:00 - 9:30 am **Break & Meeting Time**

### Concurrent Sessions

Healthcare Intersector M&A Salon E	Dual Eligibles: Challenge or Opportunity? Salon D	The 2014 Healthcare Reality: Washington Salon G	Physician Groups: To Buy or Be Bought? Salon F
--	---	---	--

10:30 - 11:00 am **Break & Meeting Time**

### Concurrent Sessions

An Inside Peek at the CMS Innovation Center Salon G	Featured Deals of 2013: Strategy Reviews Salon D	The Data Behind the Deals Salon E	The Impact of Healthcare Reform and Macro-Economic Policy for Healthcare Providers Salon F
---	--	--------------------------------------	---

12:00 - 1:15 pm **Lunch & Meeting Time** (Lunch is Provided) Grand Ballroom, Salon III

1:15 - 2:15 pm **Keynote Address: The Creative Destruction of Medicine: How the Digital Revolution will Create Better Health Care** Grand Ballroom, Salon III



**Eric J. Topol, MD**, Director, Scripps Translational Science Institute; Professor of Genomics, The Scripps Research Institute; Chief Academic Officer, Scripps Health

2:15 - 2:45 pm **Break & Meeting Time**

### Concurrent Sessions

Where Are the Lenders ... and What Are They Lending For? Salon F	The Measurement Imperative: The Data of Healthcare Reform Salon G	Healthcare Trends: Beneath the Macro Factors Salon E
--	---	--

3:35 - 4:00 pm **Break & Meeting Time**

4:00 - 5:00 pm **Strategy Meet-Up** (see page 10 for details) Grand Ballroom, Salon III

**John Kelliher**, (Moderator) Senior Managing Director, The Marwood Group

## FRIDAY, DECEMBER 6

7:15 - 7:45 am **Networking Breakfast** Grand Ballroom, Salon III

7:45 - 9:00 am **General Session: Bundled Payments: Opportunity, Threat, or Another Policy Fad?**

**Jeffrey Hoffman** (Moderator), Senior Partner, Kurt Salmon, **Jeanne Parker Martin**, (Presenter), CEO, The Corridor Group Holdings, LLC, **Carol Raphael**, Former CEO, Visiting Nurse of New York, **David Terry**, COO, Remedy Partners, **Alfred Casale, MD**, Director, Geisinger Heart Institute  
**Steven Schutzer, MD**, Medical Director, CT Joint Replacement Institute Grand Ballroom, Salon III



White Paper of the complete findings available at the Information Desk

9:00 - 9:30 am **Break & Meeting Time**

### Concurrent Sessions

2014 Capital Markets Forecast Salon D	Retail Clinics: Their Growing Role in the Healthcare Marketplace Salon E	Strategy Debate: Best in Class or Diversify? Salon F
---	---	--

10:30 - 11:00 am **Break & Meeting Time**

11:00 am - 12:00 pm **Keynote Address: A Trillion Here, A Trillion There** Grand Ballroom, Salon III

**Honorary Jim Nussle**, Former White House budget Director and Chairman of the House Budget Committee



## THURSDAY, DECEMBER 5

7:15 – 8:00 am

**Networking Breakfast**  
Grand Ballroom Salon III

Partner: **NXT CAPITAL**  
Structured financing solutions for the middle market.

8:00 – 9:00 am

**General Session**  
**Where Payor Meets Provider:**  
**Managing in a World of Managed Care**  
Grand Ballroom Salon III

Managed care is swiftly transforming the landscape of health care, rapidly becoming a significant player in the healthcare continuum. Seen as a way to improve efficiency and reduce costs, managed care organizations have taken on Medicare and a growing number of Medicaid programs. And now managed care organizations will be managing populations in ACO and Dual Eligible programs. Hear from “in-the-trenches” managed care executives, provider organizations and financial executives who are exploring different avenues to partnerships with managed care, and how you can position your organization to be successful in this new healthcare reality.



Gregory Nersessian, CFA (Moderator), Principal, Health Management Associates  
Marc Cabrera, Managing Director, Oppenheimer & Co., Inc.  
Wayne Lowell, Chairman and CEO, Senior Whole Health  
Michael Redmond, CFO of Accountable Care Solutions, Aetna

9:00 – 9:30 am

**Break & Meeting Time**

Partner: **BASS**  
BERRY • SIMS<sub>LLC</sub>

9:30 – 10:30 am

**Concurrent Sessions**

**Healthcare Intersector M&A**  
**Salon E**

The improving economy, increased visibility to the impact of healthcare reform, increase in lending activities and resource requirements to comply with new legislation all make mergers and acquisitions an attractive proposition for all healthcare sectors. Hospitals, other providers and managed care companies are looking to acquisitions as a strategic investment to increase access to healthcare, control costs and improve quality. Learn from top experts in the capital markets about the growing intersector M&A trends, and how you can be a player in the game.



Leigh Walton (Moderator), Member, Bass, Berry & Sims PLC  
Tom Dolan, SVP Finance & Treasurer, Amedysis  
Eb LeMaster, Managing Director, Ponder & Co.  
Burk Lindsey, Managing Director, Raymond James & Associates

**Dual Eligibles: Challenge or Opportunity?**

**Salon D**

The extensive and complex care needs of patients are complicated by a perplexing and inefficient system of overlapping benefits, skewed incentives for health care providers, and financing fragmented between the federal and state governments. States are in the process of piloting “Dual Eligibles” programs to realign these incentives and improve care. In this session, you’ll get insights into the workings of dual eligible programs and the potential challenges and opportunities for providers across the continuum of care.

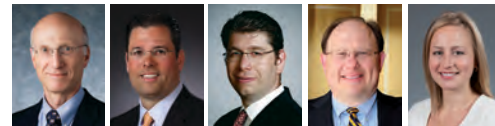


Sue Ulrey (Moderator), Partner, CliftonLarsonAllen LLP  
Gary Call, MD, Corporate VP, Clinical Programs, Molina Healthcare, Inc.  
Mark Heaney, President & CEO, Addus HomeCare  
Nestor Plana, President & CEO, Independent Living System

**The 2014 Healthcare Reality: Washington Update**

**Salon G**

Industry leaders from policy, provider, financial and insurance sectors of the healthcare industry will be leading this thought-provoking discussion on how to navigate the changes in healthcare and the impact of implementing the Affordable Care Act. With key provisions of the Affordable Care Act beginning to take root – such as insurance exchanges and new enrollees for healthcare insurance, these experts will cover the impact of further reimbursement cuts across the system; what providers and payers can do proactively to remain competitive and responsive to systemic change; and further policy “tweaks” or initiatives regulators are likely to make in 2014.



Les Levinson (Moderator), Partner, Edwards Wildman Palmer LLP  
Raymond Sierpina, Vice President, Kindred Healthcare  
Michael Weiderhorn, Managing Director, Oppenheimer & Co., Inc.  
Darrell McKigney, Vice President, Farragut Square Group  
Kate Rose, MPH, Senior Director, Public Policy and Gov’t Relations, Montefiore Medical Center



**Physician Groups: To Buy or Be Bought?**

**Salon F**

This panel of physician executives will explore the obstacles and opportunities for physician-driven groups and integrated delivery networks in acquiring, merging, or selling their organizations. Each of these leaders has been integral in recent business transactions that have reshaped healthcare in their regional or national markets. Key points they will cover include: access to capital and how that matters in strategic decision making; the importance of positioning one's organization for the transformation to value-based health care; post-acquisition/merger/sale experiences and the impact of their transactions on clinical quality and the patient and provider experience of care.



**Len Fromer, MD** (Moderator), Executive Medical Director, Group Practice Forum  
**Michael Heifetz**, Former VP of Government Affairs, Dean Health System  
**Allen Nissenson, MD, FACP**, Chief Medical Officer, DaVita Healthcare Partners, Inc.

**10:30 – 11:00 am**  
**Break & Meeting Time**

Partner:



**11:00 am – 12:00 pm**  
**Concurrent Sessions**

**An Inside Peek at the CMS Innovation Center**

**Salon G**

The CMS Innovation Center has made large bets on several pilot projects to fulfill the health care law's imperative to identity initiatives that will improve quality and lower costs. Tony Rogers, the Former Deputy Administrator at the CMS Center for Innovation, will offer his insight on the latest initiatives, plans and activities within CMS, how intent the Center is on its mission, and the Center's potentially extraordinary impact on the future of healthcare delivery.



**Andy Edeburn** (Moderator), VP of Continuum Strategies, Health Dimensions Group  
**Tony Rodgers**, Former Deputy Administrator, CMS Center for Strategic Planning

**Featured Deals of 2013: Strategy Reviews**

**Salon D**

The transition of healthcare into a more integrated system is bringing about a new breed of transactions, many from previously disparate segments of the market. This session will cover the perspectives of buyers and sellers from noteworthy deals of the year, providing you with the key insights into the strategy behind the numbers.



**Peter Freyer** (Moderator), Director of Healthcare Services, Silicon Valley Bank  
**Tom Congoran**, CFO, Atrius Health  
**Mike Grisdela**, EVP/CFO, Karmanos Cancer Institute  
**Dennis Meulemans**, CFO, Addus Healthcare

**The Data Behind The Deals**

**Salon E**

The underlying data of M&A transactions is not always visible, but is a critical component to developing your strategy and valuating your position. This session will take you behind the scenes of the healthcare M&A landscape to give you the drivers behind the transactions, including: valuations and multiples, financing terms and conditions, timelines and more. Also learn where these drivers are trending to shape your strategies and move your potential M&A activities forward.



**Claudia Gourdon** (Moderator), SVP & National Marketing Manager, Healthcare Finance Group  
**Daniel Farrell**, Deals Partner, PricewaterhouseCoopers  
**Beth Gies**, Director New Affiliations, Partners Healthcare  
**Stephen Monroe**, Partner and Managing Editor, Irving Levin Associates, Inc.

**The Impact of Healthcare Reform and Macro-Economic Policy for Healthcare Providers**

**Salon F**

Much has been touted about the challenges and opportunities of healthcare reform at the operating level, but how reform will impact revenue, debt capacity and financing options for healthcare providers remains a huge unknown. As providers and payers enact broad-sweeping cost-cutting initiatives and changes to volume and pricing, what will be the outcome in the short run and in the years to come? Will changing economic factors such as interest rates or equity market volatility play into this? This session will take a deep dive into the financial issues as well as the policy behind it.



**Brian Fortune** (Moderator), President, Farragut Square Group  
**Steve Gilmore**, Director of Capital Finance, Ascension Health  
**Russ Herakovich**, Managing Director, Corp. Finance, GE Capital, Healthcare Financial Services  
**Harris Hyman IV**, Senior Principal, Flexpoint Ford

**12:00 – 1:15 pm**  
**Lunch & Meeting Time**  
 Grand Ballroom, Salon III

Partner:  GE Capital  
 Healthcare Financial Services

**1:15 – 2:15 pm**  
**Keynote Address:**  
**The Creative Destruction of Medicine: How The Digital Revolution Will Create Better Healthcare**  
 Grand Ballroom, Salon III



**Eric J. Topol, MD**  
 Director, Scripps Translational Science Institute;  
 Professor of Genomics, The Scripps Research Institute;  
 Chief Academic Officer, Scripps Health

As a leader in the movement to modernize medical treatment through the latest technology, Dr. Eric J. Topol is creating new, more effective ways to treat patients – ways that will dramatically bring down the costs of healthcare. His address will discuss how social networking, smartphones and the powerful new tools that sequence each individual’s genome will give consumers control of their own individual information and revolutionize medicine.

**2:15 – 2:45 pm**  
**Break & Meeting Time**

Partner: 

**2:45 – 3:35 pm**  
**Concurrent Sessions**

**Where Are the Lenders...  
 And What Are They Lending For?**

**Salon F**

While the overall lending environment is borrower-friendly, healthcare providers have more than their share of challenges in securing debt. Reimbursement outlooks vary widely by subsector, federal budget pressures are mounting, and banking regulations have forced lenders to yet again scrutinize their due diligence and underwriting standards. This diverse panel of lenders will cover all you need to know in your search for capital -- including how certain subsectors present unique lending considerations, what they look for in a borrower, how they are assessing risk, and most importantly, how they furnish solutions for overcoming the obstacles.



**Stuart Smartt**, (Moderator), Managing Director, NXT Capital  
**Michael Broderick**, Director Leveraged Finance - Healthcare, CapitalSource  
**Tracy Maziek**, Senior Managing Director, Wells Fargo Capital Finance  
**Mark O'Brien**, VP Marketing, Gemino Healthcare Finance

**The Measurement Imperative:  
 The Data of Healthcare Reform**

**Salon G**

Providers must demonstrate that they efficiently provide a quality service that achieves outstanding outcomes. The only way to accomplish this is to identify, collect and analyze the right data. Providers and stakeholders from the acute and post-acute continuum will discuss the metrics they use to be “measurably successful”, the challenges of collecting this data, and how they evaluate partners based on this information.



**Steven Littlehale** (Moderator), EVP, Chief Clinical Officer, PointRight  
**Rick Glanz**, Senior Vice President of Networks, navilHealth  
**Janet Niles**, Vice President, Accountable Care, Ochsner Health System  
**Marc Zimmet**, President, Zimmet Healthcare Services Group (not pictured)

**Healthcare Trends: Beneath the Macro Factors**

**Salon E**

The ACA has provided the impetus for improved efficiencies and clinical outcomes in healthcare, but what are the underlying themes that frame the healthcare landscape -- and what are the innovators doing to develop new models and move healthcare forward? This session will take you through the themes and the trends, and show you some of the most inventive strategies healthcare organizations are using to position and play in the post ACA world.



**David Heilman** (Moderator), Partner, Quadriga Partners  
**Chris Golden**, Account Executive, Post Acute Markets, Health Market Science  
**Ken Lund**, President & COO, Shea Family  
**Cesar Mazzata**, Director, MTN Global Healthcare

**3:35 – 4:00 pm**  
**Break & Meeting Time**

Partner: 

**4:00 – 5:00 pm**  
**Strategy Meet-Up**  
 Grand Ballroom, Salon III



**John Kelliher**  
 (Moderator), Senior Managing Director,  
 The Marwood Group

Prepare your toughest questions around your most pressing issues – and get them answered by HCap’s leading experts! This new and unique HCap gathering with an overview of the top challenges providers will face in 2014: ACA Implementation and the Impact of Coverage Expansion, Managed Care Penetration in Medicare and Medicaid, and Trends in Program Integrity; followed by an interactive forum, where you will have the opportunity to mingle with – and ask questions of – experienced leaders across financial, related advisory and ancillary services in an informal and private environment. To text your questions in advance, see the Information Desk.

**7:15 – 7:45 am**  
**Networking Breakfast**  
**Grand Ballroom, Salon III**

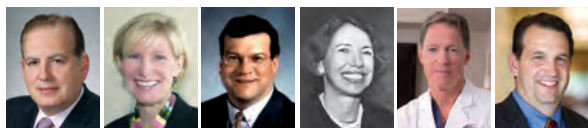
Partner:



**7:45 – 9:00 am**  
**General Session**  
**Bundled Payments: Opportunity, Threat, or Another Policy Fad?**  
**Grand Ballroom, Salon III**



Lincoln Healthcare Group, Kurt Salmon and The Corridor Group have co-produced a white paper that assesses the history and likely future of bundled payments, and recommends a course of action for providers in different sectors - hospitals, medical groups, home health and LTC. In this session, we will present the highlights of the white paper, and a panel will discuss and debate the topic from differing perspectives, including a provider with multi-year experience in a bundled payment pilot, and an employer who has commissioned DRG bundles to providers. Questions addressed by the panel include: How widespread will bundles become in the next five years? What is their relationship to the success or failure of ACOs? How big is the opportunity - or threat - to providers? And what does it take, financially and operationally, to become really good at bundled care?



Jeffrey Hoffman, (Moderator), Senior Partner, Kurt Salmon  
 Jeannee Parker Martin (Presenter), CEO, The Corridor Group  
 Alfred Casale, MD, Director, Geisinger Heart Institute  
 Carol Raphael, Senior Advisor, Manatt Health Solutions; Former CEO, Visiting Nurse of New York  
 Steven Schutzer, MD, Medical Director, Connecticut Joint Replacement Institute  
 David Terry, COO, Remedy Partners

**9:00 – 9:30 am**  
**Break & Meeting Time**

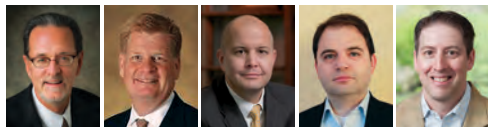
Partner:



**9:30 – 10:30 pm**  
**Concurrent Sessions**

**2014 Capital Markets Forecasts**  
**Salon D**

With the countdown underway to the biggest overhaul of US healthcare since the enactment of Medicare and Medicaid more than 50 years ago, 2014 will be a significant sea change for many healthcare organizations. With many of the major reforms of the ACA coming to fruition, the healthcare industry is in a full-out sprint to transform, capture scale, lower costs and gain a greater portion of the healthcare continuum. Learn from top analysts what we'll see in 2014 with regard to trends and activity in the healthcare capital markets; including the hottest sectors, contrarian plays, and more.

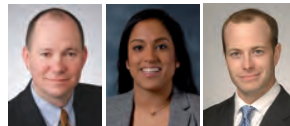


Jim Hill, (Moderator), Executive Chairman, Benesch Attorneys at Law  
 Jonathan Burkland Managing Partner, River Capital Advisors, LLC  
 Dan Davidson, Managing Director, Coker Capital  
 Slava Girzhe, Director, KeyBanc Capital Markets  
 Sage Nakamura, Senior Managing Director, GE Capital, Healthcare Financial Services

**Retail Clinics: Their Growing Role in the Healthcare Marketplace**

**Salon E**

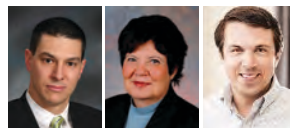
As the U.S. health care system continues to endure a dynamic period of change, the role of retail clinics continue to expand. Top executives from the retail clinic sector, alongside key players in the market, will describe the challenges and opportunities that retail clinics are currently facing; evaluate the future opportunities presented by retail clinics both in terms of financial success and improved patient outcomes; and will examine the business models being employed to structure and operate retail clinics.



Robert Guenther (Moderator), Partner, Vice Chair Healthcare, Dentons US LLP  
 Bonita Sen, Director, Pharmacy Health & Wellness, Walgreen Co.  
 Geoffrey Smith, Director - Healthcare & Life Sciences, Harris Williams & Company

**Strategy Debate: Best In Class or Diversity?**  
**Salon F**

In a world where silos are breaking down, and there is an emphasis on coordination across sectors, many providers are choosing – or debating – diversification to become a “continuum provider.” It’s seen as a way to gain competitive advantage with health systems and some payors, a way to diversify reimbursement risk, and a means of ensuring a steady flow of referrals. A contrarian perspective is based on the viewpoint that health systems and payors will ultimately choose best in class providers for each service, and that the best way to be achieve best in class performance is with focus --and by being best in class, you'll always be the preferred provider, ensuring your long term success. Which strategy is best for you? In this session, two providers will go head-to-head and debate this complex issue.



David Berman (Moderator), Principal, Simone Healthcare Consultants  
 Christie Franklin, President/CEO, Bristol Hospice  
 Jeremy Ragsdale, Founder & Principal, Thrive Senior Living

10:30 – 11:00 am  
**Break & Meeting Time**

Partner:



11:00 am – 12:00 pm  
**Keynote Address:**  
**A Trillion Here, A Trillion There**  
**Grand Ballroom, Salon III**



**Honorary Jim Nussle**  
 Former White House Budget Director and Chairman  
 of the House Budget Committee

As the most recent former Director of the White House Office of Management & Budget and a member of the President's National Economic Council, no one is in a better position to talk about the country's economic crisis than Jim Nussle. Get a better understanding of the historic Obama budget, and hear the clearest perspective on what some have called the single largest change in direction for the country since the 1940s.

12:15 – 1:30 pm  
**HCap Advisory Board Meeting**  
**Salon D**

Open to HCap board members. Lunch will be provided.

## 2014 Lincoln Healthcare Calendar



### HOME CARE 100

LEADERSHIP & STRATEGY CONFERENCE

February 1-4, 2014  
 Boca Raton Resort & Club  
 A Waldorf Astoria Resort, FL  
 Exclusively for Senior Management in  
 Home Care & Hospice



### SENIOR LIVING 100

LEADERSHIP & STRATEGY CONFERENCE

February 22-25, 2014  
 The Ritz-Carlton Laguna Niguel, CA  
 Exclusively for Senior Management in  
 AL, IL, CCRC & Memory Care



### LTC 100

LEADERSHIP & STRATEGY CONFERENCE

May 3-6, 2014  
 Boca Raton Resort & Club  
 A Waldorf Astoria Resort, FL  
 Exclusively for Senior Management in  
 Skilled Nursing, LTC & Transitional Care



### LINK

HOME CARE & HOSPICE CONFERENCE

June 3-5, 2014  
 Swissôtel Chicago, IL  
 Exclusively for Senior Management in  
 Home Care & Hospice



### LINK

LTC & SENIOR LIVING CONFERENCE

July 21-23, 2014  
 The Sheraton Chicago Hotel & Towers  
 Exclusively for Senior Management in SNF,  
 LTC, AL, IL & CCRC



### Community Hospital100

October 19-21, 2014  
 Park Hyatt Aviara, Carlsbad, CA  
 For Hospital & Health Systems Providing  
 Community-Based Care



### HCap

HEALTHCARE SERVICES & CAPITAL CONFERENCE

November 19-21, 2014  
 Hyatt Regency Washington on Capitol Hill  
 A Strategy and Capital Conference for the  
 Healthcare Continuum

# 2013 HCAP CONFERENCE PARTNERS

HCap is funded significantly by partnering organizations. We are very grateful for their support.

## LEADERSHIP

---



GE Capital  
Healthcare Financial Services



QUADRIGAPARTNERS

## EXECUTIVE

---

**BASS**  
BERRY • SIMS PLC

**Benesch**  
Attorneys at Law



THE CORRIDOR GROUP, INC.  
Your Trusted Business Partner

**DENTONS**

**EDWARDS  
WILDMAN**

**HFG**  
HEALTHCARE FINANCE GROUP

**NXT CAPITAL**  
Structured financing solutions for the middle market.

**svb**   
Silicon Valley Bank

## CONTRIBUTOR

---

CellTrak Technologies  
CliftonLarsonAllen LLP  
The Joint Commission  
KeyBanc Capital Markets

Oxford Finance LLC  
Raymond James & Associates  
Simione Healthcare Consultants

Stanley Healthcare  
Transpirus  
Wells Fargo Capital Finance

## PARTICIPANT

---

CapitalSource  
Coker Capital  
Duff & Phelps  
Gemino Healthcare Finance  
Harris Williams & Company  
Health Care REIT

Health Market Science  
HealthWyse  
Irving Levin Associates, Inc.  
Kurt Salmon  
MEI Healthcare Capital

Moss Adams LLP  
Oppenheimer & Co, Inc.  
Ponder & Co.  
PricewaterhouseCoopers  
ZurickDavis

# QUADRIGAPARTNERS

*Quadriga Partners was founded with a single principle in mind: deliver exceptional outcomes to our healthcare clients by working as a strategic partner, not simply a transaction adviser*

## Overview

- Founded in 2009 with offices in Denver, CO and Atlanta, GA.
- Focus exclusively on working with healthcare services companies and providers in the middle market.
- Full range of investment banking services: buy-side and sell-side M&A, capital raises, and strategic advisories.

## Depth of Knowledge and M&A Experience

- Team members have completed in excess of **\$40 billion** in collective transaction volume throughout their combined 40+ years of M&A and capital raising experience.
- Founding partners come from Wall Street M&A groups:
  - Morgan Stanley M&A (New York)
  - Credit Suisse First Boston Technology Group M&A (San Francisco)

## Exclusive Healthcare Focus

- Emphasis on services and providers adding value to the changing healthcare system, with a particular focus on:
  - Innovative IT solutions, data analytics, and outsourced service providers
  - Superior care providers, including acute, post-acute, primary, and behavioral
- Deep relationships across the healthcare spectrum with a network that includes healthcare-focused **private equity groups, venture capitalists, lenders, and a diverse range of strategic operators.**

## Unique Approach to Our Business

- **Superior Service:** We provide superior advice, guidance, and service to our clients through a deep understanding of their business and the broader healthcare landscape in which they operate in order to help them achieve their strategic and personal objectives.
- **Long-Term Approach:** We founded our firm with a vision to be the leading healthcare advisory firm in the industry. Our team operates as a single unit to pursue that long-term goal rather than chasing individual, short-term objectives.

## Recent Healthcare Services and Provider Transactions

 <p>an assisted living and memory care facility operator</p> <p>has divested five facilities to</p> 	 <p>a skilled nursing and rehabilitation provider</p> <p>has been acquired by</p> 	 <p>an assisted living and memory care facility operator</p> <p>has received debt capital from</p> 	<p><b>Project Avon</b></p> <p>an anesthesia provider serving surgery centers and hospitals</p> <p>is pursuing a recapitalization</p>	<p><b>Project Swag</b></p> <p>a provider of non-medical homecare and related services</p> <p>is pursuing a sale</p>
--	--	---	--	---

Quadriga Partners is an investment bank and financial advisory group that works with companies in the healthcare sector. How can we help you reach your goals?



QUADRIGAPARTNERS  
www.quadrigapartners.com

Jason Ficken, Partner  
jficken@quadrigapartners.com

100 Fillmore, Suite 425  
Denver, CO 80206  
T 303.495.5514  
F 303.495.5696

David Heilman, Partner  
dheilman@quadrigapartners.com

One Riverside  
4401 Northside Parkway, Suite 750  
Atlanta, GA 30327  
T 404.419.3061

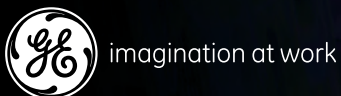
GE Capital  
Healthcare Financial Services

**LIKE A BANK:  
WE FINANCE HEALTHCARE COMPANIES.**

**UNLIKE A BANK:  
HEALTHCARE FINANCING IS ALL WE DO.**

At GE Capital, we're not just bankers, we're builders. To an industry where insight and execution are critical, healthcare companies and investors continue to look to GE Capital, Healthcare Financial Services for customized financing solutions. With in-depth industry knowledge and expertise, we have provided more than \$60 billion in financing over the last ten years to companies in over 40 healthcare sectors. Stop just banking. And start building.

For more information, call Al Aria at 301-664-9876 or visit [www.gecapital.com/healthcare](http://www.gecapital.com/healthcare).



© 2013 General Electric Capital Corporation. All rights reserved. All transactions subject to credit approval by GE. Funding may be provided through GE Capital, Healthcare Financial Services affiliate, GE Capital Bank, Member, FDIC.

## **GO YOUR OWN WAY.**

**Bass, Berry & Sims PLC** is poised to help you navigate the road ahead. We understand the challenges facing health care providers: the Affordable Care Act, access to capital, reimbursement concerns, and government regulations and investigations. You are driven to change the quality of healthcare, and we are driven to help you get there.

**BASS**

**BERRY • SIMS** PLC

Nashville Knoxville Memphis Washington, D.C. [bassberry.com](http://bassberry.com)

*"We like to think of Benesch as more than our law firm. We consider them a trusted part of the Communicare family."*

**STEVE ROSEDALE**  
Founder & CEO  
Communicare Health Services



Communicare operates more than 40 nursing and rehabilitation centers, specialty care centers and assisted living communities in four states—a complex endeavor by any measure. Add a high level of government regulation and the challenge becomes even greater. That's why Steve relies on Benesch for more than just general legal counsel. Our team has experience ranging from managing government relations to plotting corporate strategic direction.

To learn more about our relationship with Communicare, visit [beneschlaw.com/myteam](http://beneschlaw.com/myteam)



Featured attorneys (left to right)  
Team Leaders—JANET FELDKAMP and HARRY BROWN, ROGER SCHANTZ, JOSEPH GROSS, JOSEPH TEGREENE, JEAN KERR KORMAN, PATRICK PETERS, ALAN SCHABES

# MY BENESCH MY TEAM

Cleveland • Columbus • Indianapolis • Philadelphia • Shanghai • White Plains • Wilmington • [www.beneschlaw.com](http://www.beneschlaw.com)

© 2013 Benesch Friedlander Coplan & Aronoff LLP

# Connect.

Collaborate. Thrive.

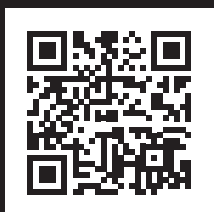


**THE CORRIDOR GROUP**  
Your Trusted Business Partner



**Your Advisors for Home  
Care and Hospice**

Scan to  
Learn More.



[corridorgroup.com](http://corridorgroup.com) | 866-263-3795



Dentons is proud to sponsor the  
**7<sup>th</sup> Annual HCap Conference**

Our global legal practice, located in more than 75 locations worldwide, includes a health care and life sciences team who has served at high levels in the US Department of Health and Human Services, the Office of Inspector General, and the US Department of Justice. Our breadth and depth of experience can help you navigate this increasingly regulated industry.

Meet Dentons.  
The new global law firm created  
by Salans, FMC and SNR Denton.

**DENTONS** Know the way

[dentons.com](http://dentons.com)

© 2013 Dentons. Dentons is a global legal practice providing client services worldwide through its member firms and affiliates. Attorney Advertising. Please see [dentons.com](http://dentons.com) for Legal Notices.

BECAUSE THE  
TRUE VALUE OF  
LEGAL COUNSEL

GOES BEYOND LEGAL.

*It's not enough to solve legal challenges. The best counsel looks beyond legal to consider your entire business. At Edwards Wildman, that's what we do.*

Let us be of value to you.  
Learn more at [edwardswildman.com](http://edwardswildman.com)

**EDWARDS  
WILDMAN**



BOSTON • CHICAGO • HARTFORD • HONG KONG • ISTANBUL • LONDON • LOS ANGELES • MIAMI • MORRISTOWN  
NEW YORK • ORANGE COUNTY • PROVIDENCE • STAMFORD • TOKYO • WASHINGTON DC • WEST PALM BEACH

©2013 Edwards Wildman Palmer LLP and Edwards Wildman Palmer UK LLP ATTORNEY ADVERTISING: Prior results do not guarantee a similar outcome.

# THE PREMIER MIDDLE-MARKET LENDER TO THE HEALTHCARE INDUSTRY.



Senior Debt Financings, Including  
Term Loans & Revolving Lines of Credit



A FIFTHSTREET® Portfolio Company

[www.hfgusa.com](http://www.hfgusa.com)

## Deep healthcare experience. Demonstrated commitment. Dedicated team.

- Senior, senior stretch, unitranche and 2nd lien debt financing
- Borrower EBITDA: \$5 million to \$50 million
- Underwritten facilities: up to \$150 million
- Target hold: up to \$50 million

### Healthcare Sectors:

- Providers (Inpatient, Outpatient, In-Home, Dental)
- Payors (PPOs, TPAs)
- Outsourced Services, Distribution, Healthcare IT
- Pharma/Bio (Services, Manufacturing)
- Devices (Services, Manufacturing, Products)

For more information, contact Managing Director  
Stuart Smartt at 678.819.3830



[www.nxtcapital.com](http://www.nxtcapital.com)

 <b>\$45,000,000</b> Thompson Street Capital Partners and Management Joint Lead Arranger	 <b>Undisclosed</b> Audax Group Sole Lead Arranger	 <b>\$190,000,000</b> Capstar Partners KKR & Co. and Management Participant
 <b>\$61,125,000</b> Enhanced Equity Funds Webster Capital Pulse Equity Partners & Mgmt Documentation Agent	 <b>\$91,500,000</b> GTCR Joint Lead Arranger	 <b>\$70,000,000</b> Arsenal Capital Partners and Management Syndication Agent
 <b>\$61,000,000</b> DFW Capital Partners Joint Lead Arranger	 <b>\$300,000,000</b> American Capital, Ltd. Joint Lead Arranger	 <b>\$112,500,000</b> J.H. Whitney & Co. Documentation Agent



**Silicon Valley Bank**

**Healthcare Services & IT**



## Game-changing Connections.

For three decades, Silicon Valley Bank has led the way in recognizing the vast potential in healthcare, life science, and technology companies.

Contact us to find out why more healthcare companies are choosing Silicon Valley Bank for strategic banking solutions.

*Named one of Forbes' Top 10 Banks three years in a row. [svb.com](http://svb.com)*

**GREG PACHUS** Head of Healthcare Practice, 617.796.6921, [gpachus@svb.com](mailto:gpachus@svb.com)

**PETER FREYER** Director and Healthcare Specialist, Corporate Finance, 818.382.2624, [pfreyer@svb.com](mailto:pfreyer@svb.com)

**TOM GILLIS** Director and Healthcare Specialist, Corporate Finance, 617.796.6947, [tgillis@svb.com](mailto:tgillis@svb.com)

©2013 SVB Financial Group. All rights reserved. Silicon Valley Bank is a member of FDIC and Federal Reserve System. SVB>, SVB> Find a way, SVB Financial Group, and Silicon Valley Bank are registered trademarks. B-13-13108. Rev.10-22-13

# MANY THANKS TO ALL OF OUR 2013 HCAP PARTNERS FOR THEIR SUPPORT

# CONFERENCE PARTNER PROFILES

## BASS

BERRY • SIMS<sup>PLC</sup>



Angela Humphreys  
Member  
ahumphreys@  
bassberry.com



Ryan Thomas  
Member  
rthomas@  
bassberry.com



Jim Jenkins  
Member  
jjenkins@  
bassberry.com



Leigh Walton  
Member  
lwalton@  
bassberry.com

Not Pictured:  
Cara Jackson  
Managing Director, Corporate & Securities  
cjackson@bassberry.com

150 Third Avenue South Suite 2800, Nashville, TN 37201

p. (615) 742-6200 | www.bassberry.com

@BassBerrySims

### Company Description / Competitive Strengths

One of the largest healthcare practices in the U.S., Bass, Berry & Sims has extensive experience representing healthcare companies in matters ranging from operational and regulatory compliance to government investigations, litigation and complex corporate transactions. We also work closely with investors in the healthcare sector.

### Types of Products & Services Offered

Mergers and Acquisitions; Leveraged Buyouts and Recapitalizations; Mezzanine and Senior Financings; Healthcare Diligence; Risk Analysis; Healthcare Investigations and Regulatory Counsel; Corporate Compliance; Joint Ventures; Operational Matters; Fraud and Abuse; Antitrust; Privacy Issues; Reimbursement; False Claims Act; STARK analysis

### Partial Client List

Brookdale Senior Living Inc.; Emdeon; Health Management Associates, Inc.; Ardent Health Services; AmSurg Corp.; IASIS Healthcare; HCA Holdings, Inc.; Healthways, Inc.; Hospice Compassus; Cogent HMG; National Surgical Hospitals; HealthStream, Inc.

### Sweet Spot Customer

Start-up and established healthcare companies, including providers who are seeking financing, and middle market private equity firms focused on investments in the healthcare and life sciences industries.

## Benesch

Attorneys at Law



Jim Hill  
Exec. Chairman  
& Chair,  
Private Equity  
Practice Group  
jhill@  
beneschlaw.com



Frank Carsonie  
Partner & Chair,  
Health Care  
Practice Group  
fcarsonie@  
beneschlaw.com



Ari Markenson  
Partner  
amarkenson@  
beneschlaw.com



Alan Schabes  
Partner  
amarkenson@  
beneschlaw.com

200 Public Square, Cleveland, OH 44114

p. (216) 363-4500 | www.beneschlaw.com

### Company Description / Competitive Strengths

Benesch, Friedlander, Coplan & Aronoff, LLP, is a national law firm that represents a significant number of national and regional long term care and assisted living providers in a wide spectrum of transactional, development, financing, regulatory and reimbursement matters. Benesch's multi-faceted team includes three nurse attorneys, a licensed nursing home administrator and a former state regulator.

### Types of Products & Services Offered

M&A, Joint ventures, Recaps/Restructuring, Asset sales, Divestiture of non-core/business assets, Distressed investments, PIPEs, Public debt offerings, Distressed investments/workouts/restructurings, Management of portfolio companies.

### Partial Client List

Genoa Healthcare Holdings; Ascend Health Corporation; Carespring Health Management; AccentCare, Inc.; Summa Health System; Oak Hill Capital Partners

### Sweet Spot Customer

Health care services business that have significant regulatory barriers to entry but also significant regulatory issues in day-to-day operations. Typical EBIDTA would be between \$10-100 million and would be a business either owned by a private equity firm or not and looking to grow organically and through acquisition which would require use of the capital markets. Examples are acute care businesses, dental and medical practice management businesses, institutional pharmacies, specialty hospitals, long term care and assisted living, and businesses in health care information services.

## CapitalSource



Don Kelly  
Director,  
Healthcare Real Estate  
dkelly@capitalsource.com



Michael Broderick  
Director, Healthcare Cash Flow  
mbroderick@capitalsource.com

5404 Wisconsin Avenue, 2<sup>nd</sup> Floor

Chevy Chase, MD 20815

p. (941) 321-6782

www.capitalsource.com

### Company Description / Competitive Strengths

CapitalSource, your one-stop resource for financing provides first mortgage and working capital loans to skilled nursing and senior housing owners/operators. We also provide construction loans to the sector for replacement or substantial renovation of their facilities. We offer asset based loans, and equipment financings to healthcare service providers. We work with private equity sponsors delivering cash flow loans to middle-market businesses. We have a proven history of success, industry knowledge, internal expertise and a national platform.

### Types of Products & Services Offered

First mortgage loans on real estate, asset based loans, cash flow loans, equipment lines of credit for multiple assets and multiple take downs.

### Partial Client List

Not Disclosed.

### Sweet Spot Customer

Not Disclosed.

# CONFERENCE PARTNER PROFILES

## CellTrak Technologies



Michael K. Wons  
President & CEO  
mwons@celltrak.com



Greg Shannon  
CRO and VP of Care  
Delivery Innovation  
gshannon@celltrak.com



Andrew Kaboff  
Business  
Development  
akaboff@celltrak.com

1051 Perimeter Drive, Suite 950  
Schaumburg, IL 60173  
p. (847) 240-0400  
www.celltrak.com

@CellTrak /CellTrakTechnologies

### Company Description / Competitive Strengths

CellTrak Technologies, Inc. is the leading provider of integrated mobile solutions for the home healthcare, hospice, and private duty markets. Our patented software-as-a-service solutions run on GPS-enabled mobile devices via a homecare technology platform which automates workflow and reduces cost. Data is available in real time where instantaneous integration is provided to the back-end clinical systems and the payer networks.

### Types of Products & Services Offered

CellTrak offers configurable mobile solutions built on needs and input from home healthcare, community care, hospice, and personal care workers. Our mission involves the delivery of real-time data updates and exchanges at the point of care while enabling care team collaboration. Immediately, we will engage your staff and operations while allowing patients to remain in comfortable surroundings.

### Partial Client List

Amedisys, Addus, Hospice by the Bay, Ambercare, ARK Home Healthcare, ParaMed, Saint Elizabeth.

### Sweet Spot Customer

Customers consist of Hospice, Home Health, Community Care, Private Duty and Personal Care Workers from the US, Canada and United Kingdom.

## CliftonLarsonAllen LLP



Matt Claeys  
Principal  
matthew.claeys@claconnect.com



Sue Ulrey  
Partner  
sue.ulrey@claconnect.com



Rob Schile  
Principal  
rob.schile@claconnect.com

220 S. Sixth Street, Suite 300 Minneapolis, MN 55402  
p. (612) 376-4500 | www.cliftonlarsonallen.com  
 @CLA\_CPAs /cliftonlarsonallen

### Company Description / Competitive Strengths

CliftonLarsonAllen provides tailored solutions that support the evolving needs of the health care industry. These capabilities aligned with our national resources help us achieve our vision of being thought leaders impacting the future of health care. We are committed to serving the health care industry and accomplish this with more than 300 professionals operating in every region of the country. Your success is our success.

### Types of Products & Services Offered

Assurance, Executive Search, Information Security, International, Outsourcing, Private Client Services, Private Wealth Advisory, Forensic Valuation and Tax.

### Partial Client List

Our clients include physician practices, community and specialty hospitals, as well as senior living organizations.

### Sweet Spot Customer

We transform complexity into opportunity. By considering financial, strategic, and operational needs, we help clients navigate emerging health legislation, payment models, and market trends. Health Care Industry: Hospitals & Health Systems, Home Health & Hospice, Physicians, Senior Living and other Health & Medical Care professionals and organizations.

## Coker Capital



Dan Davidson  
Managing Director  
ddavidson@cokercapital.com



Bo Hinton  
Managing Director  
bhinton@cokercapital.com

1000 Mansell Exchange West, Suite 310  
Alpharetta, GA 30022  
p. (678) 832-2000  
www.cokercapital.com

### Company Description / Competitive Strengths

Coker Capital Advisors is a premier healthcare focused investment bank that provides financial advisory and capital raising solutions to clients in connection with mergers, acquisitions, restructurings and other strategic financial transactions. Coker Capital Advisors is distinguished by its strong commitment to integrity, client service and by the thoughtful professional advice and execution it provides to all of its clients. The firm's senior leadership has completed over 150 transactions representing over \$18 billion of aggregate value.

### Types of Products & Services Offered

We offer a full range of investment banking solutions for healthcare organizations including: Mergers & Acquisitions, Capital Solutions, and Strategic Financial Advisory.

### Partial Client List

Some of our clients include: Hospitals & Health Systems, Ambulatory & Outsourced Service Providers, Large Medical Groups & Integrated Delivery Systems, Healthcare Services Firms, and Healthcare Information Technology (HCIT) Companies.

### Sweet Spot Customer

We provide focused industry expertise to middle market healthcare organizations.

# CONFERENCE PARTNER PROFILES



**THE CORRIDOR GROUP, INC.**  
Your Trusted Business Partner



Jeannee Parker-Martin  
President  
& Co-Owner  
jpmartin@  
corridorgroup.com



Steve Molinari  
VP Sales and  
Marketing  
smolinari@  
corridorgroup.com



Carolyn Simons  
Vice President  
Talent Solutions  
csimons@  
corridorgroup.com



Bill Musick, CHC  
Senior Associate  
Consulting  
Services Project  
Manager  
bmusick@  
corridorgroup.com

301 Junipero Serra Boulevard, Suite 200  
San Francisco, CA. 94127  
p. (415) 452-4383 | [www.corridorgroup.com](http://www.corridorgroup.com)  
 @CorridorGroup /TheCorridorGroup

## Company Description / Competitive Strengths

Celebrating nearly 25 years, TCG has provided solid business advice and practical solutions to more than 10,000 clients. Leading home care- and hospice-focused organizations turn to TCG for transformational advisory solutions, compliance solutions, talent, education and resources to help their organization thrive. TCG leadership has received numerous recognition awards for industry contributions and organizational growth.

## Types of Products & Services Offered

Transformational Advisory Solutions, Compliance Solutions, Talent Solutions and Education Solutions.

## Partial Client List

Accellion Health/Accretive, Addus, Alston Bird, American Hospice, Arnall Golden Gregory, Bershire Healthcare Systems, CareSouth, Epstein Becker & Green PC, Chapters Health System, Gentiva, Golden Living, Great Point Partners, HCR Manorcare/Heartland.

## Sweet Spot Customer

Organizations needing home care and hospice solutions for compliance, recurring audits, due diligence, interim management, executive search, transformational advisory solutions, care transitions, and organizational and operational improvements and efficiencies.

## DENTONS



Robert Guenther  
Partner  
robert.guenther@dentons.com



Mary Wilson  
Partner  
mary.wilson@dentons.com



Bruce Fried  
Partner  
bruce.fried@dentons.com



Margaret Kavalaris  
Partner  
margaret.kavalaris@dentons.com

233 South Wacker Drive, Suite 7800, Chicago, IL 60606  
p. (312) 876-8000 | [www.dentons.com](http://www.dentons.com)

## Company Description / Competitive Strengths

Dentons was formed in March 2013 by the combination of international law firm Salans LLP, Canadian law firm Fraser Milner Casgrain LLP (FMC) and international law firm SNR Denton. Dentons is a global firm driven to provide a competitive edge in an increasingly complex and interconnected marketplace. We are committed to challenging the status quo and offering creative, dynamic business and legal solutions.

## Types of Products & Services Offered

Provide legal and strategic counsel on mergers and acquisitions, equity investments, joint ventures, regulatory and corporate due diligence, Medicare and Medicaid coverage and reimbursement; fraud and abuse; FCA/whistleblower investigation and defense; health care reform and policy; regulatory compliance; coding, billing and documentation; clinical research and clinical trials; contractual arrangements; financing; antitrust; tax; nonprofits; governance; Part D and pharmacy law; Medicare Advantage and managed care; HIT and e-health; and privacy and HIPAA compliance.

## Partial Client List

Walgreen Company, CVS Caremark, Brainlab AG, Boston Medical Center HealthNet Plan, University of North Carolina Health Care System, Memorial Health System, Children's National Medical Center, KV Pharmaceutical Company, Abbott Laboratories, GlaxoSmithKline.

## Sweet Spot Customer

Local, national and global health care and life sciences companies across all sectors that are facing complex challenges or regulatory landscapes as well as suppliers to, and investors in, such companies.

## Duff & Phelps



Jim Hesburgh  
Managing Director  
jim.hesburgh@  
duffandphelps.com



John Pollock  
Managing Director  
john.pollock@  
duffandphelps.com

55 East 52nd Street  
New York, NY 10055  
p. (212) 871-2000  
[www.duffandphelps.com](http://www.duffandphelps.com)

## Company Description / Competitive Strengths

As a leading global financial advisory and investment banking firm, Duff & Phelps leverages analytical skills, market expertise and independence to help clients make sound decisions. Our dedicated team completed nearly 200 healthcare engagements in 2012, including 135 in healthcare services, 39 in Pharmaceuticals, and 25 in Medical Technology. For more information, visit [www.duffandphelps.com](http://www.duffandphelps.com).

## Types of Products & Services Offered

Mergers and Acquisition; Advisory Transaction Opinions; Private Placement of Debt and Equity; Financial Sponsor Coverage; Restructuring Valuation; Alternative Asset Advisory Disputes; Taxation

## Partial Client List

Comprehensive Clinical Development; SigmaCare; The Advisory Board Company; Allheart; AssuraMed Aveda Health Solutions; Biomet Conisus, LLC; Emmi Solutions; Hamilton Health Sciences; JHP Pharmaceuticals; Medical Specialties Distributors, LLC; OncoLogics

## Sweet Spot Customer

Middle-market healthcare services companies and financial sponsors.

# CONFERENCE PARTNER PROFILES

## EDWARDS WILDMAN



Les Levinson  
Partner  
llevinson@edwardswildman.com



Dave Szabo  
Partner  
dszabo@edwardswildman.com



Kelly Trudel  
Business Development  
Manager  
ktrudel@edwardswildman.com

Not Pictured:  
Edward Amer, Partner  
eamer@edwardswildman.com

James Barrett, Partner  
jbarrett@edwardswildman.com

750 Lexington Avenue, New York, NY 10022  
p. (212) 308-4411 | [www.edwardswildman.com](http://www.edwardswildman.com)

### Company Description / Competitive Strengths

We provide sophisticated and practical advice to a broad array of clients, ranging from home healthcare providers, long term care and hospice facilities, medical practices, large academic medical centers and health systems, to equipment and other service providers over the complete spectrum of matters that affect the healthcare industry, including M&A, labor and employment, regulatory, finance, IT, and intellectual property. Our clients value our ability to recognize when sophisticated legal solutions are necessary to solve their problems, and, alternatively, when a simple answer is the better choice.

### Types of Products & Services Offered

Not disclosed.

### Partial Client List

Not disclosed.

### Sweet Spot Customer

Not disclosed.



## GE Capital Healthcare Financial Services



- Darren Alcus, President & CEO, [darren.alcus@ge.com](mailto:darren.alcus@ge.com)
- Al Aria, Sr. Managing Director, Corporate Finance, [al.aria@ge.com](mailto:al.aria@ge.com)
- Russ Herakovich, Managing Director, Corporate Finance, [russ.herakovich@ge.com](mailto:russ.herakovich@ge.com)
- Anil Joseph, Managing Director, Investment Research Group, [anil.joseph@ge.com](mailto:anil.joseph@ge.com)
- Joseph Moss, Managing Director, Corporate Finance, [joseph.moss@ge.com](mailto:joseph.moss@ge.com)
- Sage Nakamura, Senior Managing Director, [sage.nakamura@ge.com](mailto:sage.nakamura@ge.com)
- Richard Varalla, Managing Director, Corporate Finance, [richard.varalla@ge.com](mailto:richard.varalla@ge.com)
- David Varhol, Managing Director, Corporate Finance, [david.varhol@ge.com](mailto:david.varhol@ge.com)

2 Bethesda Metro Center, Suite 600, Bethesda, MD 20814  
p. (301) 961-1640 | [www.gehealthcarefinance.com](http://www.gehealthcarefinance.com)

### Company Description / Competitive Strengths

With in-depth industry knowledge and expertise, GE Capital, Healthcare Financial Services has provided more than \$60 billion in financing to companies in over 40 healthcare sub-sectors including senior housing, healthcare services, hospitals, medical offices, outpatient services, pharmaceuticals and medical devices. Our team of professionals creates business and financial solutions tailored to meet the individual needs of our customers. For more information, visit [gecapital.com/healthcare](http://gecapital.com/healthcare).

### Types of Products & Services Offered

We offer a full range of financing solutions for healthcare organizations and the financial advisors and management firms that work with them including: Cash Flow Financing, Asset Based Lending, Real Estate Lending, Equity Investing, Interest Rate Management, Life Science Finance (Venture Lending) and Equipment Financing.

### Partial Client List

Alere, Inc., Amneal Pharmaceuticals, Argon Medical, Diplomat Specialty Pharmacy, Drive Medical, DSI Renal, Great Expressions Dental Centers, Laborie Medical Technologies Corp., Passport Health, Communications, Inc., Renaissance Pharma, Trident USA Health.

### Sweet Spot Customer

Companies in all sectors of the healthcare industry that have a minimum EBITDA of \$7.5mm, that are both sponsored and non-sponsored.

## Gemino Healthcare Finance



Tom Schneider  
President & CEO  
[tom.schneider@gemino.com](mailto:tom.schneider@gemino.com)



Mark O'Brien  
EVP of Business  
Development &  
Underwriting  
[mark.obrien@gemino.com](mailto:mark.obrien@gemino.com)



Rob Misener  
Director  
[rob.misener@gemino.com](mailto:rob.misener@gemino.com)

1 International Plaza, Suite 220  
Philadelphia, PA 19113  
p. (610) 870-5400  
[www.gemino.com](http://www.gemino.com)

### Company Description / Competitive Strengths

We are a specialty healthcare lender, providing senior loans, primarily for working capital, with credit facilities starting at \$2 million in the form of revolving lines of credit and term loans solely to healthcare service providers. Gemino's senior management team has over 50 years of healthcare lending experience earning us a strong industry reputation built on responsive service and a relationship driven outlook.

### Types of Products & Services Offered

Revolving Lines of Credit & Term Loans.

### Partial Client List

Skilled Nursing Facilities; Home Health/Hospice; Hospitals.

### Sweet Spot Customer

Not disclosed.

## Harris Williams & Company



James Clark  
Managing  
Director  
jclark@  
harriswilliams.com



Geoff Smith  
Director  
gsmith@  
harriswilliams.com

1001 Haxall Point, 9<sup>th</sup> Floor  
Richmond, VA 23219  
p. (804) 648-0072  
www.harriswilliams.com

### Company Description / Competitive Strengths

Harris Williams & Co. is a preeminent middle market investment bank focused on the advisory needs of clients worldwide. The firm has deep industry knowledge, global transaction expertise and an unwavering commitment to excellence. Harris Williams & Co. is the market leader in sell-side M&A advisory. The firm's Healthcare & Life Sciences (HCLS) Group focuses on transactions across the spectrum of healthcare market segments. Member FINRA/SIPC.

### Types of Products & Services Offered

Harris Williams & Co. provides sell-side and acquisition advisory, restructuring advisory, board advisory, private placements and capital markets advisory services.

### Partial Client List

The following is a list of representative clients for which Harris Williams & Co. acted as exclusive advisor.

- The sale of Pentec Health, a national provider of renal nutritional services and specialty infusion services to chronically ill patients.
- The sale of Paradigm Management Services, a leading provider of healthcare management services.
- The sale of Drayer Physical Therapy Institute, a national leader in the physical rehabilitation industry.
- The sale of Silverchair Learning Systems, LLC, a leading healthcare IT provider.
- The sale of 180 Medical, the leading pure-play distributor of urologic and disposable medical supplies.

### Sweet Spot Customer

We serve leading middle market healthcare and life sciences companies spanning Provider, Payor, and Pharma Services; Medical and Life Science Products; and Facilities and Alternate Site Care.

## Health Care REIT



Mercedes Kerr  
SVP - Marketing  
mkerr@hcreit.com



Brandon Lesniak  
VP - Relationship  
Manager  
blesniak@  
hcreit.com

4500 Dorr Street  
Toledo, OH 43615  
p. (419) 247-2800  
www.hcreit.com

### Company Description / Competitive Strengths

Health Care REIT, Inc. (NYSE:HCN) is a real estate investment trust that has been at the forefront of senior living and health care real estate since the company was founded in 1970. The company's over \$21 billion portfolio spans the full spectrum of health care real estate located in 46 states and 3 countries, and includes senior living communities, medical office buildings, inpatient and outpatient medical centers and life science facilities.

### Types of Products & Services Offered

Health Care REIT's capital programs, combined with its comprehensive planning, development and property management services, make it a single-source solution for acquiring, planning, developing, managing, repositioning and monetizing real estate assets.

### Partial Client List

Health Care REIT's relationship investment strategy has resulted in valuable long-term relationships and partnerships with many outstanding companies, including Belmont Village Senior Living, Benchmark Senior Living, Brandywine Senior Living, Brookdale Senior Living.

### Sweet Spot Customer

Operators of seniors housing and care, and health systems.

## Health Market Science



Chris Golden  
Account Executive, Healthcare  
Markets  
cgolden@  
healthmarketscience.com

2700 Horizon Drive  
King of Prussia, PA 19406  
p. (610) 457-0436  
www.healthmarketscience.com

@healthmarketsci

### Company Description / Competitive Strengths

Health Market Science helps the Home Health and Hospice industry identify key targets and capture referral market share with solutions that offer: (1) Physician-level competitive intelligence including total referral volume and physician market share by agency, (2) Identification of "true" high value physicians and affiliated agencies, and (3) Assessment and optimization of an organization's sales structure and alignment.

### Types of Products & Services Offered

MarketView pairs the largest U.S. practitioner-level medical claims database, PxDx®, with the Provider MasterFile™ to help clients identify high-impact physician targets, understand and leverage referral patterns and adopt more effective ways to drive more successful sales and marketing activities.

### Partial Client List

North Shore-LIJ Health System, Deyta, Playmaker CRM, Homecare Homebase, 9 of the top 10 Post-acute Care companies, including LHC Group.

### Sweet Spot Customer

Any healthcare provider who needs a deeper understanding of physician behavior for leveraging referral activity, targeting more high-value physicians, better aligning physicians and facilities and creating greater revenue growth and M&A opportunities.



# CONFERENCE PARTNER PROFILES



Steven Goldsmith, SVP - Business Development MidAtlantic & Midwest  
[sgoldsmith@hfgusa.com](mailto:sgoldsmith@hfgusa.com)

Christopher Smith, SVP - Business Development TX & Southeast Region  
[csmith@hfgusa.com](mailto:csmith@hfgusa.com)

Claudia Gourdon, SVP & National Marketing Manager  
[ogourdon@hfgusa.com](mailto:ogourdon@hfgusa.com)

Tommy Ryan SVP, Business Development Northwest & Mountain States  
[tryan@hfgusa.com](mailto:tryan@hfgusa.com)

Jim Gelwicks, Managing Director - Head of Capital Markets & Business Dev.  
[jgelwicks@hfgusa.com](mailto:jgelwicks@hfgusa.com)

Greg Browne, Managing Director, Healthcare Leveraged Finance Origination,  
Fifth Street Finance  
[gbrowne@fifthstreetfinance.com](mailto:gbrowne@fifthstreetfinance.com)

199 Water Street, New York, NY 10038  
p. (212) 785-8500 | [www.hfgusa.com](http://www.hfgusa.com)

## Company Description / Competitive Strengths

Healthcare Finance Group, LLC ("HFG"), a portfolio company of Fifth Street Finance Corp. ("Fifth Street"), was founded in 2000 and is one of the oldest national specialty finance lenders exclusively dedicated to providing debt to middle market healthcare companies. Known for its healthcare expertise, excellence in execution and unparalleled quality client service, HFG custom-tailors its financing solutions to meet the specific needs of each client.

## Types of Products & Services Offered

HFG provides cash flow senior secured term loans and asset based revolving lines of credit to a broad range of healthcare companies for transactions ranging from \$5 million to \$500 million. Through its Capital Markets group, HFG works with Fifth Street and other lenders to provide a full complement of debt products.

## Partial Client List

Prime Healthcare Services; BioScrip; Personal-Touch; Caregiver Services; All Metro Healthcare; Enzo; KidsPeace; Premier Research.

## Sweet Spot Customer

Providers or other healthcare companies with over \$50 million in net revenues, an established business with audited financials, a solid management team, and a well-functioning basic infrastructure with good controls and systems.

## Irving Levin Associates, Inc.



Stephen M. Monroe  
Managing Editor and Partner  
[monroe@levinassociates.com](mailto:monroe@levinassociates.com)

268 1/2 Main Avenue  
Norwalk, CT 06851  
p. (203) 846-6800  
[www.levinassociates.com](http://www.levinassociates.com)  
@HealthCareMandA & @SeniorCare\_Inv

## Company Description / Competitive Strengths

Irving Levin Associates is the leading publisher of business intelligence on M&A and finance in health care and seniors housing. For over 60 years, Levin Associates has been providing Wall Street investors, senior care providers and health care executives with timely, accurate and reliable market intelligence on mergers and acquisitions, mortgage financing, private placements, IPOs and more.

## Types of Products & Services Offered

Health Care M&A Information Source, The SeniorCare Investor, Senior Living Business Interactive Webcast Series, Health Care Merger & Acquisition Webcast Series, Health Care M&A News, Deal Search Online Database, Health Care Services Acquisition Report, Senior Care Acquisition Report and Health Care M&A Sector Reports.

## Partial Client List

Our clients include institutional investors, advisors, bankers, venture capitalists, analysts, appraisers, professional service providers, owners, operators and developers of seniors housing & long-term care facilities as well as all other health care companies.

## Sweet Spot Customer

If you want up-to-date information on health care and senior care mergers and acquisitions, we've got the products for you.

## The Joint Commission



Margherita Labson  
Executive Director,  
Home Care  
Accreditation  
[milabson@jointcommission.org](mailto:milabson@jointcommission.org)



Gina Zimmermann  
Executive Director,  
Long Term Care  
Accreditation  
[gzimmermann@jointcommission.org](mailto:gzimmermann@jointcommission.org)

One Renaissance Boulevard, Oakbrook Terrace, IL 60181  
p. (630) 792-5000 | [www.jointcommission.org](http://www.jointcommission.org)

@TJCommission /TheJointCommission

## Company Description / Competitive Strengths

The Joint Commission seeks to continuously improve health care for the public in collaboration with other industry stakeholders. Achieving Joint Commission accreditation has become the industry's most widely recognized distinction for quality and safety across the continuum of care. Since its inception in 1951, The Joint Commission has grown to accredit almost 20,000 health care organizations across the United States.

## Types of Products & Services Offered

Accreditation for long term care and skilled nursing facilities, home care providers, hospitals, ambulatory services, behavioral health and laboratory services. Certification of disease specific services and health care staffing organizations.

## Partial Client List

Not disclosed.

## Sweet Spot Customer

Not disclosed.

# CONFERENCE PARTNER PROFILES

## KeyBanc Capital Markets



Mike Jackson  
Managing Director  
Segment Leader  
Diversified  
Industries Group  
mjackson@key.com



Slava Girzhel  
Director - Health Care  
sgirzhel@key.com



Sanya Valeva  
SVP, Portfolio  
Management  
sanya.valeva@key.com

127 Public Square  
Cleveland, OH 44114  
p. (216) 689-3000  
www.key.com

### Company Description / Competitive Strengths

KeyBanc Capital Market's health care practice focuses on health care services businesses including facility-based care, healthcare IT, hospital outsourcing, pharmacy and distribution services and payer / provider services. Since 2008, our professionals have advised health care companies on transactions valued at over \$50 billion, while KeyCorp has health care-related capital commitments in excess of \$7 billion.

### Types of Products & Services Offered

We provide a full range of investment and corporate banking services, including mergers & acquisitions / corporate advisory, debt and equity capital markets, debt and equity private placements, corporate credit, leasing, asset-based lending, hedging and treasury management services.

### Partial Client List

Allscripts, Ambulatory Services of America, American Dental Partners, AmerisourceBergen, Amsurg, Anthelio, Charles River, Fresenius Medical Care, Invacare, National Spine and Pain Centers, Omnicare, Pacific Dental, Quest Diagnostics, STERIS, TeamHealth, UnitedHealth, Universal Health Services.

### Sweet Spot Customer

We focus on providing high quality advice, capital and deal execution to middle-market public, private and financial sponsor-backed health care services firms.

## MEI Healthcare Capital



Mike Gervais  
CEO  
mgervais@mei.com



Jonathan Burkland  
President  
jburkland@mei.com

11772 West Sample Road  
Coral Springs, FL 33065  
p. (201) 446-4989  
www.mei.com

### Company Description / Competitive Strengths

MEI Healthcare Capital is a fully integrated provider of financing for medical equipment, M&A advisory services and general contracting services to hospitals and out patient providers.

### Types of Products & Services Offered

Debt Financing, M&A Advisory and DeNovo Development.

### Partial Client List

Larkin Community Hospital, RadNet Insight Healthcare Services.

### Sweet Spot Customer

Equipment Financings from \$1 to \$10 million M&A Transactions from \$10 to \$100 million.

## Moss Adams LLP



DeVon Wiens  
Partner  
devon.wiens@  
mossadams.com



Steven Schultz  
Business Development  
Executive  
steven.schultz@  
mossadams.com

2030 Main Street  
Irvine, CA 92679  
p. (949) 221-4000  
www.mossadams.com

### Company Description / Competitive Strengths

Hospitals and health systems. Managed care entities. Long-term care communities. Physician practices. Across the nation and throughout the health care continuum, more than 1,000 organizations rely on Moss Adams LLP for powerful audit reports, benchmarking studies, board presentations, reimbursement strategies, IT solutions, operational improvements, and more. Why? Because we understand that the business of care requires the care of your business – and that you deserve the same personal attention you give your patients and clients. For over 35 years, we've helped drive success for a wide range of health care organizations. Discover how we can make a difference to yours.

### Types of Products & Services Offered

Strategic Planning; Financial Accounting & Planning; Operations & Compliance; Federal & State Tax.

### Partial Client List

Not disclosed.

### Sweet Spot Customer

Not disclosed.

# CONFERENCE PARTNER PROFILES



John Finnerty  
Senior Managing  
Director  
john.finnerty@  
nxtcapital.com



Stuart Smartt  
Managing Director,  
Healthcare  
stuart.smartt@  
nxtcapital.com



Milan Patel  
Director, Healthcare  
milan.patel@  
nxtcapital.com

191 North Wacker Drive, Suite 1200  
Chicago, IL 60606  
p. (877) 698-6111  
www.nxtcapital.com  
@nxtcapitalcf

## Company Description / Competitive Strengths

Healthcare Focus. Certain Execution. NXT Capital's Healthcare Team brings a healthcare industry focus to structuring financing solutions for middle market companies across a wide range of healthcare sectors. A large product offering lets us address each company's unique needs, while our client-centered process provides early, substantive feedback, a reliable commitment, certain execution and a smooth transaction from start to finish.

## Types of Products & Services Offered

Senior revolvers and term loans, unitranche facilities, term loans over revolvers, last-out term loans and 2nd lien term loans • Underwritten facilities: Up to \$150 million • Target hold: Up to \$50 million • Flexible Structures and Terms.

## Partial Client List

Advanced Dermatology, Professional PT, WIRB-Copernicus, Correctional Healthcare, Harden Healthcare, Prospira Paincare, Affordable Care, Tract Manager, American Dental Partners, Northeast Dental Management, TIDI Products, Preferred Homecare, MTS Medication.

## Sweet Spot Customer

Healthcare companies with EBITDA of \$5 million to \$50 million: • Providers (Inpatient, Outpatient, In-Home, Dental) • Payors (PPOs, TPAs) • Healthcare IT • Pharma/Bio (Services, Manufacturing) • Devices (Services, Manufacturing, Products).

## Oppenheimer & Co, Inc.



Marc Cabrera  
Managing Director  
Healthcare Investment  
Banking  
marc.cabrera@opco.com



Michael Wiederhorn  
Managing Director  
Healthcare Equity Research  
michael.wiederhorn@  
opco.com

85 Broad Street  
New York, NY 10004  
p. (212) 668-8000  
www.opco.com

## Company Description / Competitive Strengths

With over 3,500 employees and 94 offices, Oppenheimer is a leading, independent, global financial services firm focused on the middle market in three businesses: Investment Banking, Asset Management and Wealth Management. Oppenheimer's Investment Bank employs over 300 professionals in Corporate Finance, Equity Capital Markets and Debt Capital Markets and provides the resources of a full-service global financial institution with the level of service normally associated with specialty boutique firms.

## Types of Products & Services Offered

Oppenheimer's Investment Bank is a full service platform that provides advisory services and debt and equity financing services. The firm's advisory services include mergers & acquisitions, sales and divestitures, leveraged buyouts and restructurings. Oppenheimer is one of Wall Street's leading equity underwriters and offers clients highly differentiated, comprehensive equity distribution capabilities. Oppenheimer's award winning equity research department includes 33 senior equity research analysts who cover over 550 mid- and large-cap public companies.

## Partial Client List

Addus Homecare Corporation, Air Methods, Cleveland BioLabs, Connolly, Envision Healthcare, Hanger Inc., Healthfirst, Independent Living Systems, Medica Healthcare Plans, Monarch HealthCare, Physicians Realty Trust, Reach Air Medical Services, Social Service Coordinators.

## Sweet Spot Customer

Publicly-traded and private equity-sponsored and founder-owned companies that participate in the healthcare industry with revenue between \$50 million and \$1 billion.

## Oxford Finance LLC



Brett Crabtree  
Senior Director  
bcrabtree@  
oxfordfinance.com



Joseph Somerset  
Senior Director,  
Credit & Portfolio  
Management  
jsomerset@  
oxfordfinance.com



Katie Mainello  
Director  
kmainello@  
oxfordfinance.com

133 North Fairfax Street  
Alexandria, VA 22314  
p. (703) 519-4900  
www.oxfordfinance.com

## Company Description / Competitive Strengths

Oxford Finance is a specialty finance firm providing senior secured loans exclusively to healthcare companies. For over 20 years, Oxford has delivered flexible financing solutions to its clients, enabling these companies to maximize their equity by leveraging their assets. In recent years, Oxford has originated over \$2 billion in loans, with lines of credit ranging from \$500 thousand to \$50 million. Oxford is headquartered in Alexandria, Virginia, with additional offices in California, Illinois, Massachusetts and North Carolina.

## Types of Products & Services Offered

Senior secured term loans, real estate term loans, cash flow loans, revolving lines of credit.

## Partial Client List

PrimeSource, Pritok Capital, VSM Management, Pali Corp, SeraCare, Heart To Heart Hospice, Mid-Atlantic Healthcare.

## Sweet Spot Customer

Healthcare Services Companies: Acute Care & Specialty Hospitals; LTACH, Psychiatric, Rehabilitation & Sub-Acute Facilities.

## PricewaterhouseCoopers



Daniel Farrell  
Partner, Healthcare Deals  
[daniel.a.farrell@us.pwc.com](mailto:daniel.a.farrell@us.pwc.com)



Mark Smith  
Director  
[mark.e.smith@us.pwc.com](mailto:mark.e.smith@us.pwc.com)

300 Madison Avenue  
New York, NY 10017  
p. (646) 471-4000  
[www.pwc.com/us/deals](http://www.pwc.com/us/deals)

### Company Description / Competitive Strengths

PwC's Deals practitioners help corporate and private equity executives navigate transactions to increase value and returns. In today's increasingly daunting economic and regulatory environment, our experienced M&A specialists assist clients on a range of transactions from smaller and mid-sized deals to the most complex transactions, including domestic and cross-border acquisitions, divestitures and spin-offs, capital events such as IPOs and debt offerings, and bankruptcies and other business reorganizations.

### Types of Products & Services Offered

We help clients with strategic planning around their growth and investment agendas and advise on business-wide risks and value drivers in their transactions for more empowered negotiations, decision-making and execution. We help clients expedite their deals, reduce their risks, capture and deliver value to their stakeholders and quickly return to business as usual. Our local and global deal strength is derived from over 1,500 deal professionals in 35 cities in the U.S. and over 13,400 deal professionals across a global network of firms in 75 countries. In addition, our network firm PwC Corporate Finance provides investment banking services within the U.S.

### Partial Client List

Not Disclosed.

### Sweet Spot Customer

Not Disclosed.



QUADRIGAPARTNERS



David Heilman  
Partner  
[dheilman@quadrigapartners.com](mailto:dheilman@quadrigapartners.com)



Jason Ficken  
Partner  
[jficken@quadrigapartners.com](mailto:jficken@quadrigapartners.com)



Aaron Osmondson  
Vice President  
[aosmondson@quadrigapartners.com](mailto:aosmondson@quadrigapartners.com)



Greg Throckmorton  
Associate  
[gthrockmorton@quadrigapartners.com](mailto:gthrockmorton@quadrigapartners.com)

100 Fillmore, Suite 425, Denver, CO 80206  
p. (303) 495-5514 | [www.quadrigapartners.com](http://www.quadrigapartners.com)

### Company Description / Competitive Strengths

Quadriga Partners provides investment banking services to entrepreneurs, operators and companies in the healthcare sector. We view clients as true operating partners, helping them achieve both strategic and financial goals. Whether it's raising money to grow the business, acquiring companies to expand operations or simply creating some liquidity for owners, our measure of success is in building lasting relationships – not just getting transactions done.

### Types of Products & Services Offered

Quadriga provides the full spectrum of investment banking advisory services, including company sales and divestitures, acquisition advisory and capital formation (via debt and equity) transactions. However, we strongly believe investment banks should offer more than just transaction execution. Our service offering is simple: financial and strategic SOLUTIONS for you.

### Partial Client List

Not disclosed.

### Sweet Spot Customer

Great companies, great ideas, great people – that could use a little help navigating the financial markets to find the solution that is right for their needs.

## Raymond James & Associates



Burk Lindsey  
Managing Director  
[burk.lindsey@raymondjames.com](mailto:burk.lindsey@raymondjames.com)



Riley Sweat  
Managing Director  
[riley.sweat@raymondjames.com](mailto:riley.sweat@raymondjames.com)



Michael Ory  
Managing Director  
[michael.ory@raymondjames.com](mailto:michael.ory@raymondjames.com)

2525 West End Avenue, Suite 925  
Nashville, TN 37203  
p. (615) 321-8080  
[www.rjhealthcarebanking.com](http://www.rjhealthcarebanking.com)

### Company Description / Competitive Strengths

We advise growing, middle-market health care companies raising growth and acquisition capital or considering important strategic transactions. Our investment bankers have advised on over 325 mergers and acquisitions and financings with aggregate value of over \$40 billion. We have offices in Nashville, New York, Chicago, and Denver. In terms of domain expertise, dedicated resources, and transaction track record, our Health Care Investment Banking Group is one of the oldest, largest, and most successful health care-focused advisory services practices in the United States.

### Types of Products & Services Offered

Mergers & Acquisitions Advisory, Equity and Debt Capital Raising, Strategic Alternatives Assignments, Buy-Side Advisory Services.

### Partial Client List

Amedisys, Acadia Healthcare, Curo Health, Genua Healthcare, Halcyon Home Health & Hospice, Medseek, Payflex, PSA Healthcare, Pyramid Healthcare, Regency Hospice, Regional Diagnostics Labs, numerous health care -focused private equity firms.

### Sweet Spot Customer

Private or small public health care companies with between \$10-50 million in EBITDA seeking growth financing or a sale/recapitalization of their businesses.

# CONFERENCE PARTNER PROFILES



Silicon Valley Bank



Peter Freyer  
Director, Healthcare  
Services  
pfreyer@svb.com



Tom Gillis  
Director, Healthcare  
Services  
tgillis@svb.com

**Not Pictured:**

Jesse Meyer, Relationship Manager  
jmeyer@svb.com

15260 Ventura Boulevard  
Sherman Oaks, CA 91403  
p. (818) 382-2600  
www.svb.com

## Company Description / Competitive Strengths

Silicon Valley Bank is the premier bank for healthcare services, healthcare IT, life science, technology, venture capital, private equity and premium wine businesses. SVB offers diverse financial services, knowledge, global network, and world class service that increase our clients' probability of success. *Forbes Magazine* ranks SVB as one of America's 10 Best Banks and *Fortune* considers SVB one of the best places to work. (Nasdaq: SIVB)

## Types of Products & Services Offered

Silicon Valley Bank provides full-service global commercial banking solutions to healthcare companies including senior debt products, cash management, self-directed and managed investment services, and global treasury management solutions including trade finance, interest rate hedging and foreign exchange services.

## Partial Client List

Homecare Homebase, Passport Health, Genova Diagnostics, Therapeutic Research, Allied Dental, Affymetrix, Path Group and Jazz Pharmaceuticals.

## Sweet Spot Customer

In healthcare, Silicon Valley Bank's target client is a healthcare services or healthcare IT company with annual revenues of \$50 million to \$1 billion and EBITDA of \$5 million and \$100 million.

# Simione Healthcare Consultants



David Berman  
Principal  
dberman@simione.com



Betty Gordon  
Principal  
bgordon@simione.com



Laura Gramenelles  
Director  
lgramenelles@simione.com

4130 Whitney Avenue  
Hamden, CT 06518  
p. (203) 287-9288  
www.simione.com

## Company Description / Competitive Strengths

Simione Healthcare Consultants is the leading home care and hospice consulting firm with over 45 years of experience. Our skilled team of CPAs, CVAs, RNs and Therapists will assist you in identifying and quantifying your risk while helping you facilitate your successful business transactions.

## Types of Products & Services Offered

Consulting services to the home care and hospice industry.

## Partial Client List

Not disclosed.

## Sweet Spot Customer

Not disclosed.

# Stanley Healthcare



Brian Stege  
National Accounts  
Director  
brian.stege@sbdinc.com



Brian Enright  
National Accounts  
Manager  
brian.enright@sbdinc.com

4600 Vine Street  
Lincoln, NE 68503  
p. (800) 824-2996  
www.stanleyhealthcare.com

@stanleyhealth /stanleyhealthcare

## Company Description / Competitive Strengths

Stanley Healthcare continues to be on the forefront of our industry by offering innovative, integrated solutions for fall management, wandering management, and nurse call/emergency call - all serviced and supported by hundreds of employee technicians located throughout the country. Part of the newly formed Stanley Black and Decker family, producing quality innovative solutions in tools, security, access control, and door openers throughout the world today.

## Types of Products & Services Offered

Stanley Healthcare is the leader in safety and security systems for senior care facilities. We bring unmatched knowledge and expertise to your safety initiative, based on more than 30 years of service and in over 11,000 senior care organizations.

## Partial Client List

Sunrise Senior Living, SavaSenior Care Administrative Services, HCR/ManorCare, Trilogy Health Service, and many more.

## Sweet Spot Customer

Not Disclosed.

# CONFERENCE PARTNER PROFILES

## Transpirus



Ginger Voss, COO  
ginger.voss@transpirus.com



Anne Rivenbark  
VP - Finance  
anne.rivenbark@transpirus.com

Not Pictured:  
Mary Morrissey-Gabriel, Chief Sales Officer  
mary.morrisseygabriel@transpirus.com

13801 Reese Boulevard West, Suite 160  
Huntersville, NC 27808  
p. (704) 875-7760  
www.transpirus.com  
@Transpirus

### Company Description / Competitive Strengths

Transpirus provides business process outsourcing in the areas of revenue cycle management and coding as well as consulting services in the home health and hospice industry to facilitate continuous improvement, regulatory compliance, clinical quality, acquisitions, corporate transitions and innovation for agencies. Explore the possibilities with Transpirus.

### Types of Products & Services Offered

Outsourced Revenue Cycle Management and Coding Solutions along with understanding best practices in home health and hospice that may be leveraged for due diligence, M&A consulting and agency turnaround.

### Partial Client List

Not Disclosed.

### Sweet Spot Customer

Not Disclosed.

## Wells Fargo Capital Finance



Tracy Maziek  
Senior Managing Director  
tracy.maziek@wellsfargo.com



Michael Janda  
Managing Director  
michael.i.janda@wellsfargo.com



Rossi Felix  
Managing Director  
rossi.w.felix@wellsfargo.com

Not Pictured:  
Ryan Haight, Vice President  
ryan.w.haight@wellsfargo.com  
Raina Yoo, Senior Portfolio Analyst  
raina.yoo@wellsfargo.com

2450 Colorado Avenue  
Santa Monica, CA 90404  
p. (877) 770-1222  
www.wellsfargocapitalfinance.com/healthcare

### Company Description / Competitive Strengths

Wells Fargo Capital Finance is a full-spectrum finance company lending to a wide variety of industries, including healthcare. Our dedicated Healthcare Finance team, made up of industry veterans with decades of experience lending to healthcare companies, is committed to providing a financing solution that works for your business.

### Types of Products & Services Offered

We can structure revolving lines of credit, terms loans or a combination of both. Our credit facilities, which start at \$10 million, are traditionally used for one or more of the following: access needed working capital; finance capital expenditures; accommodate growth; refinance existing corporate debt; repurchase stock or finance dividend payments; and/or facilitate mergers, acquisitions, or management buyouts. Our target customers fall into two broad categories: providers whose revenues are paid by third party payment sources; and ancillary service companies, whose customers are providers.

### Partial Client List

Nipro Diagnostics, Inc., Prestige Care, Inc., Lantheus Medical Imaging, Inc., Infusystem, Inc., Remedi SeniorCare Holdings Corporation

### Sweet Spot Customer

Companies across all healthcare sectors with borrowing needs starting at \$10 million.

## ZurickDavis



Jeffrey M. Zegas  
CEO  
jeffzegas@zurickdavis.com



Myrnanne Janoff  
President  
myrnanne@zurickdavis.com

400 TradeCenter, Suite 5900  
Woburn, MA 01801  
p. (781) 938-1975  
www.zurickdavis.com  
/ZurickDavis

### Company Description / Competitive Strengths

ZurickDavis is an executive search firm exclusively serving health care organizations. We conduct regional, national, and international searches for all business and clinical leader positions, primarily at the C-Suite and Vice Presidential level. Our ZDmd division specializes in searches for Physician Leaders such as CMOs, Chiefs and Chairs, utilizing a prominent physician as part of the search team.

### Types of Products & Services Offered

Recruitment of business or clinical leaders to healthcare organizations. We also provide succession planning and executive coaching services.

### Partial Client List

Our clients encompass all types of healthcare organizations including senior care businesses, physician groups, hospitals, ACOs, academic medical centers, integrated delivery systems, home health/hospice companies, community health centers & managed care companies, among others.

### Sweet Spot Customer

Our clients are organizations that seek: Leadership talent arising from growth or diversification; Expertise not currently in the organization; A leader with a unique background or skill set; An executive who will thrive in a distinctive cultural or strategic situation; Only the best! Our client cannot hire from within, has not succeeded searching on their own, or does not have the time/resources to do the search well.

# ATTENDING HEALTHCARE SERVICES PROVIDERS

## ACC Family

Alexandria, VA | [www.adultcompanioncare.com](http://www.adultcompanioncare.com)

- Segment – Home Care
- For Profit

**Jim Lindsay** – President & CEO

## AccentCare, Inc.

Dallas, TX | [www.accentcare.com](http://www.accentcare.com)

- Segment – Home Care
- Revenue – \$400M
- For Profit

**Steve Rodgers** – Chief Executive Officer

## Access Nursing Services

Lutherville, MD | [www.accessnursing.com](http://www.accessnursing.com)

- Revenue – \$40M

**Tom Weadock** – Senior Vice President

## Accredited Home Care

Warren, MI | [www.accreditedhomecare.com](http://www.accreditedhomecare.com)

**Bradley Putvin** – Owner

## Addus HomeCare

Palatine, IL | [www.addus.com](http://www.addus.com)

- Segment – Home Care
- Revenue – \$300M
- For Profit

**Mark Heaney** – President/CEO

**Dennis Meulemans** – CFO

## The Advantage Group

Pittsburgh, PA | [www.feeltheadvantage.com](http://www.feeltheadvantage.com)

(615) 324-5064

**Amy Hancock** – CEO

## Albright Care Services

Lewisburg, PA | [www.albrightcare.org](http://www.albrightcare.org)

- Segment – CCRC
- Not For Profit

**Shaun Smith** – President and CEO

## Alden Management Services, Inc.

Chicago, IL | [www.thealdennetwork.com](http://www.thealdennetwork.com)

- Segment – Long Term Care
- For Profit

**Floyd Schlossberg** – President & CEO

**Steve Kroll** – CFO

**Bob Molitor** – COO

## Almost Family

Louisville, KY | [www.almostfamily.com](http://www.almostfamily.com)

- Segment – Home Care
- Revenue – \$349M
- For Profit

**William Yarmuth** – Chairman & CEO

**Steve Guenther** – President

## Alvarado Parkway Institute

La Mesa, CA | [www.apibhs.com](http://www.apibhs.com)

- Segment – Behavioral Health
- Revenue – \$21M

**Roy Rodriguez** – Chairman

**Chad Engbrecht** – Chief Financial Officer

## Amedisys Home Health Care & Hospice

Baton Rouge, LA | [www.amedisys.com](http://www.amedisys.com)

- Segment – Home Care
- Revenue – \$1.3B
- For Profit

**Tom Dolan** – SVP Finance and Treasurer

## American Hospice

Jacksonville, FL | [www.americanhospice.com](http://www.americanhospice.com)

- Segment – Home Health/Hospice
- Revenue – \$150M
- For Profit

**Jeff Preuss** – CEO

## Annapolis Life Care, Inc.

Annapolis, MD | [www.gingercove.com](http://www.gingercove.com)

- Segment – CCRC
- Revenue – \$16M
- Not For Profit

**Tim Elliott** – CFO

## Aria Health

Philadelphia, PA | [www.ariahealth.org](http://www.ariahealth.org)

**Ronald Kumor** – COO

**Richard Galup** – Executive Director Bucks County

## Arkansas Surgical Hospital

North Little Rock, AR | [www.arksurgicalhospital.com](http://www.arksurgicalhospital.com)

- Segment – Hospital

**Carrie Helm** – CEO

**Judy Jones** – CCO

## Ascension Health

St. Louis, MO | [www.ascensionhealth.org](http://www.ascensionhealth.org)

- Segment – Health/Hospital System
- Revenue – \$17B
- Not For Profit

**Stephen Gilmore** – Director of Capital Finance

## Atrius Health

Newton, MA | [www.atriushealth.org](http://www.atriushealth.org)

- Segment – Health/Hospital System
- Not For Profit

**Tom Congoran** – CFO

## Avalon Healthcare Inc.

Salt Lake City, UT | [www.avalonhci.com](http://www.avalonhci.com)

- Segment – Long Term Care & Home Health
- For Profit

**Schuyler Hollingsworth Jr.** – Senior Consultant

## Banner Home Care

Gilbert, AZ | [www.bannerhealth.com](http://www.bannerhealth.com)

- Segment – Home Care
- Revenue – \$60M
- Not For Profit

**David Baker** – CEO, Home Care and Hospice

## Bay Valley Medical Group (BVMG)

Pleasanton, CA | [www.bayvalleymedicalgroup.com](http://www.bayvalleymedicalgroup.com)

- Segment – Medical Group
- For Profit

**Misha Roitshteyn** – Assistant Clinical Professor

## Beaver Dam Community Hospitals, Inc.

Beaver Dam, WI | [www.bdch.com](http://www.bdch.com)

- Segment – Hospital/Health System
- Revenue – \$199M
- Not For Profit

**Kim Miller** – President/CEO

## BHP Management

West Lake, OH

- Segment – Long Term Care

**Eli Coury** – CEO

## Bristol Hospice, LLC

Salt Lake City, UT | [www.bristolhospice.com](http://www.bristolhospice.com)

- Segment – Hospice
- Revenue – \$30M
- For Profit

**Christie Franklin** – President/CEO

## Cape Medical Supply Inc.

Sandwich, MA | [www.capemedical.com](http://www.capemedical.com)

- Segment – DME

**Gary Sheehan** – President & CEO

## CarDon & Associates

Bloomington, IN | [www.cardon.us](http://www.cardon.us)

- Segment – Long Term Care
- For Profit

**David Moore** – Owner

## CareMinders Home Care

Alpharetta, GA | [www.careminders.com](http://www.careminders.com)

- Segment – Home Care
- Revenue – \$13M
- For Profit

**Elaine Davis Jones** – COO

## CareSouth Health System, Inc.

Augusta, GA | [www.caresouth.com](http://www.caresouth.com)

- Segment – Home Care
- Revenue – \$120M
- For Profit

**Rick Griffin** – President & CEO

**TJ Jubleir** – Chairman of the Board

## Cenikor Foundation

Houston, TX | [www.cenikor.org](http://www.cenikor.org)

- Not For Profit

**Bill Bailey** – President and CEO

## Christian Homes, Inc.

St. Louis, MO | [www.christianhomes.org](http://www.christianhomes.org)

- Segment – Long Term Care
- Revenue – \$170M
- Not For Profit

**Timothy Phillippe, PhD.** – CEO/President

## Christiana Care VNA

New Castle, DE | [www.christianacare.org](http://www.christianacare.org)

- Segment – Home Care
- Revenue – \$46M
- Not For Profit

**Jerry Manley** – Director of Finance

## Clear Water Development

Mesa, AZ | [www.cwdevco.com](http://www.cwdevco.com)

- Segment – Ancillary Services

**Chris Cunningham** – VP of Strategic Relationships

## Common Sense Holdings, LLC

Naples, FL

- Segment – Home Care
- Revenue – \$25M
- For Profit

**Bob Elkins, MD** – CEO & Chairman

## CommuniCare Health Services

Cincinnati, OH | [www.communicarehealth.com](http://www.communicarehealth.com)

- Segment – Long Term Care
- Revenue – \$440M
- For Profit

**Charles Stoltz** – Chief Financial Officer

## Community Care Systems, Inc.

Austin, TX | [www.communitycaretx.org](http://www.communitycaretx.org)

- Segment – Home Care
- Revenue – \$75.4M

**George Miller** – CEO

## Community Hospice of Northeast Florida, Inc.

Jacksonville, FL

- Segment – Home Care
- Not For Profit

**Phil Ward** – Chief Operating Officer

## Connecticut Joint Replacement Institute

Hartford, CT | [www.saintfranciscare.com/cjr/home.aspx](http://www.saintfranciscare.com/cjr/home.aspx)

- For Profit

**Steven Schutzer, MD** – Medical Director

## CorsoCare

Milford, MI | [www.corsocare.com](http://www.corsocare.com)

- Segment – Home Care
- Revenue – \$20M
- For Profit

**Lori Apple** – President / CEO

**Dan Wielechowski** – CFO/Administrator

## CSIG Holding Company

Brighton, MI | [www.csigholding.com](http://www.csigholding.com)

**Daniel Hughes** – CEO

## Daybreak Venture LLC

Denton, TX | [www.daybreakventure.com](http://www.daybreakventure.com)

- Segment – Long Term Care
- Revenue – \$271M
- For Profit

**Mike Wallace** – CFO



## Deseret Health Group, LLC

Bountiful, UT | [www.deserethealth.com](http://www.deserethealth.com)

- Segment – Long Term Care
- Revenue – \$75M
- For Profit

**Garett Robertson** – CEO

**Jon Robertson** – Founder

## Elder Care Alliance

Alameda, CA | [www.eldercarealliance.org](http://www.eldercarealliance.org)

- Segment – Assisted/Independent Living
- Revenue – \$58M
- Not For Profit

**Jesse Jantzen** – President & CEO

## Encompass Home Health

Dallas, TX | [www.ehhi.com](http://www.ehhi.com)

- Segment – Home Care
- Revenue – \$250M
- For Profit

**Luke James** – VP-Business Development

## Episcopal SeniorLife Communities

Rochester, NY | [www.episcopalseniorlife.org](http://www.episcopalseniorlife.org)

- Segment – CCRC
- Revenue – \$25M
- Not For Profit

**Loren Ranaletta** – CEO/President

**Lisa Marcello** – VP/CFO

## Excellent In-Home Care, Inc.

Encino, CA | [www.excellenthomecare.com](http://www.excellenthomecare.com)

- Segment – Home Care

**Khosrow Assadi** – Owner, Administrator

## Foresight Management Services

San Ramon, CA | [www.meridianforesight.com](http://www.meridianforesight.com)

- Segment – Long Term Care

**James Preimesberger** – Chairman and President

## Friendship Senior Options

Schaumburg, IL | [www.friendshipseniroptions.org](http://www.friendshipseniroptions.org)

- Segment – CCRC
- Not For Profit

**Stephen Yenchek** – President and CEO

## Gastroenterology Associates of N. Mississippi, PA & Endoscopy Center of N. Mississippi

Oxford, MS | [www.ganm.net](http://www.ganm.net)

- Segment – Physician Group

**Roger Franck** – Practice Administrator

## Geisinger Heart Institute

Wilkes-Barre, PA | [www.geisinger.org](http://www.geisinger.org)

- Segment – Hospital
- Not For Profit

**Alfred Casale, MD** – Director

## Gentiva Health Services

Atlanta, GA | [www.gentiva.com](http://www.gentiva.com)

- Segment – Home Care
- Revenue – \$1.7B
- For Profit

**Tony Strange** – CEO & President

**Rod Windley** – Executive Chairman

**Eric Slusser** – CFO

## Goodwin House Incorporated

Alexandria, VA | [www.goodwinhouse.org](http://www.goodwinhouse.org)

- Segment – CCRC
- Not For Profit

**Kathy Anderson** – President & CEO

## Grace Healthcare, LLC

Chattanooga, TN | [www.gracehc.com](http://www.gracehc.com)

- Segment – Long Term Care
- Revenue – \$325M
- For Profit

**Mike Roberts** – Chief Operating Officer

## Great Lakes Caring Home Health and Hospice

Jackson, MI | [www.greatlakescaring.com](http://www.greatlakescaring.com)

- Segment – Home Health/Hospice
- Revenue – \$145M
- For Profit

**William Deary** – CEO

## Griswold Home Care

Wilmington, DE | [www.GriswoldHomeCare.com](http://www.GriswoldHomeCare.com)

- Segment – Home Care
- For Profit

**Graham Wehmiller** – Chairman

## Harmony Living Centers, LLC

Menomonee Falls, WI | [www.harmonyresidence.net](http://www.harmonyresidence.net)

- Segment – Assisted Living
- For Profit

**Guy Smith** – President and CEO

## Health Concepts Ltd.

Providence, RI | [www.healthconceptsLtd.com](http://www.healthconceptsLtd.com)

- Segment – Long Term Care
- Revenue – \$100M
- For Profit

**David Ryan** – President/ CEO

**Sally Ryan** – Vice President

## Health Partners Home Care, Inc.

Hampton, VA | [www.healthpartnershomecare.com](http://www.healthpartnershomecare.com)

- Segment – Home Care
- For Profit

**Marcella Douglas** – Owner/Administrator

## Health Services Management Group

Cleveland, TN | [www.hsmg.com](http://www.hsmg.com)

- Segment – Long Term Care
- Revenue – \$60M
- For Profit

**Tom Johnson** – President

## Helping Hand Hospice, Inc.

Philadelphia, PA | [www.helpinghandhospice.com](http://www.helpinghandhospice.com)

- Segment – Hospice

**Diana Ustayev-Entin** – Owner/Administrator

## Home Care by Black Stone

Cincinnati, OH | [www.blackstonehc.com](http://www.blackstonehc.com)

- Segment – Home Care
- Revenue – \$36M
- For Profit

**David Tramontana** – CEO

**Matt Cooksey** – CFO

## Home Care Network

Centerville, Ohio | [www.hcnmidwest.net](http://www.hcnmidwest.net)

- Segment – Home Care
- Revenue – \$40M
- For Profit

**Kimberly King** – COO

## Home Health Services of Texas

Carrollton, TX | [www.hhsoftexas.org](http://www.hhsoftexas.org)

- Segment – Home Care
- Not For Profit

**Pat Driscoll** – CEO

## Homemakers Service of The Metropolitan Area

Philadelphia, PA | [www.homemakers-service.org](http://www.homemakers-service.org)

- Segment – Home Care
- Not For Profit

**Joseph Lee** – Executive Director

## HopeHealth

Hyannis, MA | [www.HopeHealthCo.org](http://www.HopeHealthCo.org)

- Segment – Home Care
- Revenue – \$28M

**David Rehm** – CEO

## Hospice by the Sea, Inc.

Boca Raton, FL | [www.hbts.org](http://www.hbts.org)

- Segment – Home Care
- Not For Profit

**Paula Alderson** – President & CEO

## Hospice Compassus

Brentwood, TN | [www.hospicecompassus.com](http://www.hospicecompassus.com)

- Segment – Hospice
- Revenue – \$164M
- For Profit

**Jim Deal** – CEO

## Hospice of Central Ohio

Newark, OH | [www.hospiceofcentralohio.org](http://www.hospiceofcentralohio.org)

- Segment – Hospice
- Revenue – \$16M
- Not For Profit

**Kerry Hamilton** – President & CEO

**Doug Flora** – VP of Strategic Development

## Hospice of Washington County

Hagerstown, MD | [www.hospiceofwc.org](http://www.hospiceofwc.org)

- Segment – Hospice

**Eric Klimes** – CEO

## Independent Living Systems

Miami, FL | [www.ilshealthservices.com](http://www.ilshealthservices.com)

- Segment – Long Term Care
- For Profit

**Nestor Plana** – President & CEO

## Intermountain Heart Center

Murray, UT | [www.IMHeart.com](http://www.IMHeart.com)

- Segment – Specialty Hospital

**Stephen Miller** – President

## JASA

New York, NY | [www.jasa.org](http://www.jasa.org)

- Segment – Home Care
- Revenue – \$100M
- Not For Profit

**Kathryn Haslanger** – Chief Executive Officer

## John Knox Village

Pompano Beach, FL | [www.johnknoxvillage.com](http://www.johnknoxvillage.com)

- Segment – CCRC
- Revenue – \$42.39M
- Not For Profit

**Robert Scharmman** – President & CEO

**William Knibloe** – Chairman of the Board

## John T. Mather Memorial Hospital

Port Jefferson, NY | [www.matherhospital.org](http://www.matherhospital.org)

- Segment – Hospital/Health System
- Not For Profit

**Joan Faro** – Chief Medical Officer

## Johns Hopkins Medicine International

Lutherville, MD | [www.hopkinsmedicine.org/international/](http://www.hopkinsmedicine.org/international/)

- Segment – Health/Hospital System
- Revenue – \$6.7B
- Not For Profit

**Ryan Brown** – Senior Director Business Development

## Karmanos Cancer Institute

Detroit, MI | [www.karmanos.org](http://www.karmanos.org)

- Segment – Hospital/Health System
- Revenue – \$200 to \$499 million
- Not For Profit

**Mike Grisdela** – EVP & CFO

## KidsPeace Children's Hospital

Orefield, PA | [www.kidspeace.org](http://www.kidspeace.org)

- Segment – Hospital/Health System
- Not For Profit

**William Isemann** – President & CEO

# ATTENDING HEALTHCARE SERVICES PROVIDERS

## Kindred Healthcare

Louisville, KY | [www.kindredhealthcare.com](http://www.kindredhealthcare.com)

- Segment – IHN/IDN
- Revenue – \$4.3B
- For Profit

**Raymond Sierpina** – Vice President

## Legacy Health Services

Parma, OH | [www.lhshealth.com](http://www.lhshealth.com)

- Segment – Long Term Care
- For Profit

**Bruce Daskal** – CEO

## LHC Group

Lafayette, LA | [www.lhcgroup.com](http://www.lhcgroup.com)

- Segment – Home Care
- Revenue – \$750M
- For Profit

**Keith Myers** – Chairman / CEO

## Lighthouse Hospice

Cherry Hill, NJ | [www.lighthousehospice.net](http://www.lighthousehospice.net)

- Segment – Hospice

**Thomas Johnson-Medland** – CEO

## Livengrin Foundation

Bensalem, PA | [www.livengrin.org](http://www.livengrin.org)

- Segment – Behavioral Health
- Revenue – \$16M
- Not For Profit

**Charles Morin** – Vice President- CFO

## Lutheran Home Care & Hospice, Inc.

Chambersburg, PA | [www.lutheranhomecare.org](http://www.lutheranhomecare.org)

- Segment – Home Care
- Revenue – \$35M
- Not For Profit

**Terry Shade** – CEO

## The Martin Pollak Project, Inc.

Baltimore, MD | [www.mppi.org](http://www.mppi.org)

- Segment – Home Care
- Not For Profit

**Janet Olajide** – CFO

## Martin's Point Health Care

Portland, ME | [www.martinspoint.org](http://www.martinspoint.org)

- Segment – Hospital/Health System
- Revenue – \$500M
- Not For Profit

**Dale Bradford** – Chief Business Performance & Financial Officer

## Masonic Health System of Massachusetts

Charlton, MA | [www.masonichealthsystem.org](http://www.masonichealthsystem.org)

- Segment – Long Term Care
- Revenue – \$61M
- Not For Profit

**David Turner** – President & CEO

## Mid Delta Home Health & Hospice

Belzoni, MS | [www.middelta.com](http://www.middelta.com)

- Segment – Home Health/Hospice
- Revenue – \$19M
- For Profit

**Clara Reed** – CEO & Owner

## Molina Healthcare, Inc.

Long Beach, CA | [www.molinahealthcare.com](http://www.molinahealthcare.com)

- Segment – Payer
- For Profit

**Gary Call, MD** – Corporate Vice President, Clinical Programs

## Montefiore

Beachwood, OH | [www.montefiorecare.org](http://www.montefiorecare.org)

- Segment – Long Term Care
- Revenue – \$28M
- Not For Profit

**Lauren Rock** – President & CEO

**Kate Rose** – Senior Director, Public Policy and Gov't Relations

## Moravian Village of Bethlehem

Bethlehem, PA | [www.moravianvillage.com](http://www.moravianvillage.com)

- Segment – CCRC
- Not For Profit

**Tracy Patton** – Executive VP

## MTN Global Healthcare

Atlanta, GA | [www.mtnhealthcare.com](http://www.mtnhealthcare.com)

- Segment – Physician Medical Group
- For Profit

**Cesar Mazzotta** – Director

## North Shore - LIJ Home Care Network

Westbury, NY | [www.northshorelij.com](http://www.northshorelij.com)

- Segment – Home Care
- Revenue – \$90M
- Not For Profit

**Irina Mitzner** – Vice President, Group Health Clinical Operations

## The Ohio State University Hospital

Columbus, OH | [www.medicalcenter.osu.edu](http://www.medicalcenter.osu.edu)

- Segment – Hospital/Health System
- Not For Profit

**Larry Anstine** – Chief Executive Officer

## Palm Health Partners

Palm Beach Gardens, FL | [www.palmhealthpartners.com](http://www.palmhealthpartners.com)

- Segment – Long Term Care
- For Profit

**Paul Walczak** – CEO

## Panorama Orthopedics & Spine Center

Golden, CO | [www.panoramaortho.com](http://www.panoramaortho.com)

- Segment – Medical Group

**Eric Worthan** – Chief Executive Officer

# ATTENDING HEALTHCARE SERVICES PROVIDERS

## Partners HealthCare System

Boston, MA | [www.partners.org](http://www.partners.org)

- Segment – IHN/IDN
- Not For Profit

**Beth Gies** – Director, New Affiliations

## Penn Company

Arlington, VA

- Segment – ASC/Imaging
- Revenue – \$10M
- For Profit

**Roger Willis** – Principal

## Premier Home Health Care Services, Inc.

White Plains, NY | [www.premierhomehealthcare.com](http://www.premierhomehealthcare.com)

- Segment – Home Care
- Revenue – \$250M
- For Profit

**Arthur Schwabe** – CEO/President

## Regional Hospice and Home Care of Western CT, Inc.

Danbury, CT | [www.regionalhospicect.org](http://www.regionalhospicect.org)

- Segment – Hospice
- Not For Profit

**Cynthia Roy** – President & CEO

## Regional Women's Health Management

Voorhees, NJ | [www.rwhm.org](http://www.rwhm.org)

- Segment – Medical Group

**Frank Caso** – President & CEO

## Residential Home Health

Madison Heights, MI | [www.residentialhomehealth.com](http://www.residentialhomehealth.com)

- Segment – Home Care
- Revenue – \$60M
- For Profit

**Michael Lewis** – Chairman & CEO

**David Curtis** – President

**Justin DeWitte** – President, Residential Hospice

## Retirement Companies of America

Memphis, TN | [www.kirbypines.com](http://www.kirbypines.com)

- Segment – Assisted/Independent Living
- Not For Profit

**Charles Trammell** – President & CEO

## Saint Francis Hospital and Medical Center

Hartford, CT | [www.stfranciscare.org](http://www.stfranciscare.org)

- Segment – Hospital/Health System
- Revenue – \$800M
- Not For Profit

**John Giamalis** – EVP - Chief Administrative Officer

## Senior Home Care

Clearwater, FL | [www.seniorhomecare.net](http://www.seniorhomecare.net)

- Segment – Home Care
- Revenue – \$153M
- For Profit

**Robert Fusco** – CEO

**Mitch Morel** – CFO

## Sentara Lifecare Corporation

Norfolk, VA | [www.sentara.com](http://www.sentara.com)

- Segment – Long Term Care
- Revenue – \$71.7M

**Bruce Robertson** – President

## Shea Family

El Cajon, CA | [www.sheafamily.net](http://www.sheafamily.net)

- Segment – Long Term Care
- Revenue – \$70M
- For Profit

**Ken Lund** – President & CEO

**Robin Jensen** – Chief Financial Officer

**Jennifer Clement** – VP of Marketing & PR

## Signature Hospice, Home Health and Home Care

Wilsonville, OR | [www.4signatureservice.com](http://www.4signatureservice.com)

- Segment – Home Care
- Revenue – \$35M
- For Profit

**Bob Thomas** – President

## Silverado Senior Living

Irvine, CA | [www.silveradosenior.com](http://www.silveradosenior.com)

- Segment – Assisted/Independent Living
- Revenue – \$230M
- For Profit

**Thomas Croal** – SVP & CFO

**Randy Platt** – SVP Operations, Hospice & At Home

**Michelle Pickering** – VP of Operations for Hospice

## SMC Palliative Care Services

Humble, TX | [www.palliativemedicine.us](http://www.palliativemedicine.us)

- For Profit

**Sandra Gomez** – Director

## SNF Management Company

West Hollywood, CA | [www.snfmgmt.com](http://www.snfmgmt.com)

- Segment – Long Term Care
- Revenue – \$450M
- For Profit

**Donny Feldman** – Senior Managing Director

**Aryeh Goldberg** – Director of Corporate Strategy

## St. Martin's in the Pines

Birmingham, AL | [www.stmartinsinthepines.org](http://www.stmartinsinthepines.org)

- Segment – CCRC
- Revenue – \$20M
- Not For Profit

**Terry Rogers** – CEO

**Mike Faulkner** – Chief Financial Officer

## Stein Hospice Services

Sandusky, OH | [www.steinhospice.org](http://www.steinhospice.org)

- Segment – Hospice
- Revenue – \$30M
- Not For Profit

**Jan Bucholz** – CEO

**Andy Mihalyo** – CFO

**Tamara Zuilhof** – COO

# ATTENDING HEALTHCARE SERVICES PROVIDERS

## Sun Health Services

Surprise, AZ | [www.sunhealth.org](http://www.sunhealth.org)

- Segment – Assisted/Independent Living
- Revenue – \$60M
- Not For Profit

**Ron Guziak** – President/CEO

## Surgery Partners

Tampa, FL | [www.surgerypartners.com](http://www.surgerypartners.com)

- Segment – Imaging
- For Profit

**Michael Doyle** – CEO

**Christine Heald** – SVP of Business Development

## Sutter Care at Home

Emeryville, CA | [www.suttercareathome.org](http://www.suttercareathome.org)

- Segment – Home Care
- Revenue – \$88.4M
- Not For Profit

**John Cullen** – Chief Strategy Officer

## Tacoma Lutheran Home

Tacoma, WA | [www.tacomalutheran.org](http://www.tacomalutheran.org)

- Segment – Assisted/Independent Living
- Revenue – \$20M
- Not For Profit

**Paul Opgrande** – President & CEO

## Thrive Senior Living

Atlanta, GA | [www.thrivesl.com](http://www.thrivesl.com)

- Segment – Assisted/Independent Living
- For Profit

**Jeremy Ragsdale** – Founder & Principal

## Triangle Orthopaedic Associates

Durham, NC | [www.triangleortho.com](http://www.triangleortho.com)

- Segment – IHN/IDN

**Thomas Dimmig** – President

## Trinity Health

Livonia, MI | [www.trinity-health.org](http://www.trinity-health.org)

- Segment – Health/Hospital System
- Not For Profit

**Larry Warren** – Interim COO

## University MRI & Diagnostic Imaging Center

Boca Raton, FL

- Segment – Imaging Center

**Fred Steinberg** – President

## Vincentian Collaborative System

Pittsburgh, PA | [www.vcs.org](http://www.vcs.org)

- Segment – CCRC
- Not For Profit

**Ray Washburn** – President & CEO

## VIVAGE Quality Health Partners

Lakewood, CO | [www.qmlmlc.com](http://www.qmlmlc.com)

- Segment – Long Term Care
- Revenue – \$180M
- For Profit

**Jay Moskowitz** – President & CEO

**Nancy Schwalm** – Chief Business Development Officer

## VNA Health Group

Red Bank, NJ | [www.vnahg.org](http://www.vnahg.org)

- Segment – Home Care
- Revenue – \$105M
- Not For Profit

**Peter Gaylord** – Chief Financial Officer

## VNA of Albany & Affiliates

Albany, NY | [www.vnaalbany.org](http://www.vnaalbany.org)

- Segment – Home Care
- Not For Profit

**Susan Larman** – CEO

## The Washington Home & Community Hospices

Washington, DC | [www.TheWashingtonHome.org](http://www.TheWashingtonHome.org)

- Segment – Hospice
- Revenue – \$35M

**Tim Cox** – CEO

## Welcov Healthcare

Edina, MN | [www.welcov.com](http://www.welcov.com)

- Segment – Skilled Nursing Facilities
- Revenue – \$100M

**Thomas Boerboom** – President - Chief Operating Officer

## WILLCARE

Buffalo, NY | [www.willcare.com](http://www.willcare.com)

- Segment – Home Care
- Revenue – \$85M
- For Profit

**Todd Brason** – Chairman

**David Brason** – CFO

## Wilmac Corporation

York, PA | [www.wilmacliving.com](http://www.wilmacliving.com)

- Segment – Long Term Care
- Revenue – \$80M
- For Profit

**Karen McCormack** – President/CEO

**Michael Cuba** – VP - Finance

## Winchester Medical Center

Winchester, VA | [www.valleyhealthlink.com/hsp\\_wmc.htm](http://www.valleyhealthlink.com/hsp_wmc.htm)

- Segment – Hospital/Health System
- Not For Profit

**Bob Amos** – Vice President, Chief Financial Officer

## X-Ray Associates of New Mexico

Albuquerque, NM | [www.xranm.com](http://www.xranm.com)

- Segment – ASC/Imaging
- Revenue – \$40M
- For Profit

**Sagit Frasier** – VP & COO

# ATTENDING SPEAKERS & ASSOCIATIONS

## **Aetna Inc.**

Hartford, CT | [www.aetna.com](http://www.aetna.com)

**Michael Redmond** – CFO of Accountable Care Solutions

## **CMS Center for Innovation**

Baltimore, MD | [www.cms.gov](http://www.cms.gov)

**Tony Rodgers** – Former Deputy Administrator

## **DaVita Healthcare Partners, Inc.**

El Segundo, CA | [www.davitahealthcarepartners.com](http://www.davitahealthcarepartners.com)

**Allen Nissenson, MD, FACP** – Chief Medical Officer

## **Dean Health System, Inc.**

Verona, WI | [www.deancare.com](http://www.deancare.com)

**Michael Heifetz** – Former VP of Government Affairs

## **Farragut Square Group, LLC**

Washington, DC | [www.marwoodgroup.com](http://www.marwoodgroup.com)

**Brian Fortune** – President

**Darrell McKingey** – Vice President

## **Group Practice Forum**

Princeton, NJ | [www.GroupPracticeForum.com](http://www.GroupPracticeForum.com)

**Leonard Fromer, MD** – Executive Medical Director

## **Health Dimensions Group**

Minneapolis, MN | [www.healthdimensionsgroup.com](http://www.healthdimensionsgroup.com)

**Andy Edeburn** – Vice President of Continuum Strategies

## **Health Management Associates**

New York, NY | [www.healthmanagement.com](http://www.healthmanagement.com)

**Gregory Nersessian** – Principal

## **Marwood Group & Co.**

New York, NY | [www.marwoodgroup.com](http://www.marwoodgroup.com)

**John Kelliher** – Managing Director

## **National Association for Home Care & Hospice**

Washington, DC | [www.nahc.org](http://www.nahc.org)

**Val Halamandaris** – President

## **naviHealth**

Brentwood, TN | [www.navihealth.us](http://www.navihealth.us)

**Rick Glanz** – EVP

## **Ochsner Health System**

New Orleans, LA | [www.ochsner.org](http://www.ochsner.org)

**Janet Niles** – Vice-President, Accountable Care

## **Office of Management and Budget**

Washington, DC | [www.whitehouse.gov/omb](http://www.whitehouse.gov/omb)

**Jim Nussle** – Director

## **Oncology Nursing Society**

Pittsburgh, PA | [www.ons.org](http://www.ons.org)

**Michele Dietz** – Executive Director, External Relations and Business Development

## **PointRight Inc.**

Lexington, MA | [www.pointright.com](http://www.pointright.com)

**Steven Littlehale** – EVP & Chief Clinical Officer

## **Remedy Partners**

Darien, CT | [www.remedypartners.com/](http://www.remedypartners.com/)

**David Terry** – COO

## **Scripps Health**

La Jolla, CA | [www.scripps.org](http://www.scripps.org)

**Eric Topol, MD** – Cardiologist, Geneticist, Author

## **Senior Whole Health**

Cambridge, MA | [www.seniorwholehealth.com](http://www.seniorwholehealth.com)

**Wayne Lowell** – Chairman and CEO

## **University of Alabama**

### **Manderson Graduate School of Business**

Marietta, GA | [www.orionhealthcorp.com](http://www.orionhealthcorp.com)

**Terry Bauer** – Entrepreneur in Residence

## **Visiting Nurse Service of New York**

New York, NY | [www.vnsny.org](http://www.vnsny.org)

**Carol Raphael** – Senior Advisor, Manatt Health Solutions and Former CEO, Visiting Nurse Service of New York

## **Walgreen Co.**

Deerfield, IL | [www.walgreenshealth.com](http://www.walgreenshealth.com)

**Bonita Sen** – Director, Pharmacy Health & Wellness Business Strategy

## **Zimmet Healthcare Services Group**

Morganville, NJ | [www.zhealthcare.com](http://www.zhealthcare.com)

**Marc Zimmet** – Director of Reimbursement Services

# ATTENDING PRIVATE EQUITY COMPANIES

## Barclays Private Credit Partners

New York, NY | [www.barcap.com](http://www.barcap.com)

Jay Ramakrishnan – Director

## Bayside Capital

Miami, FL | [www.bayside.com](http://www.bayside.com)

Abbas Hasan – Vice President

## Blue Sea Capital

Palm Beach, FL | [www.blueseacapital.com](http://www.blueseacapital.com)

Matthew Turk – Principal

James Davis – Partner

Nathan Dapeer – Senior Associate

## Capital Funding, LLC

Baltimore, MD | [www.capfundinc.com](http://www.capfundinc.com)

Alon Moritz – CEO

## CCMP Capital Advisors, LLC

New York, NY | [www.ccmcapital.com](http://www.ccmcapital.com)

Kevin O'Brien – Managing Director

## Comvest Partners

West Palm Beach, FL | [www.comvest.com](http://www.comvest.com)

Marshall Griffin – Vice President

## Creative Health Capital, LLC

Chicago, IL | [www.chcapital.com](http://www.chcapital.com)

Dan Brown – Managing Director

## Cressey & Co

Chicago, IL | [www.cresseyco.com](http://www.cresseyco.com)

David Rogero – Principal

David Schuppan – Partner

## Dresner Partners

New York, NY | [www.dresnerpartners.com](http://www.dresnerpartners.com)

Mitchell Stern – Managing Director

## The Edgewater Funds

Chicago, IL

Kent Berkley – Associate

## Enhanced Equity Funds

New York, NY | [www.enhancedequity.com](http://www.enhancedequity.com)

David Pegg – Principal

## Flexpoint Ford, LLC

Chicago, IL | [www.flexpointford.com](http://www.flexpointford.com)

Harris Hyman, IV – Principal

Michael Fazekas – Vice President

## Formation Capital, LLC

Alpharetta, GA | [www.formationcapital.com](http://www.formationcapital.com)

Brian Beckwith – CEO

## Founders Equity

New York, NY | [www.foundersequity.com](http://www.foundersequity.com)

Ryan Kelly – Partner

## Frontenac Company, LLC

Chicago, IL | [www.frontenac.com](http://www.frontenac.com)

Jeremy Silverman – Managing Director

## Fulcrum Equity Partners

Atlanta, GA | [www.fulcrumep.com](http://www.fulcrumep.com)

Tom Greer – Partner

Jeff Muir – Partner

## General Atlantic LLC

New York, NY

Robbert Vorhoff – Principal, Co-Head of Healthcare

Tim Cook – Vice President

## Geneva Glen Capital

Chicago, IL | [www.genevaglencapital.com](http://www.genevaglencapital.com)

Adam Schecter – Managing Director

## Granite Investment Group

Irvine, CA | [www.graniteinvestment.com](http://www.graniteinvestment.com)

Jason Price – Senior Vice President - Senior Housing

## Great Hill Equity Partners, LLP

Boston, MA | [www.greathillpartners.com](http://www.greathillpartners.com)

Craig Byrnes – Vice President

## GTCR

Chicago, IL | [www.gtcr.com](http://www.gtcr.com)

Josh Earl – Principal, Healthcare

## HCP & Company

Chicago, IL | [www.hcpcompany.com](http://www.hcpcompany.com)

Jason Shafer – Investment Professional

## Linden Capital Partners

Chicago, IL | [www.lindenllc.com](http://www.lindenllc.com)

Mike Watts – Principal

Tony Davis – Managing Partner

## Morgan Noble Healthcare Partners LLC

Chevy Chase, MD | [www.morgannoble.com](http://www.morgannoble.com)

Navid Farzad – Partner

## Morgan Stanley

New York, NY | [www.morganstanley.com](http://www.morganstanley.com)

Michael Scarangella – Managing Director

## Nautic Partners, LLC

Providence, RI | [www.nautic.com](http://www.nautic.com)

Scott Hilinski – Managing Director

## Newbury Capital Management

New York, NY | [www.newburyllc.com](http://www.newburyllc.com)

**Charles Savage** – Managing Partner

## Oak Hill Capital Management

Stamford, CT | [www.oakhillcapital.com](http://www.oakhillcapital.com)

**Charles Patton** – Partner

**Mark Pacala** – Sr. Advisor

## Pamlico Capital

Charlotte, NC

**Scott Glass** – Vice President

## Petra Capital Partners

Nashville, TN | [www.petracapital.com](http://www.petracapital.com)

**Michael Blackburn** – Managing Partner

## Pharos Capital Group

Brentwood, TN | [www.pharosfunds.com](http://www.pharosfunds.com)

**Michael Devlin** – Co-Founder & Managing Partner

## Pouschine Cook Capital Management LLC

New York, NY | [www.pouschinecook.com](http://www.pouschinecook.com)

**John Pouschine** – Managing Director

## River Cities Capital Funds

Cincinnati, OH | [www.rccf.com](http://www.rccf.com)

**Davis Griffin** – Managing Director

## Sterling Partners

Northbrook, IL | [www.sterlingpartners.com](http://www.sterlingpartners.com)

**Dan Hosler** – Principal

## Sverica International

Boston, MA | [www.sverica.com](http://www.sverica.com)

**Gregg Osenkowski** – Vice President

## Svoboda Capital Partners

Chicago, IL | [www.svoco.com](http://www.svoco.com)

**Jeff Piper** – Principal

## Bass, Berry & Sims PLC

Nashville, TN | [www.bassberry.com](http://www.bassberry.com)

(615) 742-6200

**Angela Humphreys** – Member

[ahumphreys@bassberry.com](mailto:ahumphreys@bassberry.com)

**Ryan Thomas** – Member

[rthomas@bassberry.com](mailto:rthomas@bassberry.com)

**Jim Jenkins** – Member

[jjenkins@bassberry.com](mailto:jjenkins@bassberry.com)

**Leigh Walton** – Member

[lwalton@bassberry.com](mailto:lwalton@bassberry.com)

**Cara Jackson** – Managing Director, Corporate & Securities

[cjackson@bassberry.com](mailto:cjackson@bassberry.com)

## Benesch Attorneys at Law

Cleveland, OH | [www.beneschlaw.com](http://www.beneschlaw.com)

(216) 363-4500

**Jim Hill** – Executive Chairman

[jhill@beneschlaw.com](mailto:jhill@beneschlaw.com)

**Frank Carsonie** – Partner

[fcarsonie@beneschlaw.com](mailto:fcarsonie@beneschlaw.com)

**Ari Markenson** – Partner

[amarkenson@beneschlaw.com](mailto:amarkenson@beneschlaw.com)

**Alan Schabes** – Partner

[aschabes@beneschlaw.com](mailto:aschabes@beneschlaw.com)

## CapitalSource

Chevy Chase, MD | [www.capitalsource.com](http://www.capitalsource.com)

(941) 321-6782

**Don Kelly** – Director, Healthcare Real Estate

[dkelly@capitalsource.com](mailto:dkelly@capitalsource.com)

**Michael Broderick** – Director, Leveraged Finance-Healthcare

[MBroderick@capitalsource.com](mailto:MBroderick@capitalsource.com)

## CellTrak Technologies

Schaumburg, IL | [www.celltrak.com](http://www.celltrak.com)

(847) 240-0400

**Michael Wons** – CEO and President

[mwons@celltrak.com](mailto:mwons@celltrak.com)

**Greg Shannon** – CRO and VP of Care Delivery Innovation

[gshannon@celltrak.com](mailto:gshannon@celltrak.com)

**Andrew Kaboff** – Business Development

[akaboff@celltrak.com](mailto:akaboff@celltrak.com)

## CliftonLarsonAllen LLP

Minneapolis, MN | [www.cliftonlarsonallen.com](http://www.cliftonlarsonallen.com)

(612) 376-4500

**Matt Claeys** – Principal

[matthew.claeys@claconnect.com](mailto:matthew.claeys@claconnect.com)

**Rob Schile** – Partner

[rob.schile@claconnect.com](mailto:rob.schile@claconnect.com)

**Sue Ulrey** – Partner

[sue.ulrey@claconnect.com](mailto:sue.ulrey@claconnect.com)

**For More Information,  
See Conference Partner  
Profiles on Pages 20-30**



# ATTENDING CONFERENCE PARTNERS

## Coker Capital

Charlotte, NC | [cokercapital.com](http://cokercapital.com)  
(678) 832-2000

**Dan Davidson** – Managing Director  
[ddavidson@cokercapital.com](mailto:ddavidson@cokercapital.com)

**Bo Hinton** – Managing Director  
[bhinton@cokercapital.com](mailto:bhinton@cokercapital.com)

## The Corridor Group

San Francisco, CA | [www.corridorgroup.com](http://www.corridorgroup.com)  
(415) 452-4383

**Jeannee Parker Martin** – CEO  
[jpmartin@corridorgroup.com](mailto:jpmartin@corridorgroup.com)

**Steve Molinari** – Vice President of Sales and Marketing  
[smolinari@corridorgroup.com](mailto:smolinari@corridorgroup.com)

**Carolyn Simons** – Vice President of Talent Solutions  
[csimons@corridorgroup.com](mailto:csimons@corridorgroup.com)

**Bill Musick** – Senior Associate, Consulting Services Project Manager  
[bmusick@corridorgroup.com](mailto:bmusick@corridorgroup.com)

## Dentons US LLP

Chicago, IL | [www.dentons.com](http://www.dentons.com)  
(312) 876-8000

**Robert Guenther** – Partner  
[robert.guenther@dentons.com](mailto:robert.guenther@dentons.com)

**Margaret Kavalaris** – Partner  
[margaret.kavalaris@dentons.com](mailto:margaret.kavalaris@dentons.com)

**Bruce Fried** – Partner  
[bruce.fried@dentons.com](mailto:bruce.fried@dentons.com)

**Mary Wilson** – Partner  
[mary.wilson@dentons.com](mailto:mary.wilson@dentons.com)

## Duff & Phelps

New York, NY | [www.duffandphelps.com](http://www.duffandphelps.com)  
(212) 871-2000

**James Hesburgh** – Managing Director  
[jim.hesburgh@duffandphelps.com](mailto:jim.hesburgh@duffandphelps.com)

**John Pollock** – Managing Director  
[john.pollock@duffandphelps.com](mailto:john.pollock@duffandphelps.com)

## Edwards Wildman Palmer LLP

New York, NY | [edwardswildman.com](http://edwardswildman.com)  
(212) 308-4411

**Les Levinson** – Partner  
[llevinson@edwardswildman.com](mailto:llevinson@edwardswildman.com)

**David Szabo** – Partner  
[dszabo@edwardswildman.com](mailto:dszabo@edwardswildman.com)

**Edward Amer** – Partner  
[eamer@edwardswildman.com](mailto:eamer@edwardswildman.com)

**James Barrett** – Partner  
[jbarrett@edwardswildman.com](mailto:jbarrett@edwardswildman.com)

**Kelly Trudel** – Business Development Manager  
[ktrudel@edwardswildman.com](mailto:ktrudel@edwardswildman.com)

## Fifth Street Finance

White Plains, NY | [fifthstreetfinance.com](http://fifthstreetfinance.com)  
(914) 286-6800

**Greg Browne** – Managing Director, Healthcare Leveraged Finance Origination  
[gbrowne@fifthstreetfinance.com](mailto:gbrowne@fifthstreetfinance.com)

## GE Capital, Healthcare Financial Services

Bethesda, MD | [www.gehealthcarefinance.com](http://www.gehealthcarefinance.com)  
(301) 961-1640

**Darren Alcus** – President & CEO  
[darren.alcus@ge.com](mailto:darren.alcus@ge.com)

**Al Aria** – Senior Managing Director Corporate Finance  
[alan.aria@ge.com](mailto:alan.aria@ge.com)

**Russ Herakovich** – Managing Director, Corporate Finance  
[russ.herakovich@ge.com](mailto:russ.herakovich@ge.com)

**Anil Joseph** – Managing Director, Investment Research Group  
[anil.joseph@ge.com](mailto:anil.joseph@ge.com)

**Joseph Moss** – Managing Director  
[joseph.moss@ge.com](mailto:joseph.moss@ge.com)

**Sage Nakamura** – Senior Managing Director, GE Capital Markets, Inc.  
[sage.nakamura@ge.com](mailto:sage.nakamura@ge.com)

**Richard Varalla** – Managing Director  
[richard.varalla@ge.com](mailto:richard.varalla@ge.com)

**David Varhol** – Managing Director  
[david.varhol@ge.com](mailto:david.varhol@ge.com)

## Gemino Healthcare Finance

Marietta, GA | [www.gemino.com](http://www.gemino.com)  
(610) 870-5400

**Tom Schneider** – CEO & President  
[tom.schneider@gemino.com](mailto:tom.schneider@gemino.com)

**Mark O'Brien** – EVP of Business Development & Underwriting  
[mark.obrien@gemino.com](mailto:mark.obrien@gemino.com)

**Rob Misener** – Director  
[rob.misener@gemino.com](mailto:rob.misener@gemino.com)

## Harris Williams & Co.

Richmond, VA | [www.harriswilliams.com](http://www.harriswilliams.com)  
(804) 648-0072

**James Clark** – Managing Director  
[jclark@harriswilliams.com](mailto:jclark@harriswilliams.com)

**Geoff Smith** – Director  
[gsmith@harriswilliams.com](mailto:gsmith@harriswilliams.com)

## Health Care REIT

Newport Beach, CA | [www.hcreit.com](http://www.hcreit.com)  
(419) 247-2800

**Mercedes Kerr** – Sr. Vice President Marketing  
[mkerr@hcreit.com](mailto:mkerr@hcreit.com)

**Brandon Lesniak** – Vice President Relationship Manager  
[blesniak@hcreit.com](mailto:blesniak@hcreit.com)

# ATTENDING CONFERENCE PARTNERS

## Health Market Science

King of Prussia, PA | [www.healthmarketscience.com](http://www.healthmarketscience.com)  
(610) 457-0436

**Chris Golden** – Account Executive, Healthcare Markets  
[cgolden@healthmarketscience.com](mailto:cgolden@healthmarketscience.com)

## Healthcare Finance Group, LLC

New York, NY | [www.hfgusa.com](http://www.hfgusa.com)  
(212) 785-8500

**Christopher Smith** – SVP, Business Development TX & Southeast Region  
[csmith@hfgusa.com](mailto:csmith@hfgusa.com)

**Jim Gelwicks** – Managing Director - Head of Capital Markets & Business Dev.  
[jgelwicks@hfgusa.com](mailto:jgelwicks@hfgusa.com)

**Claudia Gourdon** – SVP & National Marketing Manager  
[cgourdon@hfgusa.com](mailto:cgourdon@hfgusa.com)

**Steven Goldsmith** – SVP, Business Development MidAtlantic & Midwest Region  
[sgoldsmith@hfgusa.com](mailto:sgoldsmith@hfgusa.com)

**Tommy Ryan** – SVP, Business Development Northwest & Mountain States  
[tryan@hfgusa.com](mailto:tryan@hfgusa.com)

## HealthWyse

Wilmington, MA | [www.healthwyse.com](http://www.healthwyse.com)  
(877) 777-9973

**Rob Pahlavan** – Chief Executive Officer  
[rpahlavan@healthwyse.com](mailto:rpahlavan@healthwyse.com)

## Irving Levin Associates, Inc.

Norwalk, CT | [www.levinassociates.com](http://www.levinassociates.com)  
(203) 846-6800

**Stephen Monroe** – Partner and Managing Editor  
[monroe@levinassociates.com](mailto:monroe@levinassociates.com)

## The Joint Commission

Oakbrook Terrace, IL | [www.jointcommission.org](http://www.jointcommission.org)  
(630) 792-5000

**Margherita Labson** – Executive Director, Home Care Accreditation  
[mlabson@jointcommission.org](mailto:mlabson@jointcommission.org)

**Gina Zimmermann** – Executive Director, Long Term Care Accreditation  
[gzimmermann@jacho.org](mailto:gzimmermann@jacho.org)

## KeyBanc Capital Markets

Cleveland, OH | [www.key.com](http://www.key.com)  
(216) 689-4010

**Michael Jackson** – Managing Director, Segment Leader  
Diversified Industries Group  
[mjackson@key.com](mailto:mjackson@key.com)

**Slava Girzhel** – Director - Health Care  
[sgirzhel@key.com](mailto:sgirzhel@key.com)

**Sanya Valeva** – SVP, Portfolio Management  
[sanya.valeva@key.com](mailto:sanya.valeva@key.com)

## Kurt Salmon

San Francisco, CA | [www.kurtsalmon.com](http://www.kurtsalmon.com)  
(415) 296-9200

**Jeff Hoffman** – Senior Partner  
[jeff.hoffman@kurtsalmon.com](mailto:jeff.hoffman@kurtsalmon.com)

## MEI Healthcare Capital

Coral Springs, FL | [www.mei.com](http://www.mei.com)  
(201) 444-4989

**Mike Gervais** – CEO  
[mgervais@mei.com](mailto:mgervais@mei.com)

**Jonathan Burklund** – President  
[jburklund@mei.com](mailto:jburklund@mei.com)

## Moss Adams LLP

Irvine, CA | [www.mossadams.com](http://www.mossadams.com)  
(949) 221-4000

**Steven Schultz** – Business Development Executive  
[steven.schultz@mossadams.com](mailto:steven.schultz@mossadams.com)

**DeVon Wiens** – Partner  
[devon.wiens@mossadams.com](mailto:devon.wiens@mossadams.com)

## NXT Capital

Atlanta, GA | [www.nxtcapital.com](http://www.nxtcapital.com)  
(312) 450-8000

**John Finnerty** – Senior Managing Director  
[john.finnerty@nxtcapital.com](mailto:john.finnerty@nxtcapital.com)

**Milan Patel** – Director, Healthcare  
[milan.patel@nxtcapital.com](mailto:milan.patel@nxtcapital.com)

**Stuart Smartt** – Managing Director, Healthcare  
[stuart.smartt@nxtcapital.com](mailto:stuart.smartt@nxtcapital.com)

## Oppenheimer & Co.

New York, NY | [www.opco.com](http://www.opco.com)  
(212) 667-8200

**Marc Cabrera** – Managing Director, Healthcare Investment Banking  
[marc.cabrera@opco.com](mailto:marc.cabrera@opco.com)

**Michael Wiederhorn** – Managing Director, Healthcare Equity Research  
[michael.wiederhorn@opco.com](mailto:michael.wiederhorn@opco.com)

## Oxford Finance LLC

Alexandria, VA | [www.oxfordfinance.com](http://www.oxfordfinance.com)  
(703) 519-4900

**Brett Crabtree** – Senior Director  
[bcrabtree@oxfordfinance.com](mailto:bcrabtree@oxfordfinance.com)

**Joseph Somerset** – Senior Director, Credit & Portfolio Management  
[jsomerset@oxfordfinance.com](mailto:jsomerset@oxfordfinance.com)

**Katherine Mainello** – Director  
[kmainello@oxfordfinance.com](mailto:kmainello@oxfordfinance.com)

## Ponder & Co.

Brentwood, TN | [www.ponderco.com](http://www.ponderco.com)  
(615) 613-0215

**Ken Downey** – Managing Director  
[kdowney@ponderco.com](mailto:kdowney@ponderco.com)

**Eb LeMaster** – Managing Director  
[elemaster@ponderco.com](mailto:elemaster@ponderco.com)

# ATTENDING CONFERENCE PARTNERS

## PricewaterhouseCoopers

Chicago, IL | [www.pwc.com/healthcare](http://www.pwc.com/healthcare)  
(312) 298-2018

**Daniel Farrell** – Partner, Healthcare Deals  
[daniel.a.farrell@us.pwc.com](mailto:daniel.a.farrell@us.pwc.com)

**Mark Smith** – Director  
[mark.e.smith@us.pwc.com](mailto:mark.e.smith@us.pwc.com)

## Quadriga Partners

Atlanta, GA | [www.quadrigapartners.com](http://www.quadrigapartners.com)  
(404) 419-3061

**David Heilman** – Partner  
[dheilman@quadrigapartners.com](mailto:dheilman@quadrigapartners.com)

**Jason Ficken** – Partner  
[jficken@quadrigapartners.com](mailto:jficken@quadrigapartners.com)

**Aaron Osmundson** – Vice President  
[aosmundson@quadrigapartners.com](mailto:aosmundson@quadrigapartners.com)

**Greg Throckmorton** – Associate  
[gthrockmorton@quadrigapartners.com](mailto:gthrockmorton@quadrigapartners.com)

## Raymond James & Associates

Nashville, TN | [www.rjhealthcarebanking.com](http://www.rjhealthcarebanking.com)  
(615) 321-8080

**Burk Lindsey** – Managing Director  
[burk.lindsey@raymondjames.com](mailto:burk.lindsey@raymondjames.com)

**Riley Sweat** – Managing Director  
[riley.sweat@raymondjames.com](mailto:riley.sweat@raymondjames.com)

**Michael Ory** – Managing Director  
[michael.ory@raymondjames.com](mailto:michael.ory@raymondjames.com)

## Silicon Valley Bank

Sherman Oaks, CA | [www.svb.com](http://www.svb.com)  
(818) 382-2600

**Peter Freyer** – Director, Healthcare Services  
[pfreyer@svb.com](mailto:pfreyer@svb.com)

**Tom Gillis** – Director, Healthcare Services  
[tgillis@svb.com](mailto:tgillis@svb.com)

**Jesse Meyer** – Relationship Manager  
[jmeyer@svb.com](mailto:jmeyer@svb.com)

## Simione Healthcare Consultants

Hamden, CT | [www.simione.com](http://www.simione.com)  
(800) 949-0388

**David Berman** – Principal  
[dberman@simione.com](mailto:dberman@simione.com)

**Betty Gordon** – Principal  
[bettygordon@simione.com](mailto:bettygordon@simione.com)

**Laura Gramenelles** – Director  
[lgramenelles@simione.com](mailto:lgramenelles@simione.com)

## Stanley Healthcare

Lincoln, NE | [www.stanleyhealthcare.com](http://www.stanleyhealthcare.com)  
(800) 824-2996

**Brian Stege** – Director - Strategic Accounts  
[brian.stege@sbdinc.com](mailto:brian.stege@sbdinc.com)

**Brian Enright** – Strategic Account Manager  
[brian.enright@sbdinc.com](mailto:brian.enright@sbdinc.com)

## Transpirus

Huntersville, NC | [www.transpirus.com](http://www.transpirus.com)  
(704) 875-7760

**Ginger Voss** – Chief Operating Officer  
[ginger.voss@transpirus.com](mailto:ginger.voss@transpirus.com)

**Mary Morrissey-Gabriel** – Chief Sales Officer  
[mary.morrisseygabriel@transpirus.com](mailto:mary.morrisseygabriel@transpirus.com)

**Anne Rivenbark** – VP - Finance  
[anne.rivenbark@transpirus.com](mailto:anne.rivenbark@transpirus.com)

## Wells Fargo Capital Finance

Santa Monica, CA | [www.wellsfargo.com](http://www.wellsfargo.com)  
(310) 453-7300

**Tracy Maziek** – Senior Managing Director  
[tracy.maziek@wellsfargo.com](mailto:tracy.maziek@wellsfargo.com)

**Michael Janda** – Managing Director  
[michael.l.janda@wellsfargo.com](mailto:michael.l.janda@wellsfargo.com)

**Rossi Felix** – Managing Director  
[rossi.w.felix@wellsfargo.com](mailto:rossi.w.felix@wellsfargo.com)

**Ryan Haight** – Vice President  
[ryan.w.haight@wellsfargo.com](mailto:ryan.w.haight@wellsfargo.com)

**Raina Yoo** – Senior Portfolio Analyst  
[raina.yoo@wellsfargo.com](mailto:raina.yoo@wellsfargo.com)

## ZurickDavis

Woburn, MA | [www.zurickdavis.com](http://www.zurickdavis.com)  
(781) 938-1975

**Jeff Zegas** – CEO  
[jeffzegas@zurickdavis.com](mailto:jeffzegas@zurickdavis.com)

**Myranne Janoff** – President  
[myranne@zurickdavis.com](mailto:myranne@zurickdavis.com)



**HCap**  
HEALTHCARE SERVICES &  
CAPITAL CONFERENCE

SAVE THE DATE  
NOVEMBER 19 - 21, 2014  
HYATT REGENCY WASHINGTON  
ON CAPITOL HILL

[www.hcapconference.com](http://www.hcapconference.com)