

# Healthcare Valuation: *Practices, Services, and Facilities*

Healthcare transactions require proper consideration of complex reimbursement, technology, and regulatory matters, as well as earnouts, buyouts, and equity participation, compensation and management service agreements, equipment, and real estate.

Our valuation professionals understand the nuances of conducting valuations within the context of the Stark Law and Anti-Kickback Statutes. We provide intelligent, detailed, and supportable valuation opinions to meet the needs of large and small players in a diverse healthcare industry.

## HEALTHCARE INDUSTRY SPECIALISTS

Our Healthcare Practice professionals provide timely valuation analyses to the entire spectrum of participants in the healthcare industry, including, but limited to:

### Healthcare Facilities, Services, and Practices:

- Acute Care Hospitals
- Ambulatory Surgery Centers
- Dental Practices
- Diagnostic Imaging Centers
- Dialysis Centers
- Home Health Providers
- Hospice Providers
- Medical Office Buildings
- Nursing Homes
- Physical Therapy Clinics
- Physician Practices
- Radiation Therapy Centers
- Inpatient and Outpatient Rehabilitation Units
- Specialty Hospitals
- Senior Living Facilities
- Healthcare Support Services
- Vascular Access Centers

Marshall & Steven's Healthcare Practice is headed by some of the industry's leading healthcare enterprise, machinery & equipment, and real estate valuation specialists.

Attorneys, accountants, investors, and financing sources refer us to their clients to assist them with buy/sell/lease decisions, financing, financial reporting, tax reporting including cost segregation analyses, wealth transfer and estate tax reporting, insurance placement, and compliance matters.

We also help with asset management strategy, including establishing a reliable baseline; identifying non-existent, obsolete, or underutilized assets; and, where necessary, arranging for rapid disposition of assets, insurable values, property records, property tax and rate settings.

***The analyses we provide are well-documented and designed to comply with the dictates of the IRS, OIG, SEC, USPAP, and other regulatory bodies.***

## In More Detail

We are engaged to assist public and private clients with a great variety of matters including:

### Existing Operations

- Alternative Use Studies
- Capital Asset Review "Ghost Assets"
- Claim Disputes
- Debt and Equity Valuations
- Depreciation Studies
- Dispute Resolution and Litigation Support
- Fractional Interest Valuations (aka "Discount Studies")
- Impairment Testing - FASB ASC 350
- Insurance Valuations
- Internal Financial Planning
- Management Services Agreement ("MSA") Valuations
- Property Tax Consulting
- Physician Service Agreements and Vendor Contracts Valuations
- Operational Overviews
- Revenue and Expense Analysis
- Sale/Leaseback Analyses
- Wealth Transfer

### Pre-Acquisition and Construction

- Absorption Studies
- Cost Segregation Analysis
- Current/Prospective Valuations
- Demographic Analysis
- Development Cost Analysis
- Financial Feasibility Studies
- Highest and Best Use Analysis
- Market Feasibility Studies
- Need and Supply Analysis
- Site and Area Analysis

### Merger, Acquisitions, Divestiture

- Buy/Sell Consideration
- Cash Flow Analysis
- Cost Segregation Analysis
- Financing Valuations, including
  - ❖ Bonds
  - ❖ HUD 232 and 242 Requirements
  - ❖ Lease and Sale Leaseback
- Fairness Opinions
- Liquidation Analysis
- Purchase Price Allocation - FASB ASC 805
- Solvency Opinions

Established in 1932, Marshall & Stevens is a recognized leader in valuation consulting, serving business owners, boards, investors, financing sources, and trusted advisors throughout the world.

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