

WEBINAR | HEALTH CARE REAL ESTATE GROWTH STRATEGIES IN MERGERS AND ACQUISITIONS OR JOINT VENTURES

Now more than ever hospitals, health care operators and managers, physician groups, diagnostic operators and specialty care operators are activating M&A and JV-related discussions. In nearly every instance of this discussion, real estate is a big consideration. So long as a physical location is needed for providers and equipment to render patient care, real estate will be a significant factor in a health care M&A transaction or JV.

Yet, how often is the facility given special attention and value in this discussion? Depending upon the business structure, a particular facility could be a major “value-add” proposition as an asset in the transaction. Or, conversely, it might be a drag on the venture and could be considered a liability.

Existing or new real estate assets in an M&A or JV discussion have inherent value and associated costs and should be considered a key concern as part of any transaction.

This webinar intends to highlight the several real estate factors that implicate the overall JV or M&A transaction: Fair Market Value (“FMV”); facility compliance (regulatory and use); property taxes; facility ownership options; asset disposition or acquisition; new facility development; licensure; and other issues.

During this webinar, an expert panel from diverse health system organizations including **Thomas Jefferson University Hospitals, VMG Health** and **Kaufman Hall**, will discuss how these distinct providers approach the real estate considerations that influence the overall JV or M&A transaction.

Attendees will:

- Learn about industry trends and best practices for growth in the current climate;
- Hear tips on reducing liability through due diligence;
- Learn how to navigate FMV and compliance concerns;
- Understand how property tax exemption can make or break an acquisition strategy; and
- Have an open forum to hear from health care insiders working in this space.

Slides from this webinar are available for download [here](#).