



Ambulatory Surgery Centers and Recent Transactions: State of the State in the ASC World

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PRESENTERS



Eugene Brenycz, JD, MPA
Regulatory Officer, NJ Department of Health

Gene has been with the Department of Health (DoH) since 2005. He started drafting regulations for long-term care facilities and upon the merger of the long-term care and acute care licensing programs in 2006 began working on acute care rules as well. In 2009 after the passage of the “Codey Law,” he was tasked with becoming the program’s expert in this area.

Prior to employment at the DoH, he spent five-plus years in the Department of Law and Public Safety, Division of Consumer Affairs, drafting regulations governing various professional licensing boards.

Gene received his B.S. degree from Seton Hall University, majoring in Chemistry and Psychology, his M.P.A. from Seton Hall as well, and his J.D. from the Seton Hall University School of Law. Gene is admitted to the Bar in the States of New Jersey and New York, as well as being registered as a patent attorney with the United States Patent and Trademark Office.

John D. Fanburg, Esq.
Managing Member, Chair, Healthcare Law, Brach Eichler LLC

John D. Fanburg has more than 30 years of experience in health and hospital law, with an emphasis on corporate, transactional, and regulatory matters for physicians and healthcare institutions. A recognized leader in this sector, John is known for excellence in transactions, perseverance in deal-making, and strength in corporate, M&A, and regulatory matters.

His broad experience representing major hospitals, diverse medical groups, solo practitioners, and statewide physician specialty organizations provides him with in-depth knowledge of all aspects of the business of healthcare. He helps healthcare providers position themselves to deal with the constantly evolving medical marketplace, particularly healthcare reform. John provides counsel on strategic alliances and transactions relating to physician practices, hospitals, ACOs, ambulatory surgery centers, and medical homes. He also offers guidance on regulatory compliance, corporate compliance, HIPAA, litigation, and government investigations.

A member of the firm’s Executive Committee, John is the recipient of a number of honors and awards.

PRESENTERS



Darren M. Lizzack, MSRE

Vice President, Team Lizzack/Horning, NAI James E. Hanson

Since partnering with NAI James E. Hanson in 2000, Darren has actively represented clients in the leasing, acquisition and disposition of office, healthcare, and investment sales.

Leveraging a 21+ year career and exceptional knowledge of commercial real estate, Darren advises landlords, tenants, healthcare professionals, and investors to ensure they make informed real estate decisions. A background in finance, economics, real estate investment and development coupled with an extensive network of other highly skilled real estate professionals has given Darren access to a diverse pool of real estate resources.

His greatest assets—integrity and a desire to succeed on behalf of his clients—gives him a direct advantage in cultivating and sustaining relationships with business leaders. He has worked with a range of prominent firms including Hackensack Meridian, Holy Name Hospital, St. Joseph's Hospital, Hudson Regional, Clara Maass, Fresenius, Renaissance, Golden Years, Fertility Institute of New Jersey & New York, SAX (formerly: Hunter Group), Validated Claim Support (VCS) American Red Cross, Bergen Ambulatory, Advanced Diagnostic Imaging, Skin & Laser Center of NJ, and Eye Care Associates of NJ.



Larry Trenk

Vice President of Operations, Physicians Endoscopy

Larry Trenk has been a central player in the ambulatory surgery industry for nearly four decades. Currently, he is a Vice President of Operations for PE GI Solutions overseeing eight ASC's collectively in the New Jersey and New York markets as well as being the operational point person for the development of a GI-centric management services organization in New Jersey. Previously he served as a Market President and Regional Vice President for United Surgical Partners International for over a decade and the Chief Operating Officer for the NJ-based ASC company, Surgem growing that company to 15 facilities over a four year span. Most recently, he was the Vice President for the Trinity Health Of New England Medical Group overseeing nearly 500 employed providers throughout northern Connecticut.

Aside from his managerial responsibilities, he served as the President of the NJ ASC Association for seven years and as a Board member for ten years. Additionally, he was a member of the Board of Directors of the NJ Chapter of the American Heart Association and is committed to promoting stroke awareness given his personal experiences.

NJ ASC Industry- State of the State

- Mature Industry- 40 Years and Counting
- Minimal M & A Opportunities
- Evaporation of OON Strategy
- Greater Procedural Acuity- Total Joints, Spine
- Paradigm Shift- Health Care System Involvement
- CIN's- Referral Streams
- Single Specialty MSO's
- One Room Tuck Ins
- Partnership Succession Planning- FMV Multiples (Buy Ins/Redemptions)

THANK YOU!



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