

12TH ANNUAL NJ HEALTHCARE MARKET REVIEW

September 28-29, 2023

Borgata Hotel Casino & Spa Atlantic City, NJ

Medical Spa & Aesthetics as Potential Ancillary Growth Vector

Moderator: Richard B. Robins, Esq.

Member, Brach Eichler LLC

Brad M. Gandolfi, MD, FACS

Founder & Owner

The Hudson Med Spa and Hudson
Plastic Surgery

Deborah Nappi, CPA, MST

Partner

Co-Leader of Healthcare
Sax LLP

Michael Papadakis, JD

Managing Director

Cross Keys Capital

Caroline J. Patterson

Member

Brach Eichler LLC

PRESENTER



Brad M. Gandolfi, MD, FACS

Founder & Owner, The Hudson Med Spa and Hudson Plastic Surgery

Brad Gandolfi is founder and owner of The Hudson Med Spa and Hudson Plastic Surgery. Dr Gandolfi is a board certified general surgeon and plastic surgeon. He completed his general surgery training at Mt Sinai Beth Israel before completing his plastic and reconstructive surgery training at Duke University. Following Duke, he completed his training with a fellowship at the world renown Craniofacial Center at UCLA Medical Center.

Dr Gandolfi has been in private practice since 2017. He and his family live in New Jersey. His medical spa is located in Englewood NJ and his plastic surgery office is located in Manhattan. He is an active member of the American Society of Plastic Surgeons and the Aesthetic Society.

PRESENTER



Deborah Nappi, CPA, MST *Partner, Co-Leader of Healthcare, Sax LLP*

Debbie Nappi was named Partner at Sax in 2022 and serves as Leader of the firm's [Healthcare](#) Practice. She is an advocate for her clients, and specializes in consulting services, revenue cycle management and physician productivity. Debbie focuses her attention on the rapidly changing healthcare landscape. In addition to specializing in revenue cycle management and productivity analysis, she also serves as interim CFO during M&A transactions, mitigating risk and ensuring a smooth and successful process.

Debbie conducts due diligence for private equity, analyzes Healthcare related transactions on the buy and sell side, reviews practice evaluations and manages post-close transactions. Debbie is an expert at handling multi-site medical practices, navigating multi-state compliance, handling complex profit allocations, and with extensive experience with Supergroups, Debbie is a go-to for evaluating ancillary services. She also has expertise with revenue cycle management that includes payor receipt analysis, payor contract analysis and the development of KPIs.

Debbie is a Five Star Professional Service Award winner due to her contributions to the accounting industry and commitment to client service. She is a Certified Public Accountant in New Jersey.

PRESENTERS



Michael Papadakis, JD
Managing Director, Cross Keys Capital

Mike is a Managing Director on the healthcare services team at Cross Keys Capital. He has over 10 years of experience in healthcare-focused M&A, having worked on over 100 closed transactions with an aggregate valuation of over \$2B.

Prior to joining the Cross Keys, Mike worked at Mednax, Inc. where he held various roles in the Business Development and Legal Departments. He is seasoned in all aspects of M&A, including origination, financial analysis, due diligence, structuring and negotiation.

Mike earned a J.D. at Columbia Law School. At CLS, he was a Stone Scholar and completed the Oxford Global Alliance program in Law and Finance. He also holds a B.A. in Economics with distinction from the University of North Carolina at Chapel Hill.

PRESENTERS



Caroline J. Patterson, Esq.
Member, Brach Eichler LLC

Caroline Patterson is a prominent healthcare and business attorney with a reputation for sound judgment, responsiveness, and a creative approach to achieving her client's legal and business objectives. Caroline concentrates her practice on a wide variety of transactional, corporate, and regulatory matters, including mergers, acquisitions, sales, strategic partnerships, joint ventures, private equity investments, HIPAA compliance, federal and state laws fraud and abuse laws, ownership and compensation arrangements, and employment negotiations. Caroline also has extensive experience advising investigators and clinical institutions on clinical trial agreements and clinical research law.

Caroline's clients include physician practices, hospitals, health systems, management service organizations, life science and other healthcare consulting companies, dental practices, physical therapists, ambulatory care facilities, and individual healthcare professionals. Caroline is a frequent lecturer and contributor to the American Academy of Ophthalmology (AAO) on advanced legal topics related to healthcare, including mergers, acquisitions, private equity, fraud and abuse, clinical research, and employment law matters.

MODERATOR



Richard B. Robins, Esq.
Member, Brach Eichler LLC

Richard Robins represents hospitals, physicians, dentists and other health care practitioners and civil litigants in state and federal trial and appellate courts, licensure and arbitration proceedings and transactional matters. Richard also represents clients in criminal matters, including health care and kickback investigations, prosecutions, and parole disputes. He has successfully litigated actions in the New Jersey Supreme Court and other jurisdictions including complex breach of contract, employment discrimination, restrictive covenant, denial of medical staff privileges, retaliatory discharge and contested guardianship cases. Richard also represents clients in complex business and medical and dental practice formation matters including new member buy-ins, employment agreements, terminations, contract negotiations and disputes, and in disciplinary proceedings before licensing and regulatory boards.



slido



What percentage of medical spas are owned by non-physicians nationally?

ⓘ Start presenting to display the poll results on this slide.

slido



Which of the following procedures are regulated by the New Jersey Board of Medical Examiners?

ⓘ Start presenting to display the poll results on this slide.

slido



What percentage of medical spas are owned by providers who do not have a “core” aesthetic specialty (i.e., plastic surgery, facial plastic surgery, oculoplastic surgery and cosmetic dermatology)?

① Start presenting to display the poll results on this slide.

QUESTIONS?



This presentation is intended to provide general information. It is not intended as a form of, or as a substitute for legal advice and analysis. Legal advice should always come from in-house or retained counsel. Moreover, if this presentation in any way contradicts advice of counsel, counsel's opinion should control over anything written herein. No attorney client relationship is created or implied by this presentation. No reproduction or dissemination without prior written consent from Brach Eichler, LLC. ©2022 Brach Eichler. All rights reserved.