



2017: YEAR IN REVIEW



Attorney
News



Matters



Accolades



Newsroom



Speaking
Engagements



Leadership



LETTER FROM OUR MANAGING PARTNER

Welcome to the inaugural Nelson Hardiman Year in Review. With 2017 in the rearview mirror, we wanted to share a few highlights. This was a year of profound change across our healthcare system. It was also one that vaulted our firm to national recognition. We are deeply grateful for and humbled by the trust placed in Nelson Hardiman by clients and colleagues. Thank you for giving us the privilege to work with you.

The ongoing transformation in our healthcare system continues to generate uncertainty for providers, patients, payors, investors, employers, and everyone who “touches” healthcare. How do you deal with changing laws and regulations? What can be done about the risks of fraud and abuse or threats to data privacy and security? How can we capitalize on advances in science and information management? What changes are necessary to deal with new cost pressures? How do we implement new models of care?

Nelson Hardiman has been front and center on all of these questions, navigating challenges and opportunities across the industry. We’ve delivered victories, solved problems, and played a leadership role in clarifying cutting-edge healthcare issues and resolving high stakes disputes.

As excited as we are for big moves in 2018, we hope you appreciate this look back at the year behind us.

Harry Nelson
Managing Partner

BY THE NUMBERS*

* Through November

FIRM GROWTH

7

New Staff

8

New Attorneys

42

Team Size

56%

Firm Growth

NEW CLIENTS & MATTERS

323

New
Clients

460

Regulatory
Matters

91

Litigation
Matters

54

Transactional
Matters

IN THE MEDIA

25

TV & Radio Appearances

- ABC
- NBC
- FOX
- KTLA 5
- KCAL 9
- KABC
- Bloomberg Radio
- Voice of America

33

Quoted as Authorities

- US News & World Report
- Huffington Post
- Los Angeles Business Journal
- New York Times

LIVE EVENTS

62

Attorney
Presentations
to Industry

75

Nelson Hardiman
Thought Leadership
Events

NEW ATTORNEYS



1 Registered nurse **Katherine “Kate” Bowles** brings clinical experience and deep industry knowledge to her healthcare litigation practice.

2 **Shelley A. Carder** brings nearly three decades of experience representing hospitals, health facilities, and medical groups in litigation and administrative proceedings.

3 Former health care system counsel **Lara Compton** adds expertise in an extensive range of regulatory issues, including healthcare privacy and security, and life sciences

4 With a decade of healthcare experience, **Sarvnaz “Miriam” Mackin** provides guidance on a broad range of complex compliance issues.

5 **Lisa Montague** brings invaluable experience representing financial institutions throughout the country.

6 **Michael “Akiva” Newborn** strengthens Nelson Hardiman’s litigation and compliance teams.

7 Regulatory / transactional associate **Kristina Sherry** brings experience defending large public entities in high stakes cases.

NEW PARTNERS



Optum VP and former federal prosecutor **Lee Arian** joined the firm as Partner after decades on the frontlines battling fraud and abuse.



Kathryn F. Edgerton (Russo) was elevated to Partner and provides outside counsel services to behavioral health companies.



Sara Hersh, recently promoted to Partner, provides legal counsel to hospital medical staffs, including university hospitals and health groups.



LITIGATION

Behavioral Health

Zachary Rothenberg
Miriam Mackin

Obtained dismissal of nuisance action brought by city against residential treatment center based on facility licensing

False Claims Act

Mark Hardiman
Jonathan Radke

Defeated federal whistleblower lawsuit against large California hospital

Health Data Privacy

Mark Hardiman
Salvatore J. Zimmitti

Successfully petitioned California Supreme Court for review of psychotherapists' challenge to invasion of patient privacy rights

Medical Marijuana

Aaron C. Lachant

Obtained dismissal of criminal charges against marijuana dispensary and operators by establishing Proposition D compliance

REGULATORY

Addiction Treatment

John A. Mills
Kathryn F. Edgerton (Russo)

Resolved multi-million dollar reimbursement dispute between payors and treatment provider

Corporate Practice of Medicine

Harry Nelson
Sara Hersh

Successfully restructured business model for a publicly traded national retail health franchise, resulting in continued client operations without violating prohibitions on the corporate practice of medicine

Telehealth

Harry Nelson
Kathryn F. Edgerton (Russo)
Lara Compton

Established national regulatory pathway and enabled venture funding for cutting-edge telehealth provider

University Healthcare System

Sara Hersh

Redesigned physician well-being policies and procedures to enable academic medical center to comply with changing regulations

TRANSACTIONAL

Bridge to HUD Financing

Rob Fuller
Rosa A. Shirley
Kristina Sherry

Closed bridge to HUD financing of \$30 million for skilled nursing company

Capital Raise

Rob Fuller
Lisa Montague

Enabled a \$100 million capital raise through Reg D and Reg S offerings for innovative new business

Dermatopathology Acquisition

Rob Fuller
Rosa A. Shirley

Negotiated and closed a complex multisite lab reorganization and acquisition for over \$18 million

Multispecialty IPA Formation

Rob Fuller
Kristina Sherry

Formed new multispecialty IPA organizations and next gen ACOs with over 50,000 lives

Successful Workout

Rob Fuller
Farooq Mir

Secured over \$50 million in healthcare receivables financing obligations under new regulatory framework



U.S. News & World Report

U.S. News & World Report ranked Nelson Hardiman a Tier 1 law firm for Health Care Law in its “Best Law Firms in America for 2017” publication.



BTI Industry Power Rankings

Nelson Hardiman was recognized by the *BTI Industry Power Rankings 2017* as one of “The Law Firms with the Best Client Relationships” in healthcare.



Super Lawyers

Robert Fuller, Mark Hardiman, Harry Nelson, and Zachary Rothenberg were named to the 2018 California Super Lawyers list. Katherine Bowles, Kathryn F. Edgerton (Russo), Aaron C. Lachant, Aviva Morady, and Jonathan Radke were selected to the Rising Stars list.



Best Lawyers in America

Partners Mark Hardiman, John A. Mills, and Harry Nelson were named “Best Lawyers” by *The Best Lawyers in America* (2018 Edition).



Vault

Nelson Hardiman was named to *Vault's* “Top 150 Under 150” list, which highlights the “best-known and most sought-after” law firms with fewer than 150 attorneys.



Vault

Vault ranked Nelson Hardiman the top mid-size firm nationally for Firm Culture.



Los Angeles Business Journal

The *Los Angeles Business Journal* named Nelson Hardiman one of the “Best Places to Work in Los Angeles.”



Los Angeles Business Journal

Nelson Hardiman was named to “The List” of top law firms in L.A. County.

SELECT MEDIA COVERAGE

DECEMBER 18, 2017

New York Times

Rob Fuller Quoted on Mergers Leading to Hospital Behemoths

MAY 4, 2017

ABC7

Rob Fuller Discusses GOP Healthcare Bill

SEPTEMBER 22, 2017

ABC News

Lee Arian Settles Healthcare Dispute

MAY 3, 2017

KCAL9

Aaron C. Lachant Discusses Marijuana Policy

AUGUST 28, 2017

Talk Radio 790 KABC

Harry Nelson Discusses California Insurance Market

APRIL 20, 2017

Voice of America

Aaron C. Lachant Interviewed About National Cannabis Issues

JULY 12, 2017

Huffington Post

Flattery, Identity Theft, Ethics & Behavioral Health

MARCH 27, 2017

ABC News

Winners & Losers in Republican Healthcare Bill

JULY 3, 2017

KTLA 5

Rob Fuller Interviewed About Healthcare Bill

MARCH 13, 2017

Bloomberg Radio

Harry Nelson Interviewed About Affordable Care Act

MAY 10, 2017

NBC News

How Peeing in a Cup Can Cost You \$6,250

JANUARY 18, 2017

KTVU

Harry Nelson Discusses Book, "From ObamaCare to TrumpCare"

Viewed as healthcare authorities in newsrooms across the country, Nelson Hardiman attorneys appeared on television, radio, podcasts, and in print as experts on healthcare topics.



San Francisco Chronicle



LOS ANGELES BUSINESS JOURNAL

THE COMMUNITY OF BUSINESS



Nelson Hardiman attorneys presented more than 60 times on a vast array of healthcare subjects at conferences across the country, including in California, Florida, Illinois, Massachusetts, Nebraska, Nevada, and Washington, D.C.



Harry Nelson



John A. Mills



Zachary Rothenberg



Kathryn F. Edgerton (Russo)

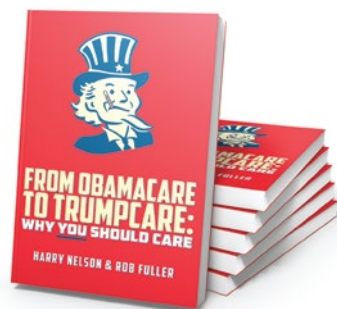


Aaron C. Lachant



LEADERSHIP

Harry Nelson and Rob Fuller authored the book, *From Obamacare to Trumpcare: Why You Should Care*, solidifying the firm's position as industry thought leaders on the future of U.S. healthcare.



The **Medical Board of California invited** Harry Nelson to teach physician expert reviewers.

Nelson Hardiman attorneys **drafted new legislation** to tackle patient brokering in addiction treatment and recovery services.

Rob Fuller is **consulting for the Hospital Association of Southern California (HASC)** working group on revenue cycle and related issues posed by changes to ACA and other federal legislation.

John A. Mills and Zachary Rothenberg **delivered the keynote address** at the Cape Cod Symposium on Addictive Disorders in Hyannis, Massachusetts.

Aaron C. Lachant was the only attorney **appointed to the Los Angeles County Advisory Working Group on Cannabis Regulation**.

In partnership with the American Addiction Treatment Association, Nelson Hardiman **began developing a first-of-its-kind Marketing Certification Program** for addiction treatment facilities.

Harry Nelson and Rob Fuller were **invited to serve on the Bank Leumi Advisory Board** for Healthcare Investments.

Harry Nelson was **invited to serve on the advisory board** of the Aging Into the Future Conference.



Front Cover (Left to Right)

Rosa A. Shirley
Lee Arian
Mark Hardiman
Lara Compton
Harry Nelson

Not Pictured:
Shelley A. Carder
Rob Fuller

Back Cover (Left to Right)

Zachary Rothenberg
Kathryn F. Edgerton (Russo)
Michael "Akiva" Newborn
Farooq Mir
Sarvnaz "Miriam" Mackin
John A. Mills

Sara Hersh
Lisa Montague

Inside Back Cover (Left to Right)

Katherine Bowles
Arnold V. Pamplona
Jonathan Radke
Kristina Sherry
Aaron C. Lachant
Salvatore J. Zimmitti

Aviva Morady
Mark Pollitt



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