

# HEALTHWORKS

## Fair Market Value Services

HealthWorks provides valuation services in the healthcare field. During the recent 5 years we have completed more than 1,300 valuation engagements for more than 200 hospitals, healthcare systems, law firms and medical groups in 25 states. Our opinions are grounded in technical valuation training and experience as well as our consultants' personal experience in hospital and medical group executive management.

### Standards and Qualifications

- Opinions are prepared in accordance with standards of the National Association of Certified Valuation Analysts
- Our valuator credentials include CPA, MHA, MBA, AVA, CVA, CHBC

### Features and Data Sources

- Rapid turnaround
- Transparent methods and assumptions
- Appropriate use of market, cost and income methods
- Customized formats for client preferences
- Use of published market surveys, proprietary surveys, and MD Ranger data -- a cutting-edge hospital-physician contract data base

### Representative Clients

- Catholic Health System, Buffalo, NY
- Catholic Healthcare Partners, Cincinnati, OH
- Catholic Healthcare West, San Francisco, CA
- Children's Hospital, Oakland, CA
- Daughters of Charity Healthcare System, CA
- HCA, Nashville, TN
- John Muir Health, Walnut Creek, CA
- Legacy Health System, Portland, OR
- Legacy Hospital Partners, Dallas, TX
- NorthBay Healthcare Group, Fairfield, CA
- Penrose-St. Francis Health System, Colorado Springs, CO
- Saint Thomas Health Services, Nashville, TN
- Sutter Health, Sacramento, CA

### Valuation Services Available

- Business valuation:
  - Medical practices
  - Dental practices
  - Ancillary service businesses
- Service agreements:
  - Medical administrative / leadership
  - Emergency department and trauma call coverage
  - Professional services
  - Hospital-based services
  - Diagnostic services
  - Recruitment / Employment
  - Multi-specialty medical group foundation agreements
  - Hospital-clinic models

### HealthWorks Consultants

- **Michael Heil, MHSA, AVA:** principal
- **Chris Fritz, MBA:** integrated health care systems, financial management, service valuation
- **Chris Thomas:** hospital management and hospital-physician contracting
- **James Werner, CPA, CVA, CHBC:** accounting, hospital-physician contracting, business valuation
- **Steve Williams, MHA:** hospital and medical group management, hospital-physician contracting, health care systems analyses, service valuation
- **Leanne Zimmerman:** revenue cycle improvement, business planning, service valuation
- **11 Clinical Specialists**