HEALTHCARE

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 Covered California
A Unique Collaboration Between UC Irvine Health and MemorialCare Medical Foundation

In affiliation with MemorialCare, UC Irvine Health plans to open state-of-the-art primary care centers in Orange County. The new primary locations will offer individual and family health services, urgent care, prevention, wellness and basic diagnostic services. “This partnership builds upon decades of collaboration between MemorialCare and UC Irvine Health in graduate medical education, which resulted in the training of thousands of residents and fellows who have become today’s community-based physicians,” says Mark Schafer, MD, Chief Executive Officer, MemorialCare Medical Foundation.

Leading Health Systems Partner with Anthem Blue Cross to Form Vivity

MemorialCare and six other health systems have joined forces with Anthem Blue Cross to create a new health plan offering for employers in Southern California. “This unprecedented partnership was created to provide employers and consumers with a unique health care offering,” says Barry Arbuckle, PhD, President and CEO of MemorialCare. “Anthem Blue Cross Vivity provides choice, convenience and affordable access to exceptional physicians and hospitals throughout our region.”

All MemorialCare hospitals are part of Vivity: Long Beach Memorial, Miller Children’s and Women’s Hospital Long Beach, Community Hospital Long Beach, Orange Coast Memorial and Saddleback Memorial. Other leading hospitals in the Vivity network include Cedars Sinai, Good Samaritan Hospital, Huntington Memorial Hospital, PIH Health, Torrance Memorial Medical Center and UCLA. The groundbreaking Anthem HMO also includes MemorialCare’s affiliated physicians: MemorialCare Medical Group, Greater Newport Physicians and Edinger Medical Group; MemorialCare imaging centers and surgery centers; and other outpatient facilities.

“We know that employers and consumers across Orange County and Los Angeles County are seeking affordable access to the best care, that’s convenient to both home and work,” adds Arbuckle. “So the goal in forging this unique alignment among leading providers and Anthem Blue Cross is to provide a long-term sustainable health care offering.”

Initially, Vivity will be offered to select large employers across Southern California. CalPERS, the nation’s second largest purchaser of health benefits and diagnostic services. “This partnership builds upon decades of collaboration between MemorialCare and UC Irvine Health in graduate medical education, which resulted in the training of thousands of residents and fellows who have become today’s community-based physicians,” says Mark Schafer, MD, Chief Executive Officer, MemorialCare Medical Foundation.

More than 200 Locations from the South Bay to San Clemente

To provide convenient care that’s close to home and work, MemorialCare is rapidly expanding patient care sites, adding to its 200-plus locations in Orange and Los Angeles counties. In addition to dozens of physician primary care practices and numerous local outpatient locations, MemorialCare has nine neighborhood imaging centers, seven convenient outpatient surgery centers and a digestive care center.

Free-Standing MemorialCare Imaging Centers

MemorialCare’s nine neighborhood imaging centers are located in Long Beach, Huntington Beach, Newport Beach, Irvine, Laguna Niguel, Laguna Hills and San Clemente. These centers offer the most advanced technology with 3T MRI, high field open MRI and Cardiac CT — giving patients convenient access to a full range of imaging technologies at competitive prices.

Leading Care at Convenient Surgical Centers

New technologies and a commitment to increase access and affordability have paved the way for MemorialCare to offer advanced tests and surgical procedures on an outpatient basis. With joint venture partnerships, MemorialCare has opened eight freestanding outpatient surgery centers, including a digestive care center, offering greater value to patients with more surgical options, competitive prices and easy access. MemorialCare Surgical Centers are located in Long Beach, Fountain Valley, Costa Mesa, Irvine, Laguna Woods, Laguna Niguel and Laguna Hills.

Seaside Health Plan

Last year, the addition of Seaside Health plan helped make MemorialCare a fully integrated health system. Seaside Health Plan serves patients enrolled in Medicare, Medi-Cal, dual eligibles and commercial health plans. The health plan serves individuals and families who are members of partner health plans and select Seaside Health Plan as their participating network. Seaside was also selected to participate in the California Children Services (CCS) demonstration project that addresses the needs of children with certain diseases and ongoing medical conditions.

Seaside provides members easy access to more than 300 primary care physicians and specialists, top hospitals and convenient modern, full-service health care centers. Families who select Seaside Health Plan can access Miller Children’s and Women’s Hospital Long Beach, the region’s premier pediatric hospital, as well as Community Hospital Long Beach and Long Beach Memorial.

About MemorialCare Health System

With more than 200 patient care sites throughout Southern California, MemorialCare Health System is a non-profit, integrated delivery system that includes six top hospitals — Long Beach Memorial, Miller Children’s & Women’s Hospital Long Beach, Community Hospital Long Beach, Orange Coast Memorial Medical Center in Fountain Valley and Saddleback Memorial Medical Center in Laguna Hills and San Clemente; a medical group — MemorialCare Medical Group; an Independent Practice Association (IPA) — Greater Newport Physicians; Seaside Health Plan; ambulatory surgery centers, imaging centers, and numerous outpatient health centers throughout the Southland. For information, visit www.memorialcare.org.
Health insurance through Covered California SHOP gives you control, and your employees a choice.

Keep yourself in financial control of your business. Choose the spending levels that are right for you, and let your employees choose from a range of leading health plans that are right for them. With Covered California™ SHOP, our Small Business Health Option Program, everyone is guaranteed quality coverage. Visit our website, call us or talk to your agent today.

Visit — coveredca.com/small-business  Call — (877) 453-9198
Celebrating 50 Years of Pediatric Excellence

Since 1964, CHOC Children’s has nurtured, advanced and protected the health and well-being of children through innovative care and state-of-the-art facilities. What started as a 62-bed children’s hospital – the first in Orange County – has grown into a pediatric health care system serving multiple counties. CHOC’s rapid growth in size and community impact should be of no surprise, given its leadership and steadfast commitment to defining the future of pediatric medicine.

Visionary Beginnings

CHOC’s history began with visionaries Walt Disney and Walter Knott joining a small group of Orange County pediatricians and leaders – all determined to bring a children’s hospital to their growing community. Their foresight prompted a connection with a larger hospital complex for the purpose of receiving government funding. The Sisters of St. Joseph of Orange agreed to include CHOC in its major hospital expansion in Orange, and offered the land on which the pediatric hospital could be built. This marked the beginning of a long-standing relationship between CHOC, the Sisters of St. Joseph and St. Joseph Hospital, as well as shared medical services between the two health care facilities.

CHOC opened its doors Oct. 5, 1964, with 12-year-old Kendall “Ken” Spicer serving as its first official patient. Ken was one of only four patients admitted that day, but word of CHOC quickly spread. Within two months, approximately 300 children received treatment. In addition to opening specialty clinics, the hospital increased its total bed count to 104 in 1968.

CHOC’s clinical excellence and commitment to compassionate care spurred tremendous growth in the following years. Just one decade after opening, CHOC purchased an adjacent five-story building. The building was renovated and equipped with leading technology to support the addition of beds and services, including pediatric and neonatal intensive care units. Patients received care in this facility until 1991, when CHOC opened a six-story, 192-bed hospital, today known as the CHOC North Tower. Patients, families and visitors marveled at the impressive, modern facility with vibrant colors and a playful atmosphere designed to meet the unique needs of children.

Growing to Serve South Orange County

Following the opening of the CHOC North Tower, as well as an expanded outpatient clinic and new research facility in Orange, CHOC leaders began to explore opportunities to meet the health care needs of children and families in south Orange County. This led to the 1993 opening of CHOC Children’s at Mission Hospital, which then included 48 beds on the fifth floor of Mission Hospital. Today, while linked to Mission Hospital’s trauma center and high-level obstetric and perinatal programs, CHOC Mission operates as a separately licensed, 54-bed pediatric facility with its own medical staff and advanced pediatric services.

While the beginning of the 1990s featured phenomenal growth and community outreach for CHOC, the organization suffered from financial hardships during the end of the decade. Massive changes in managed care, coupled with the recession, negatively affected hospitals around the nation. CHOC needed to contain costs and increase revenue – without closing or reducing services.
STOP IT. KILL IT. MAKE IT GO AWAY.
THE FIGHT STARTS HERE.

UC Irvine Health
THE ANTI-CANCER

There are words no one wants to hear. Cancer is one of them. That’s why as Orange County’s only nationally designated comprehensive cancer center, we fight it on all levels — with advanced treatments, innovative clinical trials and groundbreaking research. At UC Irvine Health we won’t stop until we wipe out cancer for good.

To learn more about how you can become part of The Anti-Cancer movement, visit anti-cancer.com or call 844-CANCER-9

#TheAntiCancer
In 1994, a small group of Orange County doctors joined forces to create a unique concept in the delivery of medical care — putting the needs of patients first. Today, that group is known as Monarch HealthCare. With more than 2,500 physicians in Orange County and Long Beach, Monarch HealthCare is a leading-edge medical group.

As Monarch celebrates its 20th anniversary this year, its unique model of care has drawn national attention and the interest of more and more like-minded physicians. Monarch’s independent, private practice physicians are part of a coordinated and integrated network that collaborates to promote excellence in patient care. “Monarch founders, physicians and staff are overjoyed to celebrate two decades of success, growth and innovation in patient care,” said Bart Asner, MD, chief executive officer of Monarch. “Monarch has a long-standing reputation for providing a distinctive model of care that is fast becoming a national benchmark for other physician groups around the nation. Since our founding days, our goal has been to always put patient needs first and foremost. This is a tremendous milestone for our organization.”

Monarch HealthCare’s unique national platform culminated in its selection as the key group to participate in the Pioneer ACO, or accountable care organization, a transformational new approach to care for seniors sponsored by the Centers for Medicare and Medicaid Services (CMS). Monarch was one of only a handful of groups in the nation to be selected for this new model. Moreover, it was also recognized as one of only five groups in the nation to participate in the ACO pilot project led by the Engleberg Center for Health Care reform at Brookings and The Dartmouth Institute for Health Policy and Clinical Practice.

Coordinated Care
Hundreds of thousands of Orange County workers and residents call Monarch their “medical home.” In Monarch’s coordinated and integrated care model, patients are the centerpiece. “In a patient-centric model, primary care doctors, nurses, case managers and specialists interconnect around the patient’s needs versus the patient having to navigate the complex medical system,” said Dr. Asner. Consequently, Monarch was rated the number one medical group for patient access and number one in timely care and service in Orange County.

Monarch offers our patients “navigators” to guide them through the health care matrix, access preventive options and health education. Those with chronic illnesses such as heart disease, chronic obstructive pulmonary disease and cancer speak to care coaches who help guide their treatment options.

“Having someone who holds your hand and walks you through the process of clinical and preventive care is a godsend for many of our patients,” added Asner. “Whether you are 35 or 85, having a health advocate in your corner streamlines your care and gets you better faster.”

Largest Network of Physician Offices, Urgent Care Centers
Monarch patients get a broad selection of physicians and access to timely, convenient care and support throughout the county. Combined with the largest network of urgent care centers and more hospital partners than any other medical group, care is close by, no matter where patients live or work.

For mature patients turning 65, Monarch offers free assistance to find reliable resources when selecting a Medicare Advantage program for many health situations. Please visit monarchohealthcare.com or call 888.767.2222 for more information about Monarch HealthCare.
choosing
St. Joseph Hoag Health
MEANS CHOOSING more

Orange County’s trusted names in health care have come together to offer our neighbors more than ever before. More access to more doctors. More locations. More peace of mind. Welcome to more.

Hoag Medical Group
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Find your doctor today at StJosephHoagHealth.org/11 or call (877) 459-DOCS (3627)

In alliance with CHOC Children's.
Leading a New Era in Lung Cancer Treatment and Survival

After several months of chemotherapy, Allen Fremont’s health was seemingly at an impasse. He had been diagnosed with stage IV non-small cell lung cancer. Chemotherapy at a Los Angeles-area hospital had shrunk the tumors by 30 percent, but the cancer was still there.

“I thought that was it,” says Fremont, MD, PhD, a physician and researcher at the RAND Corporation in Santa Monica, who is married and has two children. “For people with the kind of cancer I had, the game was over. My horizon was six months to a year out.”

But a physician at the UC Irvine Health Chao Family Comprehensive Cancer Center had other plans for Fremont. It was early 2011, and Sai-Hong Ignatius Ou, MD, PhD, a UC Irvine Health oncologist, was conducting a clinical trial for a drug aimed at non-small cell lung cancer in patients with a particular genetic mutation called ROS1. When Fremont found his cancer was ROS1, he referred to Dr. Ou’s care and began taking the drug crizotinib.

Today, nearly four years later, Fremont’s cancer remains inactive.

“I was stunned when I was diagnosed,” says Fremont, a nonsmoker who had a cough for several months before a chest X-ray revealed lung cancer. “I was otherwise healthy.”

Now Fremont is almost equally stunned at the reversal of the disease and his recovery.

“In my case, it was the bottom of the ninth inning and two outs,” he says. “I can’t overstate the importance of what they’re doing at UC Irvine, being part of this clinical trials network. It has become a model for other types of breakthroughs in cancer.”

Targeted Medicine

Lung cancer is the leading cause of cancer death in the United States. However, leading medical institutions like UC Irvine Health—the only National Cancer Institute-designated comprehensive cancer center in Orange County—are far ahead of the curve in using targeted medications for lung cancer.

A Revolution in Lung Cancer Screening Saves Lives

Today, people at high risk for lung cancer are urged to undergo screening to detect cancer in its earliest stages, when it’s most curable. UC Irvine Health is offering screening with low-dose spiral computed tomography (LDCT), the most advanced technology available for identifying lung abnormalities. Screening is free for a limited time.

This painless, quick screening is recommended for:

- People 55 to 74 years old who have smoked at least one pack of cigarettes a day for 30 years, including those who have quit within the last 15 years
- People 50 to 74 years old who currently or previously smoked an average of one pack of cigarettes a day for 20 years and have at least one other risk factor for lung cancer, such as: emphysema, pulmonary fibrosis, a family history of lung cancer, a previous lung cancer diagnosis or past exposure to asbestos or other cancer-causing substances

A landmark study showed 20 percent fewer lung cancer deaths among people screened with LDCT, compared to those who were not screened. The study also showed that LDCT is the best tool for finding early stage lung cancer.

“Early detection is the goal,” says Mohsen Devidou, MD, chief of the Division of Pulmonology & Critical Care Medicine at UC Irvine Health. “People with stage I lung cancer have survival rates of 50 percent or higher. But the majority of lung cancers are found at stage III or IV. LDCT is going to save lives, if it is utilized appropriately and when it is performed in a center where all positive results can get state-of-the-art care. This is a dramatic change.”

To find out if you qualify for free lung cancer screening, call toll free 855-UCI-LUNG (855-824-5854).
**Myth:**
As long as other kids are vaccinated, mine doesn’t need to be.

**Truth:**
All children need to be vaccinated.

It’s important that as many children as possible are up to date on their vaccinations to ensure those children who can’t be vaccinated are safe. During recent whooping cough epidemics, it was shown that there were higher rates of disease in geographic pockets where there were lower rates of vaccination. Now more than ever, keeping our kids healthy is up to all of us.

*Get the knowledge you need about the safety of vaccinations at choc.org/health*
It has been just over 12 months since the effective date of New HIPAA Omnibus regulations issued by the U.S. Department of Health and Human Services (HHS). The Omnibus regulations strengthened the privacy and security protections established under the Health Insurance Portability and Accountability Act (HIPAA) and the Health Information Technology for Economic and Clinical Health Act (HITECH). These regulations are having wide-ranging implications for healthcare providers and others in the healthcare services community who are deemed to be either covered entities and business associates under HIPAA. Specifically, many providers are responding by taking a second look at their IT systems and those of their subcontractors to evaluate whether those systems meet the technical requirements of the HIPAA security rules and whether they are adequately protected from inadvertent disclosures of patient health information.

Under the Omnibus rule, covered entities are now liable for the conduct of their business associates. Prior to the promulgation of the new regulations, covered entities could not be held liable for their business associates’ HIPAA violations if the covered entity had an appropriate business associate agreement in place and either did not know of the business associate’s material breach of the agreement or took reasonable steps to cure the breach and terminated the agreement or reported the problem to HHS if such steps were unsuccessful. The Omnibus rule removed this safe harbor, increasing exposure for everyone within the health care services community who comes into contact with protected health information. A covered entity can now be held liable for the acts or omissions of its business associates that are acting as the covered entity’s “agent,” as determined under the...
Transforming Health Care to Go Beyond Medicine

As one of Southern California’s largest and best health systems, we are changing the face of health care. With a vast and growing network of hospitals, physicians and outpatient centers, MemorialCare takes a personalized, integrated approach that puts patients on the path to wellness.

MemorialCare Health System. We keep our communities healthy and care for them when they’re not.

For more information, visit MemorialCare.org or call 800-MEMORIAL.
Expect More From the St. Joseph Hoag Health Alliance

Southern California has so much to offer, including the combined health care expertise of St. Joseph Health, Hoag and CHOC Children’s. As trusted names in our community, we’re pleased to come together as the St. Joseph Hoag Health network of dedicated health care professionals with one big vision — making our community its healthiest.

Our physicians and hospitals are working together to transform the way medical care is provided at home, in the hospital and across the life span. The goal of the unified network is to attend to the body, mind and spirit of each person and build communities that remain vital and healthy. Most people know us for our excellent hospitals and physicians who care for patients when they ill or injured, but our work goes even deeper. Together, we are seeking new ways to provide preventive care and helping those with chronic conditions manage their health beyond the acute hospital setting.

The St. Joseph Hoag Health network has come together to intensify our commitment of bringing together the best minds and biggest hearts. We know that good health is something local residents cherish every day, and we’re here for you, all across this great county. It all adds up to more for Orange County.

With the St. Joseph Health Hoag alliance, local community residents enjoy so much more:

- **More access to care:** Our network of care spans all across greater Orange County, including widely respected hospitals, medical groups, affiliated physicians and urgent cares. And, through our virtual network, patients are connected to their physicians even without leaving home.
- **More doctors:** With eight highly regarded medical groups and affiliated physician networks all over the county, individuals and families can select the physicians who best meet their needs. The St. Joseph Hoag Health combined network includes more than 1,700 of the county’s outstanding doctors who work together to provide excellent health care. Additionally, because St. Joseph Hoag Health offers a network of health providers all collaborating together, patients can see a specialist anywhere within the network — from Northern to Southern Orange County, even they are covered by an HMO plan.
- **More hospitals and health services:** St. Joseph Hoag Health is the only network that includes all of these trusted area hospitals: CHOC Children’s (Orange), CHOC Children’s at Mission Hospital (Irvine), Hoag Hospital Irvine, Hoag Orthopedic Institute (Irvine), Hoag Hospital Newport Beach, Mission Hospital Mission Viejo, Mission Hospital Laguna Beach, St. Joseph Hospital (Orange) and St. Jude Medical Center (Fullerton).
- **More convenience:** Because injuries or illness can happen any time of day, St. Joseph Hoag Health has 29 urgent care centers conveniently located throughout greater Orange County. These centers are available for treating conditions that require immediate medical attention but are not life-threatening.

- **More innovation:** By selecting our network, patients have access to the most advanced specialized services and technology in the fields of cancer care, heart and vascular services, orthopedics, neurology, women’s health and more. Our clinical teams are also experts in preventative medicine and services that help keep our community healthy and out of the hospital whenever possible.
- **More peace of mind:** From the numerous community education classes available throughout the year, to prevention and wellness programs and our conveniently located facilities, St. Joseph Hoag Health makes your health and your time a priority, giving you and your family more time for enjoying life and all that our region has to offer.

It’s easy to enjoy all the benefits of the St. Joseph Hoag Health network. Simply choose a health plan that includes St. Joseph Hoag Health hospitals and participating medical groups and affiliated physicians. For more information on the plans contracting with our network, go to stjosephhoaghealth.org where we’re always updating our list of contracting health plans. Just to make sure, double check with your health plan as well.

Also, you’ll need to select a primary care doctor if you are in an HMO plan and it’s always a good idea for PPO patients as well. Make sure that physician is in your plan. By selecting our network, patients have access to the most convenient primary care physicians who best meet their needs. For more information on the physicians even without leaving home, visit our website at stjosephhoaghealth.org or call 877.459.DOCS (3627) for more information or go to www.stjosephhoaghealth.org. Welcome to the St. Joseph Hoag Health experience. Welcome to more.
Is Micro Spine Surgery Right for You?

What was once thought of a large hospital spine surgery can now be performed in the safety of an outpatient surgery center using minimally invasive techniques. Dr. Bray custom designed DISC’s surgery center in Newport Beach to routinely perform high acuity spine surgery, providing patients a personable, family-friendly environment to receive elective care. Patients benefits from the center’s private recovery rooms, one-on-one nursing attention and cutting edge technology. DISC is built to encourage patients and their families to experience a level of comfort and serenity atypical of the hospital environment.

Recognized as a world renowned spine surgeon, Dr. Bray prides himself on continually delivering clinical excellence which is evident by DISC’s 99% good to excellent patient satisfaction surveys and zero MRSA infection rate. Because of minimally invasive techniques, patients are typically up and walking immediately after surgery and return home the same day. This means you spend less time recovering and more time doing the things you love. Schedule an appointment today to discuss your individual treatment options and whether you are a candidate for micro spine surgery.

If you have been told you need spine surgery, consider a second opinion first.

Dr. Robert S Bray, Jr.

> Neurological Spine Surgeon
> Board Certified
> 24 Years in Private Practice
> Performed Over 10,000 Surgeries
> Becker’s ASC Review top 100 US Spine Surgeons, California Super Doctor three consecutive years

As the first California neurosurgeon to devote his practice to minimally invasive spine surgery, Dr. Bray founded DISC in 2006 with the vision of improving clinical outcomes and increases patient satisfaction. Using a minimally invasive approach, Dr. Bray’s patients experience less post-operative pain, quicker recoveries, less scarring and a significantly lower risk of infection than patients undergoing treatment for the same conditions in a hospital setting.

To Schedule an Appointment with Dr. Bray
Call 949-988-7800

DISC Newport Beach | www.discmdgroup.com
3501 Jamboree Road Suite 1250, Newport Beach, CA 92660
Under the Omnibus rule, covered entities are now liable for the conduct of their business associates. Prior to the promulgation of the new regulations, covered entities could not be held liable for their business associates’ HIPAA violations if the covered entity had an appropriate business associate agreement in place and either did not know of the business associate’s material breach of the agreement or took reasonable steps to cure the breach and terminated the agreement or reported the problem to HHS if such steps were unsuccessful.

Arguably, the risk for security breaches is even greater with electronic records and the movement to cloud-based computing and data storage that may be shared by various providers.

We are seeing many clients re-invest in their EHR systems by performing risk assessments to determine whether their IT systems meet the data protection and security standards under HIPAA and the Omnibus rule. Many providers now perform annual or semi-annual reviews or audits of their systems, conducted by experienced and competent IT personnel. For those who do not have an in-house IT staff to perform these audits, many turn to a security consulting firm to do the work. At the very least, we are recommending providers speak with health care counsel who can provide guidance and direction on conducting a risk assessment of their EHR system. The return on these investments in EHR security will undoubtedly be realized. “A pound of prevention is worth a ton of cure.”

About Greenberg Traurig Health Care Practice
Greenberg Traurig’s Health Care Practice provides strategic legal counsel to many organizations along the health care supply chain, helping them respond proactively to the rapidly changing marketplace. Our interdisciplinary team brings together experienced attorneys from across the firm, including several who have served as in-house counsel for health care companies. Our experience as members of organizations firmly planted within the health care network, coupled with the firm’s broad capabilities in related disciplines – including corporate, finance, tax, antitrust, ERISA, litigation, restructuring, intellectual property and biotechnology – make GT well positioned to advise our clients on virtually all facets of the industry.

We offer our clients the practical know-how that comes from firsthand experience working in their industries and in regulatory circles. Our Health & FDA Business Group co-chair served for 10 years as health policy director for the United States Senate Committee on Labor and Human Resources, drafting and interpreting many of the major health care laws enacted during the past 20 years, including the Patient Protection and Affordable Care Act (PPACA). Other members of our team have worked for the Department of Health and Human Services, as well as a variety of health care companies. For more information, please contact Mike McKinnon at mckinnonm@gtlaw.com and 949.732.6610 or please visit www.gtlaw.com.
Opus provided a $10,275,000 Credit Facility to Elite Care Sylven Park, LLC to refinance existing construction loans and provide flexibility for attaining stabilization

**OVERVIEW OF TRANSACTION:**
- Elite Care Sylven Park, LLC provides luxury assisted living residences to the senior population in the Pacific Northwest.
- Consisting of 3.3 wooded acres and consisting of two buildings with 60 rooms, the complex is connected via an interactive building link allowing easy movement among the various wings and outdoor areas.
- The developer and management companies, Elite Care, was formed in 1994 and operates three other facilities in the Portland, Oregon and Vancouver, Washington areas and continues to seek additional expansion opportunities.

**SIGNIFICANCE OF TRANSACTION:**
- Provided Sylven Park with an extended time horizon to complete the facility’s build out and lease up.
- Delivered flexibility and liquidity to Elite Care as it successfully transitions its Sylven Park facility from the construction and development phase of its business model and becomes fully operational.

**OPUS BANK’S ROLE:**
- Opus provided construction financing upon completion of construction and commencement of initial lease up, with the option for the HUD Berclair, that aligned the interests of all capital stakeholders in achieving the long-term strategy of providing a premier solution for the area’s elderly population.

Opus provided a $5,400,000 Credit Facility to TSL Curry Manor, LLC, operated by Tierra Senior Living, to refinance existing debt

**OVERVIEW OF TRANSACTION:**
- Tierra Senior Living is a long-term provider of memory care and general assisted living needs located near Portland, Oregon.
- Located within a historic residential mansion, TSL Curry Manor, LLC constructed with Tierra Senior Living, consists of 62 licensed beds, 47 of which are dedicated to higher-acuity memory care.
- Owned and operated by long-time local residents, Tierra Senior Living, LLC is a meaningful component of the Columbia River Valley and history.

**SIGNIFICANCE OF TRANSACTION:**
- Consolidated TSL Curry Manor, LLC’s existing debt and simplified its capital structure.
- Positioned the company with a higher degree of operating leverage and a predictable cost of capital.

**OPUS BANK’S ROLE:**
- Opus thoughtfully structured the credit facility to refinance all outstanding debt, significantly reducing the company’s monthly debt servicing costs.

Opus Bank provided a Credit Facility to Valley Healthcare Group to consolidate debt and provide working capital to support anticipated growth and potential acquisitions

**OVERVIEW OF TRANSACTION:**
- Valley Healthcare Group, operating as Valley Respiratory Services, Alliance Homecare, and ETA Homecare, provides respiratory medical equipment and services to patients in the greater Phoenix area.
- Since its formation, Valley Healthcare Group has won all of its bids submitted through Medicare’s Competitive Bidding Program.
- Valley Healthcare Group consolidated all outstanding debt and received a working capital line to facilitate its strong organic growth.
- During due diligence, Valley Healthcare Group asked for additional financing capacity and flexibility to accommodate potential acquisitions.

**SIGNIFICANCE OF TRANSACTION:**
- Simplified Valley Healthcare Group’s capital structure and positioned the business to be the premier Durable Medical Equipment (“DME”) provider in the Phoenix area.
- Included an accordion feature, which allows Valley Healthcare Group to take advantage of opportunities to realize synergies and market share gains through the consolidation of smaller competitors.

**OPUS BANK’S ROLE:**
- Opus provided a non-recourse capital structure, refinancing all outstanding debt, significantly reducing the company’s monthly debt servicing costs, and accommodating future organic growth and M&A activities.

**CONTACTS:**

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**OPUSBANK.COM/HEALTHCARE**
Orange County’s Answer To Back Pain

For patients experiencing back pain, or facing the potential need for major back surgery, first consider an appointment with Dr. Robert S. Bray, Jr. Within the safety and serenity of DISC Newport Beach, Dr. Bray’s custom designed outpatient surgery center, patients undergoing minimally invasive procedures return home the same day of surgery or after an overnight stay with attentive nursing care. Dr. Bray routinely performs procedures that are often associated with lengthy hospital stays and large open incisions with a minimally invasive, outpatient approach. His patients experience less post-operative pain, quicker recoveries, less soft tissue damage, less scarring and a significantly lower risk of infection than patients undergoing treatment for the same conditions in a hospital setting. Many complex spinal disorders can be effectively treated with a minimally invasive technique that targets the root of the problem, while preserving the surrounding areas.

Most importantly for patients, the minimally invasive approach allows less downtime and a rapid return to work, family and a dynamic lifestyle. Patients facing spinal surgery or who have been told they need an open, hospital-based spine surgical procedure are encouraged to contact Dr. Bray at DISC Newport Beach for a second opinion.

About DISC Sports & Spine Center

DISC Sports & Spine Center (DISC) is California’s premier medical group providing the full scope of spinal care, orthopedics, pain management and conservative treatments. DISC has set a new standard for high-acuity, minimally invasive spine surgery and arthroscopy in an outpatient setting, both safely and on a more cost-effective basis. In partnership with Surgical Care Affiliates (SCA), DISC operates state-of-the-art outpatient surgery centers in Marina Del Rey and Newport Beach, both of which have a zero MRSA infection rate. DISC, which accepts most major insurance plans, is also the official medical services provider for Red Bull and a proud partner of the Los Angeles Kings.

DISC’s surgical center focuses on meticulous cleanliness, benchmarking clinical outcomes, efficiency and patient safety. The center is equipped with a custom 100% HEPA air filtration system throughout the entire facility and next generation medical equipment. Beyond the technology, DISC Newport was created to cater directly to the patient experience. With comfortable family consultation rooms, and private overnight recovery suites, every detail is accounted for; from WiFi internet, flat screen televisions and gourmet food to ICU level monitoring and personalized nursing care. DISC is built to encourage patients and their families to experience a level of comfort and serenity atypical of the hospital environment. DISC maintains a 99% good to excellent patient satisfaction rating.

About Dr. Robert S. Bray, Jr.

As the first California neurosurgeon to devote his practice to minimally invasive spine surgery, Dr. Bray began his career at the forefront of the field and remains one of its pioneers. Having performed more than 10,000 successful surgeries, Dr. Bray has maintained a 95% focus on outpatient procedures, in stark contrast to the 20% national average. Committed to progress and development, Dr. Bray holds a wide variety of patents on many of the spinal implants and surgical instruments that he regularly utilizes. He has consulted directly with Zeiss to develop the operating microscope, the centerpiece of the modern outpatient surgical environment. Recognized by his peers, Dr. Bray has been named as a “California Super Doctor!” for three years consecutively. He was named by Becker’s ASC Review, a respected surgery center trade publication as one of the top 100 US spine surgeons, and was further awarded the 2013 leadership award for his noteworthy contributions both in his practice and his entrepreneurial influence on business and leadership.

Surgical Care Affiliates Partner with DISC to Improve Spine Care

Capitalizing on the growing consumer trend of outpatient surgery versus expensive, overnight hospital stays, DISC has formed a joint venture with SCA, a prominent surgical solutions and specialty surgical services provider. SCA has built a network of 178 surgical affiliates nationwide, including surgery centers, surgical hospitals, and hospital surgery departments, in 34 states. Both DISC and SCA are leaders in the advancement of outpatient surgery at a time when consumers are seeking solutions for rising healthcare costs without compromising quality.

As a result of the joint venture, SCA becomes a majority equity partner in DISC and will help evolve the business by providing daily management, while DISC—accredited by the AAHSC for clinical excellence—continues its day-to-day clinical operations. In turn, DISC will collaborate with SCA to design national benchmarking programs for outpatient care, drawing upon standards that have allowed the center to safely and successfully handle high-acuity cases in the outpatient setting with higher patient satisfaction, fewer complications and a zero MRSA infection rate.

In founding DISC, Dr. Bray set out to elevate the quality of sports and spine care, recruit and develop a strong network of physician practices, establish aligned investment strategies and deliver a leading-edge healthcare model. The joint venture gives DISC a platform from which to expand on that mission by leveraging SCA’s clinical, operating and financial systems and processes that have been proven to create measurable impact.

Pain Management & Chiropractic Care at One Location

Dr. Bray works alongside a multidisciplinary team of conservative care physicians that offer services from chiropractic and soft tissue manipulation to pain management. The vast majority of patients overcome pain and injury without the need for surgery. Dr. Bray’s treatment philosophy is always conservative first. Surgery is only considered after all conservative options have been exhausted or if the patient is experiencing an immediate neurological deficit such as numbness, tingling or motor improvement (symptoms that point to potential nerve damage).

About Dr. Bray

Dr. Bray demonstrates outpatient spine surgery to SCA’s CEO, Michael Rucker

Dr. Bray sees new patients weekly at DISC Newport Beach, working in conjunction with several full time physicians solely committed to Orange County. As part of DISC’s collaborative framework, Dr. Bray is able to act as an expert diagnostician, not only a surgeon, providing patients answers and relief most often without the need for surgery. The DISC model simplifies the patient experience. Working together, surgeons and conservative care specialists deliver patients highly attentive, consistently effective and individualized care. Constantly increasing the availability of top quality care, DISC has recently expanded its insurance network coverage, contracting several new policy plans. A resource to the Orange County community, Dr. Bray welcomes new patients to experience the benefits of his conservative, minimally invasive approach. Patients do not need to be referred by another physician. Self-referral is welcomed.

To schedule an appointment with Dr. Bray or learn more about DISC, call 949-985-7800 or visit www.discmedicalgroup.com. Follow DISC on facebook and twitter @discmd.