



## Eric J. Bonsall\*

Of Counsel

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Eric J. Bonsall focuses his practice on representing health care organizations and senior housing providers in acquisitions, divestitures, financings and contract negotiations.

Through the representation of for-profit and non-profit providers across the health care industry, Eric has devoted his career to assisting clients with navigating complex business transactions and ventures.

Eric's transactional work includes the representation of state, regional and national owners and operators of skilled nursing facilities, assisted living facilities, independent living facilities, home health agencies, institutional pharmacies, physician practices, physical therapy companies and hospitals in acquisitions, divestitures and financings ranging in value up to several hundred million dollars.

From preliminary deal discussions to post-closing obligations, Eric regularly counsels clients in all stages of long term care purchase, sale and lease transactions. This includes the preparation and negotiation of transaction agreements and closing deliverables, the coordination of the production and review of due diligence documentation and working closely with lenders, regulators, consultants and title companies in furtherance of closing. Understanding of the unique, industry-specific concerns faced by providers, Eric also frequently advises clients on regulatory issues incident to acquisitions, joint ventures, strategic alliances and changes of operator, including licensure, accreditation and Medicare/Medicaid enrollment and reimbursement issues.

Additionally, Eric has several years of experience representing long term care borrowers in HUD-insured financings, loan modifications and transfers of physical assets. Such experience includes the preparation of legal opinions and related deliverables and advising clients with respect to the HUD application and closing processes, HUD-prescribed forms and HUD operating requirements.

Eric also represents clients in commercial contract negotiations and has significant experience assisting clients with general corporate matters, such as entity formation, governance and compliance issues.

Prior to joining Baker Donelson, Eric was a partner at a boutique law firm in Cleveland, Ohio, engaged primarily in the representation of long term care providers.

### Representative Matters

- Represented numerous large chain and single-site buyers and sellers of skilled nursing facilities and assisted living facilities throughout Ohio and several other states.
- Represented numerous buyers and sellers in more than one hundred skilled nursing facility bed operating rights purchase, sale and lease transactions in Ohio.
- Represented entering operator in the sublease of five distressed HUD-insured skilled nursing facilities/assisted living facilities.
- Represented nationally-recognized health care system in the sale of a psychiatric hospital and the acquisition of two community hospitals and one psychiatric hospital.
- Represented two orthopedic physician practices in the restructuring of ownership and operations.
- Represented nuclear medicine imaging company in the sale of its business.

- Represented various institutional pharmacies in Ohio in sales of assets/equity to regional and national chains.
- Negotiated resolution of complex shareholder dispute in private duty home care company.
- Assisted large portfolio of HUD-insured skilled nursing facilities in connection with development of master lease structure and several HUD-insured financing transactions.
- Represented national senior housing provider in the acquisition of HUD-insured properties in Ohio, Mississippi and Minnesota.
- Represented sellers of home health agencies in Michigan and Ohio.
- Assisted non-profit long term care and developmental disability service providers in the development of various tax-exempt ventures in Michigan and Ohio.



## Education

- Case Western Reserve University School of Law, J.D., cum laude, 2003
  - Executive Editor, *Health Matrix: Journal of Law-Medicine*
- Binghamton University – State University of New York, B.S., Biological Sciences, 2000



## Admissions

- Tennessee (Pending)
- Michigan (2017)
- District of Columbia (2005)
- Ohio (2003)

\* Baker Donelson professional admitted to the practice of law in Ohio, Michigan, and the District of Columbia, Tennessee bar application pending. Practicing under the supervision of members of the Tennessee bar in good standing.