



Joseph Keillor*

Of Counsel

Baltimore | 410.862.1107 | jkeillor@bakerdonelson.com

Joseph Keillor represents health care clients in a broad range of transactional and regulatory matters.

Mr. Keillor is a health care attorney with deep experience in all phases of affiliations, mergers and acquisitions, including public, non-profit and for-profit clients. He regularly helps clients design and implement alignment strategies, including through developing Accountable Care Organizations (ACOs) along with a variety of other mechanisms.

Joseph serves as a trusted advisor to clients regarding compliance investigations, self-disclosures under the Self-Referral Disclosure Protocol (SRDP) and the structuring or restructuring of contractual arrangements to minimize regulatory risk. He also regularly advises clients regarding implications of changing payment models to their organizations, and strategies for adapting to such changing models while managing regulatory risks.

Mr. Keillor also provided dedicated leadership to The Health Project, Inc., a non-profit organization championing employer health promotion programs, where he served in a variety of capacities for over a decade.

Prior to attending law school, Joseph was an officer in the U.S. Air Force. In 2005, he served a tour of duty in Afghanistan. Joseph also served in the U.S. Air Force Reserve through 2011.

Representative Matters

- Worked on all phases of the acquisition of a large teaching hospital by another component of the academic medical center.
- Worked on primary transaction documents in connection with the sale of a psychiatric hospital.
- Worked on all phases of the divestment (by long-term lease) of a large municipal health system; subsequently, handled numerous follow-on matters such as a pediatric hospital and specialty orthopedic hospital arising out of the long-term lease.
- Drafted primary transaction documents and led diligence in connection with the acquisition through joint venture of a community hospital from a hospital district; subsequently, handled the follow-on acquisition of the hospital district's share in such joint venture.
- Worked on all phases of the private equity investment into a management company related to a 500-member multispecialty physician group.
- Worked on a leading health system's joint venture for the operation of an overseas, 700+ bed destination medical center.
- Worked on transition agreements in connection with the unwind of the multi-decade operating lease of a hospital.
- Worked on all phases of the sale of a region's largest cardiology practice.
- Led a large team of diligence reviewers in connection with the combination of two nationally renowned health systems with combined revenue exceeding \$10 billion.
- Worked on the acquisition of a majority ownership interest in a multispecialty ambulatory surgery center (ASC) by a leading regional health system.
- Drafted primary transaction documents and led diligence in connection with the acquisition of an ophthalmology practice, related ASC and optical shops.

- Led due diligence and assisted with other phases of the acquisition of a 200+ multispecialty physician practice by a leading health system.
- Drafted dozens of ancillary instruments and oversaw filings of 300+ licenses/permits in connection with the spin-out of a teaching hospital and faculty practice plan from its related university.
- Led due diligence and supported all phases of the acquisition of a two-hospital system by a leading regional health system.
- Represented the seller parties in connection with the private equity investment into a dermatology practice, related ASC and related ancillary businesses.
- Represented the buyer in connection with the private equity investment into a specialty laboratory being spun out from affiliated rehabilitation centers.
- Drafted all physician agreements (including professional services agreements, employment agreements, clinical leadership agreements, waiver initiative program agreements, etc.) for a health system pursuing a revised physician alignment strategy.
- Formed 12 Medicare Shared Savings Program Accountable Care Organizations and advised in the creation of related waiver initiatives.
- Handled 11 self-disclosures under the SRDP and countless additional regulatory assessments.



Professional Honors & Activities

- Member – American Health Law Association
- Member – American Bar Association, Health Law Section
- Member – St. Louis Area Health Lawyers' Association
- Baylor Ambassador – Baylor University
- Assistant Scoutmaster – Scouts BSA
- The Health Project, Inc. (2011 – 2021)




Publications


- "CMS Revises Medicare Shared Savings Program's Performance Benchmarking Methodology to Encourage Continued Participation by Current Accountable Care Organizations," *Payment Matters* (November 2022)
- "Proposed Updates to the Medicare Shared Savings Program's Performance Benchmarking Methodology" (August 2022)
- "CMS Requests Comments on Proposed Changes to Stark Law Self-Referral Disclosure Protocol Forms" (July 2022)
- "Public Health Emergency Declaration Extended Through Mid-October" (July 2022)
- "Public Health Emergency Set for Extension: Lack of Notice Implies Renewal through Mid-October" (May 2022)
- "Bracing for Impact: Most Recent Public Health Emergency Declaration Extension Establishes New Dates to Monitor" (April 2022)
- "Navigating Your Organization Through the Termination of COVID-19 Emergency Declarations" (March 2022)
- Co-author – "The Transformative Possibilities of the Value-Based Fraud & Abuse Reforms," *American Health Law Association (AHLA)* (January 2021)




Speaking Engagements

- "The End of the Covid-19 Public Health Emergency," St. Louis Area Health Lawyers Association (SLAHLA) Meeting (September 2022)
- "The Future of Accountable Care," SLAHLA (April 2021)
- "Stark Law Developments: Scope of Liberalizations and their Implications," Health Ethics Trust Best Compliance Practices Forum (October 2017)

- 
- ## Webinars
- Navigating Through the Termination of COVID-19 Public Health Emergency (PHE) and Other Emergency Declarations (August 2022)

- 
- ## Education
- University of Chicago, LL.M., 2011
 - Washington University School of Law, J.D., 2010, magna cum laude
 - Order of the Coif
 - *Washington University Law Review*
 - Baylor University, B.A., 2003, magna cum laude

- 
- ## Admissions
- Missouri, 2010
 - Illinois, 2011

* Baker Donelson professional admitted to the practice of law in Illinois and Missouri; not admitted in Maryland.