



Colin G. McCulloch

Member of the Firm

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COLIN G. McCULLOCH is a Member of the Firm in the Health Care and Life Sciences practice, in the firm's Washington, DC, office.

Mr. McCulloch:

- Advises clients on a variety of matters related to federal and state antitrust issues
- Provides corporate and regulatory advice to hospital systems on structuring traditional and non-traditional affiliation arrangements, including not-for-profit "conversions" and physician collaborations
- Advises clients on Medicare and Medicaid reimbursement issues
- Advises for-profit and not-for-profit health care clients, including hospitals, nursing homes, surgery centers, physician groups, and other provider organizations and businesses, on transactions and regulatory matters, such as licensing laws, HIPAA privacy requirements, and state and federal administrative matters
- Counsels for-profit and not-for-profit businesses on mergers, acquisitions, and joint ventures
- Drafts and negotiates managed care agreements, physician employment agreements, licensing agreements, and management services agreements

Prior to law school, Mr. McCulloch worked in health care finance as both a health care consultant (including as a Manager in the National Strategy practice of a major U.S. audit, tax, and advisory firm) and as a Chief Financial Officer (CFO) at a variety of for-profit and nonprofit hospitals. His advisory experiences have included physician acquisitions, corporate mergers, reimbursement matters, debt offerings, strategic planning, and corporate compliance. As a CFO, Mr. McCulloch was responsible for the overall financial management of the organization and for implementing corporate compliance policies; preparing for, and defending against, payor claims audits; issuing new debt; and acquiring physician practices.

Mr. McCulloch is a licensed (but inactive) certified public accountant in the State of Georgia.

Education

- University of Maryland School of Law (J.D.)
- Florida State University (B.A.)

Bar Admissions

- District of Columbia
- Virginia

Practice Areas

- Antitrust Counseling and Defense
- Government and Commercial Reimbursement
- Managed Care
- Mergers, Acquisitions & Divestitures
- Privacy and Security Law

Industries

- Health Care and Life Sciences Industry
- Investment Banks & Private Equity

Memberships

- American Bar Association
- American College of Healthcare Executives
- American Health Lawyers Association
- Health Care Financial Management Association

Case Studies

Epstein Becker Green Helps Finalize Key Step in Historic Merger of New Jersey Hospital Systems

Epstein Becker Green, as lead counsel, advised Barnabas Health, a seven-hospital system based in West Orange, New Jersey, on the health regulatory, organizational design, and corporate transactional aspects of a merger with Robert Wood Johnson, a New Brunswick, New Jersey-based system with four hospitals. In July 2015, these two leading health systems signed the definitive agreement that outlines the merger between Barnabas Health and Robert

Wood Johnson. Once complete, the transaction will create New Jersey's largest health care system—and one of the largest in the nation—to be known as "RWJ Barnabas Health." This combination would create a system with combined annual operating revenue of \$4.5 billion and 30,000 employees. The merger is expected to be completed in 2016.

The Epstein Becker Green team advising Barnabas Health includes John F. Gleason, Katherine R. Lofft, Leonard Lipsky, Patricia M. Wagner, Eileen D. Millett, Colin G. McCulloch, Amy F. Lerman, Serra J. Schlanger, Benjamin M. Zegarelli, Lindsay Borgeson, Shilpa Prem, and August Emil Huelle.

Epstein Becker Green Represents Medical System in Asset Purchase of St. Joseph's Medical Center in Maryland

On November 30, 2012, Epstein Becker Green client University of Maryland Medical System ("UMMS") signed an asset purchase agreement to acquire Saint Joseph's Medical Center ("St. Joseph's"), a 263-bed nonprofit, regional medical center located in Towson, Maryland, from Catholic Health Initiatives ("CHI"). UMMS also committed to capital improvements and programmatic development at St. Joseph's. The transaction took effect on December 1, 2012.

Epstein Becker Green's representation of UMMS in this matter included, among other things:

- providing assistance in due diligence;
- transitioning Saint Joseph's compliance efforts;
- counseling on antitrust matters and helping procure an early termination of the Hart-Scott-Rodino review period; and
- assisting in-house counsel in evaluating and negotiating disclosure schedules and transition matters.

The Epstein Becker Green team representing UMMS included Dale C. Van Demark, Jason B. Caron, Joel C. Rush, Dawn R. Helak, Patricia M. Wagner, Ross K. Friedberg, and Colin G. McCulloch.

Epstein Becker Green Closes Affiliation of County Hospital System with Community Health Network

Epstein Becker Green attorneys successfully closed the affiliation of Howard Regional Health System, a county hospital system based in Kokomo, Indiana, with client Community Health Network, Inc., one of Indiana's largest health care systems. The affiliation became effective on July 1, 2012, with Community Howard Regional Health, Inc., becoming the newest member of the CHNw Network of hospitals across central Indiana. Epstein Becker Green acted as transaction counsel.

The Epstein Becker Green team was led by Joel C. Rush and Katherine R. Lofft and included Daniel E. Gospin; Gretchen Harders; Julia E. Loyd; David E. Matyas; Colin G. McCulloch; Tamar R. Rosenberg; Dale C. Van Demark; Patricia M. Wagner; Dawn R. Helak; and Alan B. Wynne.

Epstein Becker Green Closes \$152 Million Sale of Health Care System

Epstein Becker Green attorneys successfully closed the sale of client Moses Taylor Health Care System, a hospital system based in Scranton, Pennsylvania, to Community Health Systems, Inc., one of the nation's largest for-profit hospital systems. The sale became effective on January 1, 2012. CHS agreed to pay the sale price of \$152 million and commit to, among other things, invest at least \$60 million in Moses Taylor's operations.

Epstein Becker Green acted as transaction, regulatory, and antitrust counsel.

The Epstein Becker Green team was led by Doug Hastings and Dale C. Van Demark and included George B. Breen; Michelle Capezza; Jason B. Caron; Tanya Vanderbilt Cramer; Ross K. Friedberg; J. Andrew Lemons; Stephanie G. Lerman; Katherine R. Lofft; Julia E. Loyd; Kara M. Maciel; David E. Matyas; Colin G. McCulloch; Jonah D. Retzinger; Tamar R. Rosenberg; Joel C. Rush; Jordan B. Schwartz; Patricia M. Wagner; Dawn R. Helak; and Alan B. Wynne.