



→ Leonard Lipsky

Partner
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Leonard Lipsky is a partner in the Corporate Practice Group in the Healthcare Team in the firm's New York office.

Areas of Practice

Leonard provides strategic advice to health care providers and investors in the health care industry in the rapidly changing health care marketplace.

Regulatory Health Care

- Advises investors in health care businesses on compliance with the corporate practice of medicine and related structuring options and considerations
- Offers insight and strategies with forming clinically integrated networks and contracting under innovative risk sharing payment models, including for accountable care organizations (ACOs), management service organizations (MSOs), independent practice associations (IPAs), physician-hospital organizations (PHOs), and care coordination and population health management companies
- Advises clients of New York State and federal legislative and regulatory trends and policy developments
- Counsels clients in health regulatory compliance matters, including self-referral (Stark Law), anti-kickback, and fee-splitting

Transactional Health Care

- Advises health care providers, including health systems, hospitals, ambulatory surgery centers (ASCs), nursing homes, long-term care facilities, and home health companies—and the financial institutions investing in health care companies—on the planning, structuring, and negotiation of health care transactions (mergers, acquisitions, and joint ventures), business arrangements, and strategic partnerships, including transactions involving health systems, IPAs, ACOs, care coordination and population health management companies, long-term care facilities and agencies, and venture capital and private equity investors
- Counsels clients on for-profit and not-for-profit governance considerations, including preparation of governing documents (shareholder agreements, bylaws) and provides real-time advice to clients through participation on board and shareholder meetings

Leonard is a frequent speaker and author on legal issues in the changing health care environment. He has been a recurring guest lecturer at Cornell Tech, co-teaching a course on Digital Health Law on the topic of fraud and abuse (Anti-kickback/Stark).

Honors

Award of Excellence in the Study of Health Law from the American Bar Association's Health Law Section and the Bureau of National Affairs, Inc.

New York Metro Rising Stars, Health Care, 2013-2018

Recommended by *The Legal 500 United States* in the area of Healthcare: Health Insurers, 2017 and 2018

Experience

Recent Representations

Leonard provided advice to:

- An IPA in the sale of its Medicare Advantage line of business
- A long term care system in its acquisition of a financially distressed skilled nursing facility
- Private equity firms investing in dental practice management companies that supply services to dental practices on the East Coast
- A private equity firm investing in the veterinary medicine space throughout the United States
- Private equity firms investing in home care and home health services agencies
- Barnabas Health, a New Jersey hospital system in connection with its merger with Robert Wood Johnson, creating New Jersey's largest health care system—and one of the largest in the nation—now known as "RWJ Barnabas Health"
- The MemorialCare Health System in the formation of a first-of-its-kind direct-to-employer ACO to serve the health care needs of employees (and their dependents) of The Boeing Company in Southern California
- A hospital system on structuring a new care coordination program at the hospital in a manner that complies with regulatory requirements and meets business needs
- A hospital system in its acquisition of two health care systems in the northeastern United States
- The merger of two not-for-profit organizations that serve individuals with intellectual and developmental disabilities (IDD)

* Includes some matters prior to joining Sheppard Mullin

Memberships

American Health Lawyers Association

New York State Bar Association

Practices

Corporate

Healthcare

Investment Management

Mergers and Acquisitions

Private Equity

Industries

Healthcare

Life Sciences

Private Equity

Education

J.D., St. John's University School of Law, 2008

B.A., New York University, 2005, *cum laude*

Admissions

New Jersey

New York

U.S. District Court, District of New Jersey

Languages

Russian