



Regina Trainor
Of Counsel

T: 310.432.8487
F: 310.203.2727

rtrainor@nelsonhardiman.com

Admissions

State Bar of California
State Bar of New York

Education

John's University School of Law, J.D., *magna cum laude*
Adelphi University, B.A.

PROFILE

A healthcare attorney and member of the firm's transactional practice, Regina Trainor brings more than 24 years of experience negotiating complex healthcare business transactions. She adeptly navigates the myriad aspects of hospital and other healthcare operations, finance and regulatory compliance essential to mergers, physician practice acquisitions and cutting-edge initiatives driving successful business ventures in the healthcare and life sciences arena.

A Keen Understanding of Healthcare Infrastructure

Regina's focus on the foundational elements of due diligence has given her a keen understanding of healthcare infrastructure, with a particular emphasis on high-risk areas such as claims payment and finance. Regina's foundational skills in contract analysis and standardization, regulatory compliance, and the detection of provider fraud and abuse stand her in good stead when collaboratively negotiating win-win healthcare transactions. When necessary, Regina wields her knowledge of the Stark Law and federal Anti-Kickback Statute to advise clients on transactional risks and litigation defense, including False Claims Act whistleblower lawsuits.

Well-Versed in Medical Staff Bylaws

Regina's decades of experience with the legal issues of the large multi-hospital systems includes the complex ethical and performance standards and related employment issues of medical staff bylaws. Leveraging this knowledge, she developed an infrastructure for the acquisition of physician practices and deployed physicians and hospital personnel to other hospitals during the rebuilding of a large medical center in the aftermath of Hurricane Sandy, and acquired over 170 ambulatory practices in the course of her career.

Embracing the New Reality of Healthcare

Throughout her career, Regina has been involved in cutting-edge initiatives focused on the redesign of patient care delivery. Attune to the new reality of healthcare, she embraces new technologies, new models of care delivery, and medical breakthroughs that expand outpatient possibilities within and beyond traditional hospital environments.

Bringing Deep Experience to Nelson Hardiman

Regina began her career at the Catholic Medical Centers of Brooklyn and Queens, one of the first multi-hospital systems in New York. During her tenure there, she led the team that created Fidelis Care New York (Fidelis), the first Medicaid managed care program in the state. Regina went on to become Chief Legal Officer/Corporate Compliance Officer for Fidelis. Her subsequent positions at Northwell Health and NYU provided further leadership opportunities, innovating a model bundled payment program, developing system-wide clinical care initiatives, and facilitating receipt of a \$7M federal grant to help physicians improve the quality of outpatient care while reducing costs.

Life Outside the Firm

Regina decided to become an attorney at the age of six, and nothing outdistances her passion for the law. She strikes a balance through her love of running and her steadfast commitment to family life. Combining the best of both worlds, Regina's son follows in her footsteps by attending law school at UCLA.

EXPERIENCE

Representative Experience

- **Acquisition** Acquired in excess of 170 physician practices, ambulatory surgery centers, and diagnostic and treatment centers.
- **Acquisition/Due Diligence** Part of a team involved in all aspects of due diligence for the acquisition of Lutheran Medical Center by NYU.
- **Negotiation/Due Diligence** Negotiated and conducted due diligence for the acquisition of Center Care, a large Medicaid managed care plan.
- **Negotiation/Due Diligence** Negotiated and conducted due diligence with regard to physician employment/independent contractor arrangements when Northwell Health acquired Lenox Hill Hospital.
- **Entity Formation** Instrumental in NYU's obtaining approval to operate in a free-standing emergency department following the closure of Long Island College Hospital.
- **Innovative Legal Structure** Developed an infrastructure for the acquisition of ambulatory physician practices. To ensure compliance with the Stark law, Anti-Kickback statute and IRS Intermediate Sanctions, developed a sophisticated system of analyzing and documenting fair market value for physician compensation.
- **Innovative Legal Structure** Developed the first Electronic Health Record Subsidy program in the country for Northwell Health, allowing Northwell to pay 85% of voluntary physician's costs associated with the implementation of an electronic health record. Implemented a similar program at NYU. The purpose of the programs was to provide information based on best practices and monitor compliance. The NYU program, with 95% participation, provides the infrastructure to develop NYU's clinically integrated network.
- **Innovative Legal Structure** Part of a team that developed care coordination initiatives and evidence-based clinical standards that resulted in the IPA being deemed a clinically integrated network, allowing the IPA to negotiate managed care contracts and provides a platform for ensuring high-quality patient care and continued geographic expansion.
- **Hospital Bankruptcy & Sale** Lead regulatory counsel to a large health system in its Chapter 11 bankruptcy case, the largest hospital bankruptcy in U.S. history. The matter has involved corporate and regulatory support for the system's day-to-day operations as well as extensive regulatory work on the sale of the system's six hospitals, including counsel regarding California attorney general conditions and approval process.