

Andrew N. Meyercord

Partner

Chair of the Transactional Department and Board Certified in Health Law by the Texas Board of Legal Specialization, Andy is an experienced dealmaker and advisor for healthcare clients in a wide range of transactions and corporate matters, with a primary focus on mergers and acquisitions and ongoing representation of hospitals, clinically integrated networks and hospital-physician affiliations and alignments. His clients also include for-profit and nonprofit healthcare providers, entrepreneurs, an organ procurement organization and major physician practices and networks.

Since joining Gray Reed in 1994, Andy has helped the firm build a comprehensive healthcare practice dedicated to staying ahead of the market and serving the diverse needs of clients in Texas and throughout the country, including outside general counsel representation, corporate structuring and governance, strategic transactions, regulatory and compliance matters, litigation, government investigations plus much more. With deep talent and experience available in the healthcare section and across the entire firm, Andy can ensure that clients receive exceptional representation in every aspect of their businesses.

Experience

Physician Organization

- Represented several primary care practices in their merger into a single multi-office practice.
- Represented a 45 physician practice in its expansion to 120+ physician group and subsequent acquisition by a health system.
- Represented a primary care group in its acquisition by a non-profit health system and the system's development of a physician practice organization.



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Industries
Healthcare

Practices
Healthcare

Education
J.D., Southern Methodist University
Dedman School of Law (1975)
B.A., Dartmouth College (1971)

Bar Admissions
Texas

- Represented a multi-specialty clinic in its sale to a health system.
- Represented a health system in its acquisition of a large physician cardiology practice.
- Represented a cardiology practice in its expansion to a multi-office nationwide practice and organization, funded and operation of a private equity-funded management company.
- Represented the surviving multi-specialty practice in the merger of several independent medical clinics in Arkansas.
- Represented a 10 provider primary care practice in its sale to a for profit hospital.
- Represented a radiology practice in its sale to a practice management company.
- Represented a radiology practice in its merger into a large independent radiology practice.
- Represented the surviving entity in the merger of several urology practices.
- Represented a urology practice in its withdrawal from a health system's practice.
- Represented a multi-specialty clinic in its acquisition by a private equity-funded practice management company.
- Represented an ophthalmology practice in its acquisition by a private equity-funded practice management company.
- Represented a 26 physician orthopedics group in its sale to a private equity-funded management company.
- Represented a neurosurgery group in its sale to a practice management company.

Physician Contracting and Regulatory Matters

- Represented physicians in the development of single specialty independent practice association for value based and capitated contracting including urology, cardiology, neurological, ophthalmology, general surgery and otolaryngology.
- Represented a health system in the development of a multi-specialty independent practice association.
- Represent several clinically integrated networks focused on value-based contracting.
- Represent a clinically integrated network in its development of an accountable care organization.
- Represented a management company in its value based contracting and data aggregation on behalf of a CIN.
- Represented an ENT specialty independent practice association in its development and subsequent expansion into a 200 ENT physician statewide network.
- Represent a group purchasing organization in its formation, operation and contracting.
- Represented an employer group purchasing organization in its successful request for an advisory opinion from the Federal Trade Commission.
- Represent a management company organized for the primary purpose of managing clinically integrated networks in its hospital and physician contracting and syndication of ownership interests in the management company.

Hospital Representation

- Represented a specialty hospital in a favorable advisory opinion request that it was “under arrangement” for purposes of the “whole

hospital” exception under the State Law.

- Represented a physician owned hospital in its successful request to expand under the whole hospital exception to the State Law.
- Represented 3 rehabilitation hospitals in their syndication of ownership interests and development of the hospitals.
- Represented a physician owned hospital in its acquisition of a controlling ownership interest in another physician and hospital.
- Represented a hospital management company in its acquisition of a controlling interest in a hospital in Oklahoma.
- Represented a hospital in its sale of a controlling interest to a national hospital management company.
- Represented a hospital development company in its development of 4 physician-owned and acute care hospitals including the financing, development and syndication of ownership interests.
- Represented a hospital in its expansion including a \$120 million credit facility.
- Represented a hospital in its long term lease of a hospital facility.
- Represented a hospital in its successful request for a waiver of the emergency department requirements in Texas.
- Represented a hospital in the development of a hospital/physician joint venture whose purpose was the development and operation of a radiation center.
- Represented a hospital in the development and operation of a cath lab joint venture.
- Represented a hospital in the development of a heart hospital.
- Represented a health system in the development of a multi-office joint

venture for the treatment of cancer.

- Ongoing representation of hospitals in medical staff issues including medical staff bylaws, credentialing policies and peer review proceedings.
- Ongoing representation of hospitals in compliance issues.

Other Matters

- Represent the developer of assisted living/department facilities, including financing, operations and the syndication of ownership interests.
- Represented a non-profit hospice in its formation, licensing and operations.
- Represented a home health agency in its acquisition of other home health agencies.
- Represented an assisted living facility in its sale to a national senior care managed company.
- Represented an organ procurement organization in its merger with another organ procurement organization.
- Represented a physical therapy company in its acquisition of eight physical therapy centers.
- Represented a hospital in its development of an outpatient physical therapy department.
- Represented a health system in its acquisition and organization of a joint venture for the purpose of operating a diagnostic imaging company with numerous locations.
- Represented a hospital in its development of a physician joint venture/diagnostic imaging center.

- Represented physicians in the development of an ambulatory surgery center and subsequent sale to a national surgery company.
- Represented a multi-office diabetics treatment facilities.
- Represented a dialysis provider in its acquisition by a hospital.
- Represented ophthalmology groups in the development of a physician-owned management company.
- Represented a physician/hospital joint venture in the development of an ambulatory surgery center.

Press Releases

- “Two Gray Reed Attorneys and Healthcare Practice Recognized in the Chambers USA 2019 Legal Directory” (April 25, 2019)
- “Two Gray Reed Attorneys and Healthcare Practice Recognized in the Chambers USA 2018 Legal Directory” (May 3, 2018)
- “Gray Reed Recognized in the Chambers USA 2017 Legal Directory” (May 26, 2017)
- “Gray Reed & McGraw Announces Executive Management Changes”, Tom Rhodus Steps Aside After 26 Years of Service (May 11, 2016)
- “Andy Meyercord Listed in “Who’s Who in Healthcare””, By Dallas Business Journal (November 19, 2012)
- “Kidney Foundation Presents Gift of Life Award” (March 9, 2012)
- “Andy Meyercord Awarded 2010 TAHSA Board Leadership Award” (March 4, 2010)

Speeches and Presentations

- “What Ever New Practitioner Should Know”, UT Southwestern

Urology Residents & Fellows (January 24, 2017)

- “Economic Credentialing and Peer Review Considerations with Value Based Performance Organization”, National Association of Medical Staff Services: 39th Educational Conference & Exhibition (October 7, 2015)
- “The Public Policy of Mobile Health: What You Don’t Know Can Hurt You”, Mobile Health Expo (October 19, 2010)

Honors

- Recognized as one of the leading healthcare lawyers in Texas by *Chambers & Partners USA: America’s Leading Lawyers for Business* (2017 – 2019)
- Selected by his peers for inclusion in Woodward/White, Inc.’s *The Best Lawyers in America* in the fields of Corporate and Health Care Law (2008 – 2020)
- Named a “Super Lawyer” by Texas Super Lawyers (a Thomson Reuters company) as published in *Texas Monthly* (2005 – 2019)
- Selected as a Best Lawyer in Dallas by *D Magazine* (2013 – 2014, 2017 – 2019)
- Selected for “Who’s Who in Healthcare” by the *Dallas Business Journal* (2012)
- Presented with the 2010 Texas Association of Homes and Services for the Aging Board Leadership Award
- AV Preeminent® rated (the highest possible Martindale-Hubbell Peer Review Rating designation)

Organizational Involvement

- Board of Directors, American Bank of Commerce

- Texas Board of Legal Specialization, Health Law, Exam Commission, member
- State Bar of Texas (Health Law Section),
- Dallas Bar Association
- Mediator, American Health Lawyers Association
- Adjunct Professor, University of Dallas Graduate School of Management, MBA Program in Health Services Management (1992 – 1997)
- Board of Directors, Presbyterian Communities & Services, Chairman of the Board of Directors, (2008 – 2017)
- Member of the Dartmouth Lawyers Association
- Board Member, North Texas Chapter of the National Kidney Foundation
- Fellow – Dallas Bar Foundation