

BuckheadFMV.com

BuckheadFMV is a consulting and appraisal firm focused on the healthcare industry. We provide business and asset appraisals and valuation consulting advice to healthcare providers. We specialize in fair market value opinions for physician compensation and assessments of financial arrangements between hospitals and doctors. BuckheadFMV also researches prices paid for physician and other healthcare-related professional services throughout the U.S. Our findings are used to develop market studies and research reports, which we make available to our clients and the healthcare industry.

Business Valuations

Healthcare companies need business valuations for a variety of reasons, including buy-ins and buy-outs, mergers and acquisitions, regulatory and compliance requirements, financial reporting, joint ventures, shareholder transactions, and divestitures. Our valuation services can be extremely useful to business owners or prospective buyers in these situations, helping them understand the value of a business's tangible and intangible assets and keeping them informed as they navigate their way through the negotiation process.

BuckheadFMV's business valuation consultants are experienced in the financial and operational issues facing healthcare companies. We are knowledgeable about the laws and regulations that govern financial transactions involving healthcare organizations, and our appraisal reports are often used to help document compliance with the Stark Law, the Anti-Kickback Statute, and IRS regulations.

Experience

Accountable Care Organizations
Ambulatory Surgery Centers
Behavioral Health Companies
Cancer Centers
Clinical Laboratories
Diagnostic Imaging Centers
Dialysis Centers
Home Health Companies
Hospices

Hospitals
Medical Spas
Physical Therapy Center
Physician Practices
Radiation Oncology Centers
Rehabilitation Hospitals
Sleep Centers
Specialty Hospitals
Urgent Care Clinics



Asset Appraisals

Appraisals of furniture, medical equipment, office equipment, medical records, and other selected assets in healthcare facilities

Reports specifically tailored to healthcare acquisitions and documentation of compliance with the Stark Law and other healthcare regulations

Detailed lists of assets with descriptions, quantities, conditions, and appraised values



Physician Compensation Consulting & Fair Market Value Opinions

BuckheadFMV provides consulting assistance and fair market value (FMV) and commercial reasonableness opinions for a wide range of financial arrangements entered into by physicians, hospitals, and other healthcare entities. Most often, our reviews are used to help ensure that compensation arrangements comply with the Stark Law, the Anti-Kickback Statute, and other regulations governing transactions in the healthcare industry.

FMV must be determined on a case by case basis by looking at the facts and circumstances of a proposed deal as well as the relevant market for the services or products being provided. Whether we are issuing an opinion related to the employment terms being offered to a single physician or reviewing a hospital service line management arrangement, we provide our client with a comprehensive review that incorporates the most current market data available and is supported by our specialized knowledge and extensive expertise in the industry.

Our staff specialize in healthcare valuation and physician compensation. We are members of and certified by recognized professional valuation associations. Our collective experience includes consulting and valuation work involving nearly every physician specialty and many different types of healthcare businesses.

Experience

Block Leasing
Call Coverage Arrangements
Clinical Co-Management Agreements
Consulting Services
Employment Agreements
Hospital-Based Specialties
Lithotripsy Services
Management Services Arrangements
Marketing Services
Medical Directorships
Meeting Attendance
Mid-level Supervision
Non-monetary Compensation
Part A Pathology
Patient Centered Medical Homes
Perfusion
Physician Recruitment Incentives
Professional Interpretations/Reads
Quality Incentives
Shared Savings Distribution
Space, Equipment, and Staff Leasing

Darcy Devine, ASA, CVA



CONTACT

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Education
Emory University, Goizueta School of Business, BBA in Finance, 1996
University of Georgia, Terry College of Business, MBA, 2004

Certifications
National Association of Certified Valuators and Analysts, CVA
American Society of Appraisers, Accredited Senior Appraiser, ASA

Experience
Twenty years of experience in the valuation of healthcare assets and services

Publications & Articles

BVR/AHLA Guide to Healthcare Industry
Finance Chapter 37, Valuing Pathology
Services

BVR/AHLA Guide to Healthcare Industry,
Compensation and Valuation Chapter 42,
Choosing the Best Survey for a Physician
Compensation Market Study

ABA The Health Lawyer, Paying Physicians
for Attending Meetings: Recent Litigation
and Assessment Tools

HCCA Compliance Today, Employed
Physician Compensation: Expense or
Investment?

BFMV Pricing Estimates

Fixed Asset Appraisals - Desk Reviews (No Site Visit)
<250 Items \$500-\$2,500
250-500 Items \$2,500-\$4,500
>500 Items +\$4,500+

Fixed Asset Appraisals - On-Site Inventories
<3,000 sq ft \$2,500-\$3,500
3,000-5,000 sq ft \$3,500-\$5,500
5,000-10,000 sq ft \$5,500-\$7,500
>10,000 sq ft \$7,500+

Fair Market Value Opinions
Employed Physician Compensation, Medical Directorships \$3,500-\$4,500
PSA Agreements, Subsidy Arrangements, Management Agreements \$4,500-\$7,500
Multiple/Complicated Transactions, Wrap-Around Opinions with Commercial Reasonableness Analyses \$7,500+

Business Valuations
<\$10M Revenues \$7,500-\$9,500
\$10-\$50M Revenues \$9,500-\$12,500
>\$50M Revenues \$12,500+

Physician Compensation Consulting, Due Diligence and Transaction Assistance
\$300 / Hour