





**2011 Skilled Nursing Investment Forum • March 8-10, 2011 • Hyatt Regency Century Plaza Hotel**  
**Case Studies for Modernization: Keeping Up With the Times the Old - Fashioned Way-  
 With Ingenuity, Not Money**

*Wednesday, March 9, 2:00 p.m. – 3:30 p.m. – Constellation 2*

**SPEAKER BIOS**

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	<p><b>Dan Biron (Moderator)</b></p> <p>Managing Director - National Director of Healthcare Programs          Lancaster Pollard          45 Rockefeller Plaza, Suite 2044          New York, NY 10111          Phone: (212) 332-3456          Fax: (614) 224-8805          Email: dbiron@lancasterpollard.com</p>	<p>Dan Biron has over 20 years of health care finance experience, including 16 years in various finance capacities with national nursing home operators. His extensive background in health care operations brings a unique perspective to his position as Managing Director of Lancaster Pollard Mortgage Company’s health care programs. Mr. Biron is responsible for overseeing the firm’s platform of services, including HUD mortgage programs, U.S. Department of Agriculture programs, and Fannie Mae programs. He also is responsible for facilitating loan origination and developing new financing options to ensure providers have access to the most creative and appropriate solutions. Prior to joining Lancaster Pollard Mortgage Company, Mr. Biron was a Director in the Real Estate, Finance and Securitization Group of Credit Suisse. As a health care lending specialist, he originated and structured fixed and floating-rate conduit loans for a variety of senior living and health care facilities. He has been responsible for over \$3 billion in loan closings and more than \$2.5 billion in securitizations. As a Senior Vice President of Administration for Life Care Centers of America, a long-term care provider with 300 facilities nationwide, Mr. Biron oversaw a \$500 million bridge financing to HUD, the first of its kind in the HUD health care finance arena. Mr. Biron holds a bachelor’s degree in accounting from Northeastern University.</p>
	<p><b>John Elliot</b></p> <p>President          AMFM, Inc.          240 Capital Street, #500          Charleston, WV 25301          Phone: (304) 344-1623          Email: jelliot@amfmwv.com          Assistant: Kristy Dickens          Email: kdickens@amfmwv.com</p>	<p>John Elliot is the owner of AMFM, LLC, a long-term care provider comprised of eleven skilled nursing facilities in rural West Virginia. After earning a degree in architecture from Kent State University, John began his professional career as the owner of an architectural firm primarily engaged in the design of nursing home facilities. After recognizing a need for nursing home services throughout West Virginia, he migrated from building and design to ownership. In 1982, John and his wife Fonda, a registered nurse, founded AMFM with the mission of providing excellence in quality care by providing an environment that enhances personal growth, individuality, dignity and respect. Today, AMFM employs over 1,000 West Virginians and provides care for over 800 patients. Under John’s leadership, AMFM is the largest privately held multi-facility nursing home company in the state of West Virginia. In a market that is funded over 75% by Medicaid reimbursement, John has provided the vision and the financial structuring required to keep AMFM on the cutting edge of technology, innovation and quality. Six of the AMFM facilities have received the National Quality Award of the American Health Care Association, a program based on the core values and criteria of the Malcolm Baldrige National Quality Award. In the last two years, ten of the eleven AMFM facilities were ranked in the top 10% in the nation for customer and workplace satisfaction. His success as an owner has led him to advocacy roles for the patients and employees of West Virginia’s nursing homes on both the state and national levels, including President of the West Virginia Health Care Association and Secretary of the American Health Care Association. In 2010, John was recognized as a recipient of the State Journal’s prestigious ‘Who’s Who in West Virginia Business’. John serves on the Board of Directors for City National Bank, a \$2.7 billion financial institution headquartered in West Virginia, a position he has held since 2007. He is also a board member of the West Virginia Symphony Orchestra and the YMCA of Kanawha Valley.</p>




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	<p><b>John P. O'Brien, Jr.</b></p> <p>President-Chairman Grace Healthcare, LLC 7201 Shallowford Road Chattanooga, TN 37421 Phone: (423) 400-6076 Fax: (423) 308-1834 Email: <a href="mailto:jpobrienjr@aol.com">jpobrienjr@aol.com</a> Assistant: Holly Hooper Email: <a href="mailto:hollyh@gracehc.com">hollyh@gracehc.com</a></p>	<p>John P. O'Brien, Jr. has significant experience in the acquisition, financing and operation of skilled nursing and assisted living facilities. In 1984 he began his career in the accounting department at Life Care Centers of America, Inc., while obtaining his CPA license. Mr. Preston, the sole-shareholder of Life Care, noticed John's work ethic and asked him to become his personal asset manager in 1987. During the next seven years, he oversaw the Treasury, Asset Management, Finance and Investor Services departments. In this capacity he monitored the performance of each facility and was responsible for the overall cash flow of Life Care and the individual facilities. He also managed the company's debt portfolio of approximately \$1 billion. In 1993, Mr. Preston desired to improve the management company's results by serving as President and Chief Executive Officer, appointing John as the Executive Vice President. In this role, the company's Chief Operating Officer, Chief Financial Officer and General Counsel reported to John who worked directly with senior management to enhance company operations. During the next two years the company enjoyed substantial operational and financial improvement. As a result, in 1995 Mr. Preston appointed John President and Director of Life Care. As President, John was responsible for the overall success of Life Care. During his tenure he developed strategic goals and implemented operational plans to achieve the vision of the company. He led in the implementation of the Prospective Payment System, brought the therapy program "in-house" (hiring in excess of 2,700 therapists), initiated a long-term care pharmacy operation, which yielded proceeds in excess of \$50 million when sold. Life Care is the largest privately owned long-term care company in the country. During John's tenure, the company owned/managed 240 facilities with over 27,000 employees and revenues in excess of \$1.4 billion. In June, 1999, John left Life care to pursue his desire to build his own company. Shortly thereafter, Mr. Byron DeFoor recruited John to assist in the operation of six healthcare facilities and partner with him on future acquisitions and developments. In this role, he assisted in the operation of the Grace facilities while assembling a quality team of operators, many of whom were acquaintances from his years at Life Care. During the next seven years, he acquired an interest in 23 skilled nursing facilities. He currently serves as Chief Executive Officer of Grace Healthcare, LLC, which manages a total of 30 healthcare properties across the country. As a result of their ownership and management of nursing homes, John and two partners, Chuck Jabaley and Byron DeFoor, recognized the opportunity to provide financing to the long-term care market. They raised the majority of equity to start two mezzanine funds totaling \$220,000,000, along with two first mortgage funds with over \$200,000,000 of assets. These financing vehicles have been very successful in providing capital to small regional operators. The funds are managed by an experienced group of investment bankers who also participate in the ownership of the funds. John utilizes his diverse experience in this industry to assist in the underwriting process of each investment and serves on the credit committee of the various funds.</p>
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	<p><b>Renee' Pruzansky</b> Chief Operating Officer AristaCare Health Services 51 Cragwood Rd South Plainfield, NJ 07080 Phone: (908) 315-3422 Email: renee@aristacare.com Assistant: Danielle Bennett Email: danielle@aristacare.com</p>	<p>Renee' boasts an illustrious healthcare background encompassing operations, marketing, sales, and public relations for the past 15-plus years. Renee's ability to network with key decision makers and physicians has her well positioned in the healthcare market. Her unique approach in creating, developing and implementing niche, innovative, and creative healthcare programs, is what distinguishes AristaCare from its competitors. Among the many successful programs Renee' developed are the CARF accredited Stroke Recovery Program, Cardiac Boot Camp (A Subacute Cardiac Conditioning and Education Program), specially licensed Spinal Cord Injury Program, Healthy Healing Wound Care Program, Peritoneal Dialysis Program, Alzheimer's/Dementia Program, Indian and Hispanic Cultural Programs, etc. Her track record in public relations and high impact marketing events brings the success and results demanded in this fast paced industry. Renee's in-depth understanding of information technology, combined with her aptitude for methodical statistical analysis, has been the driving force behind the development and implementation of AristaCare's proprietary database software, which has been key to the tremendous admissions and census-building success for which she is famous. Renee sets the highest standards of care imaginable, through her legendary operating style of tireless commitment to perfection and unyielding drive for continuous improvement. Her insatiable creativity and innovation, combined with her passion for top notch patient care is what results in the well earned, high caliber AristaCare reputation. Previously, Renee worked at Nextron, a class 1000 commercial compounding pharmacy, as Director of Marketing and New Business Development for 8 years. She opened many new avenues of business for the company and diversified the opportunities. Her success was measured by a 550% increase in net profits for the company. Renee started her career opening a company providing Part B supplies to the Long Term Care industry. Its success continues until today based on the strong foundation that she laid.</p>
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