

# Prince George's County Hospital Authority

## MEMORANDUM

To: Members of the Public

From: Prince George's County Hospital Authority

Date: May 21, 2009

Subject: Expressions of Interest in Purchasing the Health Care System in Prince George's County

### Members:

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The purpose of this memorandum is to update the public on the status of the Prince George's County Hospital Authority's procurement process.

In August 2008, the Authority hired Alvarez & Marsal, a nationally-recognized health care consultant firm with extensive experience in facilitating all aspects of hospital systems sales, to assist the Authority in the valuation, marketing, and issuance of the Request for Proposals for the health care system. Alvarez & Marsal marketed the system to a broad range of over 80 potential bidders, including major for-profit and non-profit entities. The Authority directed the consultants to conduct specific marketing towards health care entities operating in the Maryland region.

Despite the recent economic downturn, there are nine entities that have expressed interest in purchasing all or part(s) of the health care system. Entities that have expressed interest in purchasing something less than the entire system will be encouraged to explore partnering opportunities. As mandated by legislation, the Authority will not transfer any part(s) of the healthcare system without having purchasers for all parts of the system.

The nine entities that have expressed interest in purchasing all, or part(s), of the system are:

1. Anne Arundel Medical Center
2. Children's National Medical Center
3. Dimension's Healthcare System
4. HealthSouth Corporation
5. Physicians Group of Laurel, LLC
6. Rockledge Realty Partners, LLC
7. Solomon Eye Associates
8. Southern Maryland Hospital Center
9. Washington Adventist Hospital

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Each of the entities named above has been through an initial review process to determine the adequacy of its financial resources and management experience. The Authority, over the next sixty to ninety days, will enter a period of final negotiations with the goal of having firm bids for the transfer of the system by August 1, 2009.

Members of the Authority are delighted that the Prince George's County Hospital Authority has reached this point in the process of ensuring a long-term, comprehensive solution for the Prince George's County health care system.

If you have any questions or concerns, please contact the Hospital Authority by e-mail at [PGCHospAuth@aol.com](mailto:PGCHospAuth@aol.com).

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