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## 2022 Health Care Program

# **Economic Overview of the Health Care Industry: What Are the Experts Seeing in Health Care Today, and How Has This Changed Since 2021?**

**Buffey E. Klein, Moderator**

Husch Blackwell LLP | Dallas

**Apryl Childs-Potter**

Nashville Health Care Council | Nashville, Tenn.

**Alan Litt**

Greystone Monticello LLC | New York

**David Tyler**

Grant Thornton LLP | Atlanta

# ABI Health Care

Economic Overview:  
What Are Experts Seeing in Health Care Today,  
and What's Next

## Post-Pandemic Reality 2021-2022

### 2020-2021

- PPP
- Payroll Tax Deferral
- Medicare and Medicaid Advances, COVID-19 Accelerated and Advance Payments, COVID-19 Claims Reimbursement to Health Care Providers
- Provider Relief Fund
- American Rescue Plan (ARP)
- Tight labor market

### 2022

- No Stimulus Expected
- Continued Increased Labor Costs
- Higher Interest Rates
- Tight Credit Markets—Extend and Pretend is over
- Built-up Distress
- Inflation Pressure—government and private pay lag
- Decreased Reimbursement Rates—some increased state level support for at risk populations

## 2022 HEALTH CARE PROGRAM

September Total Commercial Filings

2021 vs. 2022

### Commercial Chapter 11 Filing Count

September 2022 vs. September 2021



Image provided by [bankruptcy analytics](#)

## Continued Headwinds for Health Care

Decline in reimbursement rates

CMS expanding areas of coverage

No Surprises Act

High labor costs

Overall pricing pressure

Changing profit profiles for investors

Long-term effects of Covid-19

Capital sources dried up

# Faculty

**Apryl Childs-Potter** is president of the Nashville Health Care Council in Nashville, Tenn. Over the past 19 years, she has helped translate data-driven insights into strategies that transform organizations and the communities they serve. Her research insights have helped shape nationally recognized placemaking and policy efforts. Prior to joining the Nashville Healthcare Council, Ms. Childs-Potter served as chief marketing officer for the Greater Memphis Chamber and as executive director of the Center for Economic Competitiveness. In her tenure at the Greater Memphis Chamber, she led the launch of Memphis Moves, the Memphis region's first national economic development marketing initiative. In 2020, Ms. Childs-Potter worked with public-sector partners to help Memphis secure a spot as one of three markets selected to participate in the Brookings Institution's Inclusive Economic Indicators Lab, a project aimed at developing tools for tracking and driving inclusive economic outcomes for cities. In 2021, she led the launch of the Center for Economic Competitiveness, a public/private partnership that engages the region's top business, academic and elected leaders in collective action to improve the region's competitiveness and galvanize the region's pursuit of quality jobs. Prior to joining the Chamber, Ms. Childs-Potter spent seven years at the helm of customer insight and brand strategy firm Hyphen Market Solutions, which she founded in 2011. Through that company, she worked with leaders across nine regional health care organizations to create a strategic plan for the Memphis Medical District, providing research that drove key decisions for the district's growth. Her research has been featured in numerous publications, and she is frequently cited as an expert source on the impact of generational trends. Ms. Childs-Potter spent her early career working in medical device marketing, helping launch products for Smith & Nephew and Medtronic. She currently serves on the boards of the New Memphis Institute and Music Export Memphis, and she is an alumnus of the New Memphis Institute Fellows and Leadership Development Intensive programs. Ms. Childs-Potter has been named a *Memphis Business Journal* Top 40 Under 40 honoree. She also served as a 2020 Tennessee Valley Authority Innovation Academy delegate. Ms. Childs-Potter received her undergraduate degree from the University of Mississippi.

**Buffey E. Klein** is a partner with Husch Blackwell LLP in Dallas, where she focuses her practice on complex commercial bankruptcy, insolvency and commercial litigation. She helps clients navigate troubled loans, particularly in real estate and health care. Ms. Klein routinely assists mortgageholders, developers, landlords, health care operators, senior living markets, manufacturers, airlines, and those in the retail and energy sectors with distressed assets. Her experience is valued by colleagues on high-profile matters, and she regularly handles large nationwide dockets for clients. Ms. Klein handles commercial loan workouts, out-of-court restructurings, loan documentation, creditors' rights, chapter 11, asset sales, receiverships and special assets. Her practice also includes traditional bank financing, corporate transactions and complex commercial litigation. Ms. Klein is admitted to practice in Tennessee, Florida and Texas. She received her B.A. in journalism from Texas Christian University and her J.D. from South Texas College of Law.

**Alan Litt** is principal of Greystone Monticello LLC in New York, and president and chairman of The Kohls Companies. He has more than 30 years of intensive real estate finance, development and construction experience. Mr. Litt was president (2000-10), then chairman of The Kohl Companies (Kohl Solutions and Kohl Construction Group), developing, owning and operating skilled nurs-

ing facilities and multifamily housing units, including market-rate and affordable housing financed through low-income-housing and historic tax credits. He also is a recent trustee of Yonkers Partners in Education and the Advisory Council for Provident Bank, and a consultant to various nonprofit religious, health care and educational institutions in the New York metropolitan area. Mr. Litt received a B.S. in finance from New York University in 1981.

**David Tyler** is a partner in Grant Thornton's Health Care Advisory Services practice in Atlanta, where he leads the firm's national managed care services and the Health Care Advisory Services practice in the Mid-South market territory. He has more than 18 years of experience, primarily in the health care industry. His primary areas of knowledge include provider strategy, revenue cycle, managed care, finance, M&A, strategic/business planning, payer operations, and managed Medicaid and Medicare Advantage Prescription Drug (MAPD) plans. Mr. Tyler has served multiple academic medical centers, for-profit and nonprofit systems, and children's, safety net and community hospitals in the areas of reimbursement, revenue cycle, finance, strategy, operations, M&A and managed care. He has performed multiple health plan engagements and various operational and financial projects for commercial, Medicare, MAPD and Medicaid health plans. Mr. Tyler is a frequent speaker and has published articles on health care, managed care and strategy. Outside of the firm, he is on the board of directors of Youth Villages Inc. Mr. Tyler received his B.A. in communications from the University of Georgia.