

Eli's Hospice Insider

Mergers & Acquisitions: Hospice M&A Market Continues To Hop In 2022

Humana readies hospice business for sale.

Another group of nonprofit hospices have decided to form a coalition to reap administrative, financial, and other benefits.

Background: Non-profit hospices in Ohio, California, and Oregon have formed affiliations to take advantage of economies of scale for back-office functions, among other perks. The coalitions are Ohio's Hospice, the California Hospice Network, and the Oregon Nonprofit Hospice Alliance, respectively.

Now four Florida nonprofits, Avow, Haven, St. Francis Reflections Lifestage Care, and Treasure Coast Hospice, have created Synthase Collaborative, "a not-for-profit corporation that will enable the mission-driven hospice and palliative care providers to enhance access to quality post-acute care and services throughout communities in Florida," they say in a release. "Members of the Synthase Collaborative will maintain their autonomy and independence," the release notes.

"The Synthase Collaborative is a strategic partnership that will provide our organizations with a unified structure as we continue to deliver the highest quality care to our patients and families while also sharing best practices, optimizing resources, and reducing costs," **Jaysen Roa**, President of Synthase and President and CEO of Avow, says in the release. "This partnership will also strengthen our position to negotiate with insurers as new value-based payment models emerge, which supports our mission to enhance access to compassionate hospice and palliative care as well as other post-acute and home-based care in the communities we serve," Roa says.

"We specifically chose a collaboration model to ensure that each of our organizations continues to be governed by a local board of directors and that we remain focused on identifying and meeting our individual community's needs," **Jackie Kendrick**, VP of Synthase and President and CEO of Treasure Coast Hospice, says in the release.

The Collaborative hospices serve about 2,200 patients daily in 23 counties, they say.



Other recent mergers, acquisitions, and developments include:

In Atlanta: Humana Inc. has started the process of selling the hospice portion of Kindred at Home Inc., reports the Axios news outlet. "A Goldman Sachs-run divestiture process aimed at private equity is underway," Axios reports based on multiple sources. Humana completed its Kindred at Home acquisition in August 2021. After its merger with Curo Health Services, Kindred at Home ranks as the country's largest hospice operator, Humana and its partners said last July.

In Arkansas: Arkansas Hospice has acquired First Choice Senior Care of Little Rock for undisclosed terms, the North Little Rock-based agency says in a release. FCSC will operate

as a subsidiary of Arkansas Hospice. Arkansas Hospice is the state's largest hospice care provider, with locations in 43 counties, reports the Arkansas Business news outlet.

In Washington, D.C.: AccentCare Inc. will open a new office in D.C. "in early 2022" to provide hospice services, after obtaining a Certificate of Need to do so, the Dallas-based chain says in a release. AccentCare's new location aims to address unmet hospice needs for Black and LGBTQ+ residents and those experiencing homelessness, says **Rafael Fantauzzi**, VP and chief Diversity Equity & Inclusion officer. AccentCare currently provides hospice services from 80 hospice locations in 23 states including D.C., delivering care to over 40,000 patients annually, and in 27 inpatient

facilities, it says.

In Alabama: Encompass Health Corp.'s home health and hospice spin-off might actually become a sale of the Enhabit Home Health & Hospice business unit, the company now says. Encompass "continues to expect to complete the separation of Enhabit in the first half of 2022 via a spin-off," the Birmingham-based chain says in a release. "However, as Encompass Health proceeds with the separation process, our Board and management will assess any value-creating strategic opportunities and remain open to value-maximizing alternatives, including a sale or merger of Enhabit."

In California: Continuing care retirement community O'Connor Woods in Stockton is partnering with Hospice of San Joaquin to "offer the services of a full-time Hospice of San Joaquin nurse on the community's campus," it says. "This individual will be available on-site to provide dedicated, professional end-of-life care to O'Connor Woods residents," the community says in a release.

In South Dakota: Midwest chain St. Croix Hospice is entering its ninth state with a new location in Sioux Falls, the company says in a release.