

Nashville, *the* Healthcare City



Collaborating Regionally as a Healthcare Ecosystem





The Road to Becoming

The Healthcare City

Nashville's Legacy

1965

- Lyndon Johnson Introduces **Medicare and Medicaid**
- Post-WWII, health care costs double and employer-sponsored insurance increase in popularity – leaving behind retirees and low-income Americans.

1968

- **Hospital Corporation America (HCA)** becomes first investor-owned hospital – founded by the Frist family and Jack Massey.
- **General Care Corp.** is founded and becomes first hospital company to go public – eventually selling to **HCA** in 1980.
- **Hospital Affiliates International (HAI)** is founded by two Parkview Hospital physicians (now Centennial Medical Center – sell to **HCA** in 1981.



Timeline to Transformation: 1960's

1970

- **General Care Corp.** is the first hospital company to go public.
- **HCA**, with 11 hospitals, HCA offers 500,000 initial shares on the NYSE.

1971

- **National Healthcare Corp.(NHC)** is started by Dr. Carl Adams as one of the first investor-owned long-term care organizations.

1978

- Dr. Thomas Frist Sr. and Jack Massey enter the assisted living/long-term care space with the founding of **American Retirement Corp. (ARC)**.



Spread of For-Profit Health Care: 1970's

1980

- **HCA** sets a precedent for health care M&A activity) the hallmark of Nashville health care) by acquiring **General Care Corp.** followed shortly by **HAI**. By end of 1981, HCA operates 349 hospitals with a revenue of \$2.4 billion.

1981

- **HealthPlans** is launched by Phil Bredesen in his basement. The company will eventually grow to be the nation's second-largest for-profit HMO.

1982

- **Surgical Care Affiliates (SCA)** is launched by Joel Gordon, two years after selling **General Care Corp.** to **HCA**.

1985

- Former **HAI** exec E. Thomas Chaney joins former **HCA** execs Charles Miller and Richard Ragsdales to create **Community Health Systems (CHS)**.



Rise of Health Services: 1980's

1991

- Founded in 1988, Joe Hutts' **PhyCor** is the nation's first PPM company. By 1991, revenues reach \$90 million.

1997

- Public PPMs raise \$2 billion to fund the acquisition spree. Any physician group of scale auctioned itself to the highest bidder.



PPMs Take Off: 1990's

1996

- **United Healthcare Corp.** acquires **HealthWise of America**, a spin-off of Joel Gordon's **Surgical Care Affiliates**.

1997

- Former Tennessee Cabinet official and partner at **Bass, Berry, & Sims**, **Nancy-Ann Min Deparle** is named head of the **Health Care Finance Administration** (now **Centers for Medicare & Medicaid Services**) under President Clinton.



**Managed Care Aims to Level Cost of Care
: 1990's**

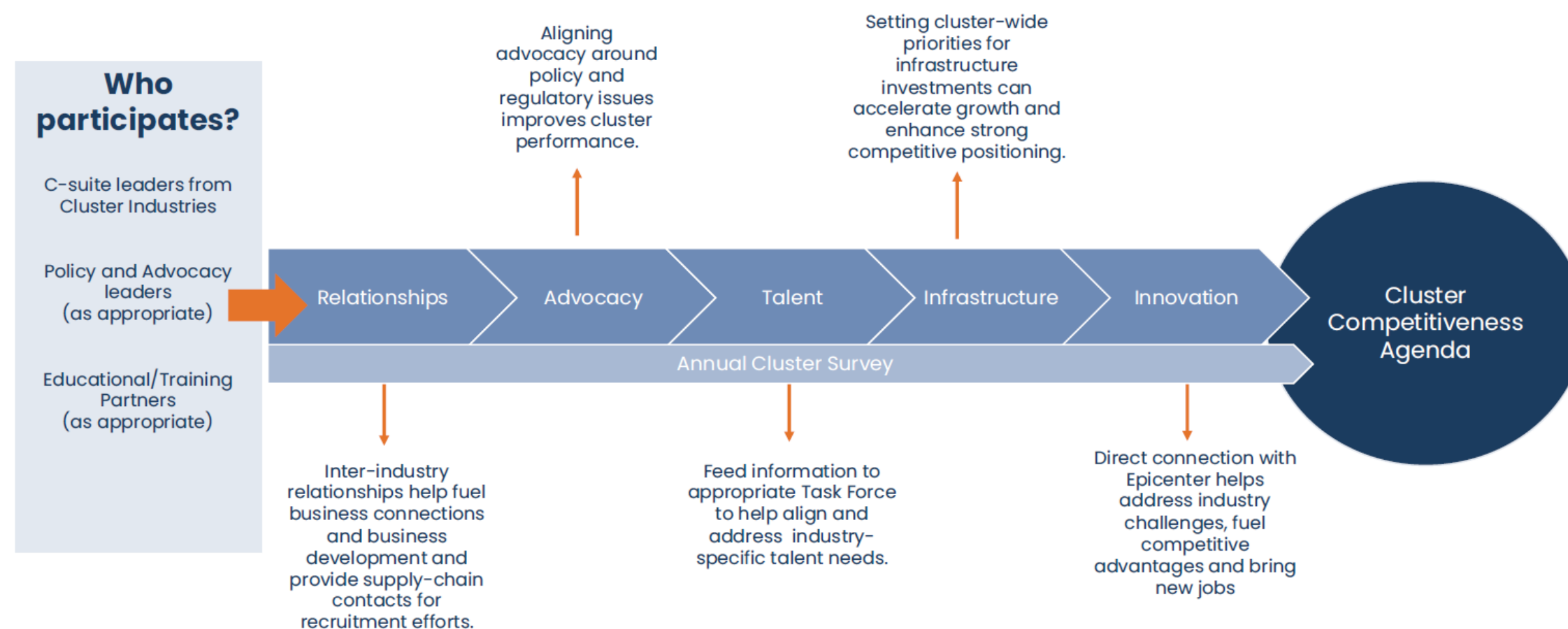


1995: The Council is Founded

Nearly 30 Years of Rich Roots

- Founded October 4, 1995

- First meeting convenes healthcare leaders from 27 founding member organizations in Belmont University



Planting the Seed for *the* Healthcare City – from Nashville to the World

Nashville's healthcare industry
generated locally

\$3.7B

in income
AND contributed

53,000

jobs to the area.



Nashville 1995

Burgeoning Cluster, Ripe for Growth



NASHVILLE
HEALTH CARE
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The Healthcare City Today

Nashville's Significant Impact


16 Publicly Traded

healthcare companies are headquartered in Nashville.



NASHVILLE
HEALTH CARE
COUNCIL





Nashville healthcare companies
own and operate facilities
across

all 50 states

Local Economic Impact Today

333k+

Jobs added to the local market annually

\$68B

Annual economic impact to local economy

900+

Healthcare companies

Nashville's Global Impact

Nashville's healthcare industry
generates more than

\$97B

in revenue
AND
nearly

500,000

jobs across the globe.



NASHVILLE
HEALTH CARE
COUNCIL

Venture Capital Investments

made in Nashville healthcare
companies over the last ten years.



more than
\$1.6B



Health Care: Center of Oracle's Future

- Nashville to be World Headquarters
- Diversify and Strengthen the Nashville Health Care Ecosystem
- Market of Choice

“[Nashville] It’s the center of the industry we’re most concerned about which was the health care industry.”

- Larry Ellison, Oracle Corp., Co-Founder



NASHVILLE
HEALTH CARE
COUNCIL

Key Players in Ecosystem

The Nashville Healthcare Ecosystem

all roads lead to *the* Healthcare City...

Nashville,

the crossroads of healthcare transformation.

The Nashville Health Care Council

exists to

Strengthen

and **Elevate**

Nashville

as *the*

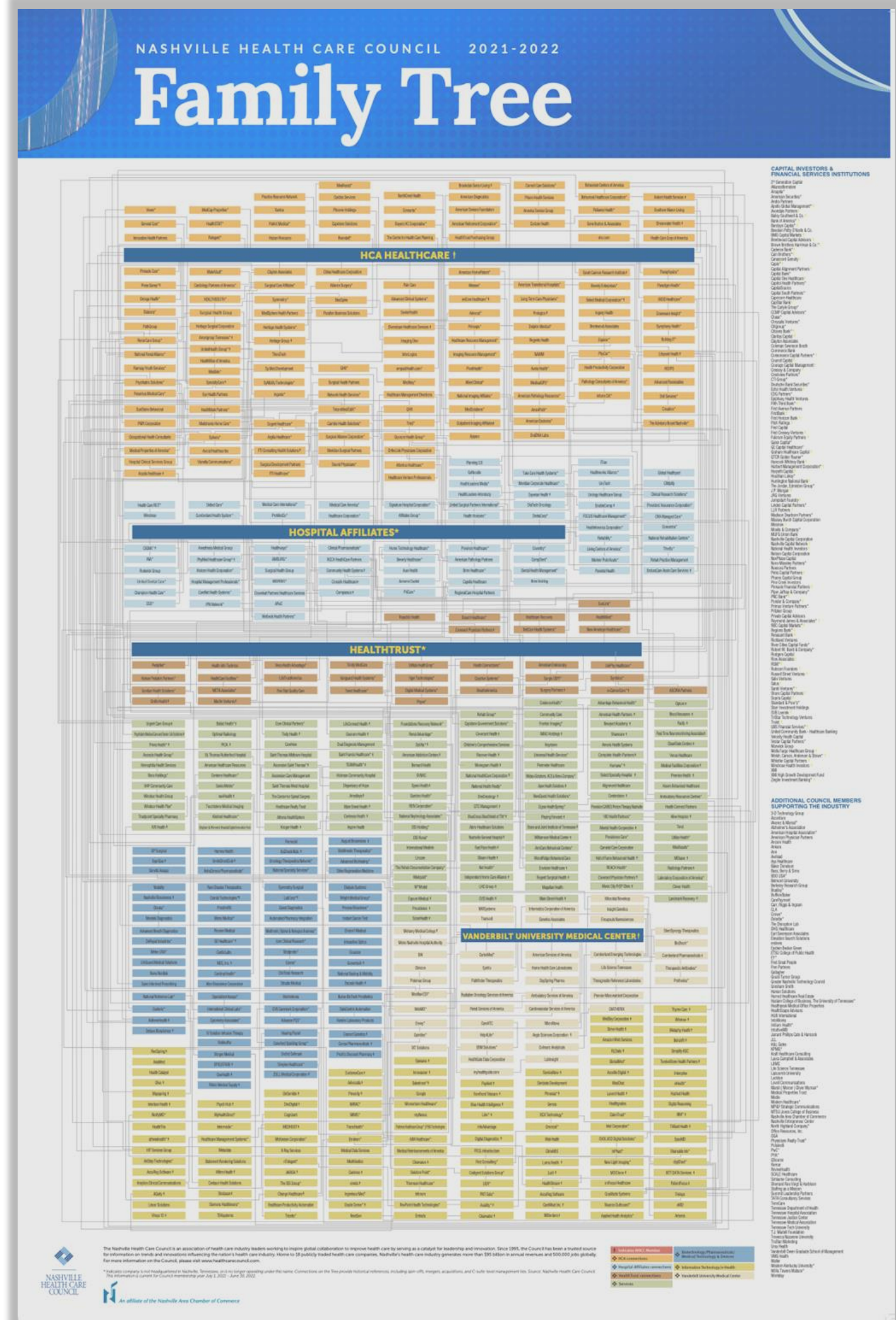
Healthcare City

Support a Healthy Business Climate



Robust Ecosystem

Representing More Than 350 Members



Leaders at Every Level



Council Fellows Program

Connecting the Brightest Minds, influential
leaders and top drivers of change in Healthcare

- Founded in 2013 by former U.S. Senate Majority Leader Bill Frist, M.D.
- Competitive cohort of top executive healthcare leaders
- Curriculum designed to build new perspectives and generate new ideas
- Deepen your healthcare education
- Hybrid in-person and virtual learning, hands-on immersion experiences, and support and resources to help evolve the healthcare industry

Applications open in October 36



NASHVILLE
**HEALTHCARE
SESSIONS**
PRODUCED BY Nashville Health Care Council



Thriving ecosystem of talent, business and investment in

The Healthcare City

through the development of leaders at every level.



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