

GRASSI

INSTITUTIONAL HEALTHCARE PRACTICE



The healthcare industry is a constantly changing marketplace. Many different types of institutions make up what can be a very fragmented market, with comprehensive regulatory challenges. The field is typically under a constant barrage of legislation, regulation, and competition, and it can often be difficult for healthcare institutions to ensure their financial health and best practices while still focusing on day-to-day operations.

With a myriad of external factors affecting their operations, leaders of healthcare organizations need to know that their finances are sound, fraud-free, and that they can access the needed data to make smart operational decisions. This is where Grassi & Co.'s Institutional Healthcare Team can have an impact.

Our team has both a strong track record and extensive industry experience helping healthcare institutions assess, improve, and maintain their financial health. We maintain current knowledge of all aspects of the industry, from market conditions to best practices to new laws and regulations, allowing our clients to focus on their core mission – providing top-flight care to their patients – as opposed to worrying about financial issues.

Our industry experts engage in comprehensive analysis of their clients' finances from all perspectives, getting a complete picture of each client's business and tailoring solutions to specifically meet their needs. This flexibility allows Grassi & Co. to be trusted advisors to our clients, advising them on all aspects of their financial operations, relieving them of that burden, and uniquely attacking each client's individual challenges.

As legislation, regulation, and changing market conditions shift the landscape of the healthcare industry, Grassi's healthcare advisors keep their ears to the ground in order to understand not just their clients' particular situations, but also how those situations fit into the broader context of the industry and how to create solutions and processes which best position the client to succeed within that environment. This process is ongoing, and we constantly update and further develop our knowledge base, allowing us to bring better and deeper solutions and systems to the marketplace.

At Grassi & Co., we believe in getting to know all the different types of players in the industry and servicing them with solutions specific to their circumstances. Part of our approach centers around conducting regular meetings with various types of organizations that operate within the industry, in order to keep our fingers on the pulse of what is happening. Among the key facilities with whom we work are:

- Hospitals
- Long-term Care Facilities
- Assisted Living Facilities
- Integrated Health Systems
- Academic Medical Centers
- Community Health Centers
- Home Health and Hospice Companies
- Multi-physician Medical Practices

Here is a sampling of the services that we can offer to help clients achieve their objectives:

- Financial Statements Audits
- Internal Control Assessment
- Forensic Services
- Financial Management
- Operational Reviews and Benchmarking
- Mergers and Acquisitions
- Business Valuation



Stephen T. McClelland, CPA, Audit Partner, Institutional Healthcare Practice Leader
E-mail address: smcclelland@grassicpas.com

Stephen T. McClelland, CPA, is an audit partner at Grassi & Co. and leads the healthcare audit practice. Focusing on the healthcare industry, he has deep experience serving a variety of healthcare entities including integrated health systems, academic medical centers, hospitals, long term care facilities, community health centers, home health and hospice companies, and managed care organizations. Steve has been a key player at large accounting firms such as Ernst & Young and PricewaterhouseCoopers. Steve's level-headed and flexible approach allows him to build strong relationships with clients, earning their trust as an advisor. His experience and capabilities enable him to competently handle even the largest and most complex projects. Steve is a strong believer in the mentoring process, having had many people in his life that fit that description, and having mentored many people throughout his career. He is very active in professional training and plans to continue down that path. He is active in a variety of industry organizations, such as the American Institute of Certified Public Accountants (AICPA), the New York State Society of Certified Public Accountants (NYSSCPA), and the Healthcare Financial Management Association (HFMA). Steve received his BBA in Accounting in 1993 from Dowling College.



GRASSI & CO.
INSTITUTIONAL HEALTHCARE PRACTICE

HEADQUARTERS: JERICO, NY 516-256-3500 OTHER OFFICES: MANHATTAN, NEW JERSEY AND NORTH CAROLINA
www.grassicpas.com