

Lane Powell Launches Health Care Transactions Team with 8-Lawyer Boutique

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By Jessie Yount

What You Need to Know

- The Nathanson Group, an eight-lawyer health care boutique, is joining Lane Powell.
- The Nathanson Group brings with it a database that streamlines licensure approvals for health care clients.
- Lane Powell is launching a new health care transactions team amid increased demand for long term care.

Lane Powell, a Pacific Northwest-based midsize firm, is adding an eight-lawyer health care boutique to its platform, effective June 1.

The Nathanson Group, a Seattle-based boutique, specializes in health care transactions in the long-term care and senior housing industry and represents a range of nursing home owners and operators including publicly traded companies and private equity firms.



L-R: Gabriela Sanchez, Barbara J. Duffy, and Randi Nathanson of Lane Powell.

Courtesy photos

The firm's founder, Randi Nathanson, will join 180-lawyer Lane Powell as a shareholder, along with seven counsel and 12 professional staff members.

With the tie-up, Lane Powell is launching a new health care transactions team led by Nathanson and Lane Powell shareholder Gabriela Sanchez, which reflects an extension of the firm's senior living and long-term care industry team.

"Lane Powell has for years represented a variety of health care organizations with acquisitions and transactions," Lane Powell president Barbara Duffy said. "The Nathanson Group brings decades of experience in the health care transactions arena which will allow Lane Powell to further expand its reach with a variety of health care organizations."

In particular, The Nathanson Group developed a proprietary

database called Approvatrack, which stores regulatory information and streamlines the process of applying for and obtaining required licensure and ancillary permit approvals.

Rather than using spreadsheet after spreadsheet to track licensure work, Approvatrack stores “a massive amount of regulatory” in one place, where it can be easily accessed by any team member to answer client inquiries, according to Nathanson.

Nathanson said despite her firm’s 30-year success as a business, she struggled with succession challenges, and ultimately concluded joining forces with another firm was the best path for the future.

“About two and a half years ago, I started to think about how to best put the firm and our practice in a place where it would outlive the day when I

no longer want to practice law,” Nathanson said.

Nathanson said she has known several lawyers at Lane Powell including Duffy for many years and was “impressed” by their senior housing industry practice.

As the firms spoke, it was Lane Powell’s “unquestionable willingness to work with me to accomplish my vision for the future of our attorneys, staff and practice” that made “combining our practice with theirs not just the best choice but the unquestionable right choice,” she said.

Going ahead, Lane Powell is optimistic that demand in the health care sector will remain strong.

Sanchez noted that the effects of the pandemic spurred additional regulatory and financial pressures on health care

delivery systems, and particularly on senior care providers.

“Health care organizations are investing in their facilities, acquiring additional facilities and operations, and expanding their workforces while combatting staffing shortages,” Sanchez said, noting the expanded health care group brings expertise in mergers and acquisitions, risk management, employment issues, and regulatory advice.

She added, “There are billions of investment dollars flowing into this industry as people recognize that the need for long term care is great. This drives business and regulatory and compliance activity. It’s a great time to expand our offerings. Not just to those health care organizations serving seniors, but throughout the health care continuum.”