



Eric J. Bonsall

Of Counsel

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Eric J. Bonsall focuses his practice on representing health care organizations and senior housing providers in acquisitions, divestitures, financings and contract negotiations.

Through the representation of for-profit and non-profit providers across the health care industry, Eric has devoted his career to assisting clients with navigating complex business transactions and ventures.

Eric's transactional work has included the representation of state, regional, and national owners and operators of skilled nursing facilities, assisted living facilities, independent living facilities, home health agencies, hospitals, pharmacies, and physician practices in acquisitions, divestitures, and financings ranging in value up to one billion dollars.

From preliminary deal discussions to post-closing obligations, Eric regularly counsels clients in all stages of long term care purchase, sale, lease, and management transactions. This includes the preparation and negotiation of definitive agreements and closing deliverables, coordination of the production and review of due diligence documentation, and working closely with lenders, regulators, consultants, and title companies in furtherance of closing. Understanding of the unique regulatory landscape faced by health care organizations, Eric also frequently advises providers and lenders regarding licensure, accreditation, and Medicare/Medicaid enrollment and reimbursement issues incident to acquisitions, joint ventures, strategic alliances, and changes of ownership.

Additionally, Eric represents long term care borrowers and lenders in HUD-insured financings, loan modifications, and transfers of physical assets. Such experience includes the review and preparation of loan documents, legal opinions, and related deliverables and advising clients with respect to HUD application, closing, and operating requirements.

Eric also represents clients in commercial contract negotiations and has significant experience assisting clients with general corporate matters, such as entity formation, governance, and compliance issues.

Prior to joining Baker Donelson, Eric was a partner at a boutique law firm in Cleveland, Ohio, engaged primarily in the representation of health care providers.



Representative Matters

- Represented numerous large chain and single-site buyers and sellers of skilled nursing facilities, assisted living facilities, and home health agencies throughout the United States.
- Represented numerous buyers and sellers in more than one hundred skilled nursing facility bed operating rights purchase, sale and lease transactions in Ohio.
- Represented an incoming operator in the sublease of five distressed HUD-insured skilled nursing facilities and assisted living facilities in Ohio.
- Represented a nationally-recognized health care system in the sale of a psychiatric hospital and the acquisition of two community hospitals and one psychiatric hospital.
- Represented two orthopedic physician practices in Ohio in the restructuring of ownership and operations.
- Represented a regional nuclear medicine imaging company in the sale of its business.

- Represented two institutional pharmacies in Ohio in the sale of their assets to regional and national pharmacy chains.
- Negotiated resolution in a complex shareholder dispute for a private duty home care company.
- Represented several skilled nursing facilities and assisted living facility borrowers in HUD-insured financing transactions throughout the United States.
- Represented a national senior housing provider in the acquisition of HUD-insured properties in Ohio, Mississippi, and Minnesota.
- Represented an investment company in the acquisition of three large continuing care retirement communities in Florida, Indiana, and Missouri.
- Represented the seller of a portfolio of skilled nursing facilities located in California.
- Represented a non-profit health care system located in the Southeast with its corporate reorganization and affiliation transaction with a large integrated health care delivery system.
- Represented an assisted living provider in management agreement negotiations throughout the United States.
- Represented an outgoing operator in the transfer of operations of a portfolio of assisted living facilities throughout the Southeast.
- Represented a court-appointed receiver in the sale of two skilled nursing facilities in Ohio.



Professional Honors & Activities

- Listed in *The Best Lawyers in America*® for Corporate Law (2023 – 2025); Real Estate Law (2024 – 2025); Health Care Law (2022 – 2025)



Publications

- ""Let's Stay Together"
Managing The Changing Relationships Between Hospitals and Skilled Nursing Facilities" (April 2024)



Education

- Case Western Reserve University School of Law, J.D., cum laude, 2003
– Executive Editor, *Health Matrix: Journal of Law-Medicine*
- Binghamton University – State University of New York, B.S., Biological Sciences, 2000



Admissions

- Tennessee (2022)
- Michigan (2017)
- District of Columbia (2005)
- Ohio (2003)