



## Laurajane Kastner

Shareholder

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Laurajane Kastner focuses her practice on health care mergers and acquisitions. With a deep understanding of the health care industry, she provides strategic guidance to health care providers and organizations navigating complex transactions, delivering clear, actionable advice that drives value and helps clients achieve their long-term objectives.

With more than two decades of experience in corporate law, Ms. Kastner is a trusted advisor to a wide range of clients, including institutional health care providers, ambulatory surgery centers, large physician practices, and emerging health and life sciences entities. Her work spans asset and equity acquisitions, divestitures, corporate governance, and contract negotiations, both nationally and regionally.

Known for her ability to manage complex transactions efficiently, Ms. Kastner helps clients structure deals, resolve governance issues, and navigate intricate corporate matters. She has led significant deals, including the sale of a large orthopedic practice to private equity, facilitated the expansion of regional ambulatory surgery centers, and advised on tax-sensitive sales such as the divestiture of a multi-office pediatric practice. Ms. Kastner's meticulous approach ensures that clients' objectives are met through deal counseling, oversight of due diligence, and crafting comprehensive sale and purchase agreements.

Her experience in private equity transactions has been especially impactful, where she has helped clients negotiate favorable terms, secure advantageous structures, and facilitate smooth transitions to private equity ownership. She has also led joint ventures, such as in the plasma collection sector, and worked on corporate formation and governance for entities ranging from small family-owned businesses to large corporations.

Ms. Kastner's strategic insights have helped clients expand their operations and adapt to changing regulatory environments. Notably, she assisted a non-profit health organization in launching a health clinic and developed growth strategies in response to evolving industry regulations. She is committed to delivering practical, results-driven counsel that protects her clients' interests while achieving their business goals.

### Representative Matters

*Results may vary depending on your particular facts and legal circumstances.*

- Closed the sale of a practice to private equity as an add-on to a platform in another state. Given the size and prestige of the client, this was effectively a platform acquisition in Colorado. The sale required heavy negotiation focused on business goals and contractual provisions to protect the client's interest and guard against client concerns.
- Completed the sale of a large orthopedic practice to private equity, negotiated the definitive agreements, and led the management team through the stages of the transaction to its closing and the transition to private equity ownership.
- Handled the successful sale of a multi-office pediatric practice owned by a solo physician who wanted to sell to private equity before an anticipated state tax change expected to take place at the start of the next calendar year. Assisted the client with producing the substantial diligence requested by the acquirer and restructured the client-related entities to reduce negative tax implications pertaining to its pre-reorganization tax elections.
- Represented a non-profit multi-service population health management and advocacy organization to launch an expansion of client services in scope and geography. Created an on-campus health clinic

for the client's residents and staff and worked with affiliates (of which the client is the affiliate's corporate member) to find opportunities to provide high-quality care.

- Represented a regional group of ambulatory surgery centers affiliated through a common majority ownership in the acquisition of additional ambulatory surgery centers. Negotiated the acquisition of additional centers in strategic locations to attract ownership of additional physicians and expand the client's market position.
- Represented the parent company of several plasma collection centers in moving from a center ownership model to the development and management of plasma centers. Handled the sale of a collection center in which the client was a joint venturer and facilitated expansion through the development of additional collection centers in new joint ventures and in connection with strategic ventures with plasma customers in need of supply.
- Advised an integrated health care delivery system serving the residents of southern New Jersey in connection with an affiliation transaction with a regional health system.



## Professional Honors & Activities

*No aspect of this advertisement has been approved by the Supreme Court of New Jersey.*

- Listed in *The Best Lawyers in America*® for Health Care Law (2024 – 2025). *This award is conferred by Best Lawyers. A description of the selection methodology is [available here](#).*
- Listed in *Chambers USA* for Health Care law in New Jersey (2021 – 2024). *This award is conferred by Chambers and Partners. A description of the selection methodology is [available here](#).*
- Listed in *The Legal 500 United States* for M&A: Middle Market (Sub-\$500 Million) (2024). *This award is conferred by The Legal 500. A description of the selection methodology is [available here](#).*
- Named to *New Jersey Law Journal's* "New Leaders of the Bar" (2014). *This award is conferred by the New Jersey Law Journal. A description of the selection methodology is [available here](#).*
- Selected to New Jersey Super Lawyers for Health Care and Business/Corporate, New Jersey Rising Stars (2011 – 2015). *This award is conferred by Thomson Reuters. A description of the selection methodology is [available here](#).*
- Member – American Bar Association
- Member – American Health Law Association
- Member – New Jersey State Bar Association
- Member – Pennsylvania State Bar Association



## Publications

- "6 Things You Should Know About the Recent Changes to New Jersey's Laws Regulating Ambulatory Surgery Centers and Surgical Practices," *Becker's ASC Review* (June 2018)



## Speaking Engagements

- "Key Terms and Protections for Physicians in Sale Transactions," Physician Transactions Conference, The Future of Healthcare Conference Series® (February 2022)



## Education

- Rutgers University School of Law – Newark, J.D.
- Franklin & Marshall College, B.A., Presidential Scholar



## Admissions

- New Jersey
- Pennsylvania
- U.S. District Court, District of New Jersey