Julia C. Reiland

Partner

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"To be a good advisor, you need to be much more than a lawyer," said Julia Reiland. "You need to understand and evaluate the full picture—the problem the client is facing, the implications it stands to have on the business and the desired outcome. Only then can you craft a winning solution. Legal compliance is just one piece of the puzzle." Clients rave about Julia's ability to understand not only their business but also the personal dynamics within the business and her ability to get all stakeholders to listen. As one client explained: "I just never dreamed what an impact outside counsel could have on us and me! There's value every time [Julia] is in the room."

Julia Reiland, a former mental health professional with a deep understanding of the complexities of health care, is a partner in Lathrop GPM's Health Law Group, serves as Chair of the Recruiting Committee and is a member of the firm's Culture, Diversity & Inclusion Committee.

Clients rely on Julia's industry knowledge and her business and regulatory capabilities to help them grow and improve patient care. They appreciate how Julia immerses herself with clients, understands their businesses and challenges and works with them to achieve both near and long-term goals. Clients from large national companies to mid-to-large independent physician groups, non-profits and individual physicians trust Julia's ability to tackle complex problems and help them navigate solutions that allow for continued growth.

Her unique combination of legal and practice experience and extensive experience in representing clients in both buy and sell-side transactions (including private equity) allows her to be a true business advisor. Clients rely on her to help them with various issues, from complex business transactions and strategic partnerships to operational matters such as corporate governance, contracting, licensure, enrollment, clinical research, reimbursement, HIPAA and state privacy and other state and federal

Areas of Focus

Sectors

Health Care

Health Care Regulatory & Compliance Counseling

Health Care Transactions

regulatory compliance issues. Clients benefit from Julia attending their board meetings and providing real-time legal advice that often saves them money.

"I strive to be a true partner to our clients," Julia said. "I love working alongside smart and passionate individuals who are paving the way in health care. Being a part of their team, playing a small but meaningful role in their success—that is what keeps me going."

Some of the key areas Julia advises on are:

- Affiliations

- Antitrust

- Anti-kickback laws, state and federal

- Business operations and transactions

- Contracts

- Governance

- HIPAA

- Joint ventures

- Medicare/Medicaid enrollment and participation

- Mergers and acquisitions

- Private equity

- Regulatory compliance, state and federal

- Stark Law

- Strategic Partnerships

Experience

- Advised ambulatory surgery centers on matters involving corporate governance, day-to-day operations and regulatory compliance.

- Provided regulatory guidance to physician groups, clinics and other healthcare providers, focusing on Stark Law, the Anti-Kickback Statute and Medicare/Medicaid compliance.

- Represented healthcare providers in qui tam actions involving alleged violations of the False Claims Act.

- Served as outside legal counsel to one of the largest independent orthopedic practices in the country.

- Structured an innovative strategic partnership between two publicly traded companies in the growing medically supported weight loss space.

- Structured joint ventures, affiliations, mergers, acquisitions and other strategic partnerships.

- Supported providers in addressing regulatory investigations and inquiries, including fraud and abuse allegations, reimbursement disputes, overpayments and HIPAA violations.

Credentials

Education

- University of Minnesota Law School, J.D., magna cum laude

  - American Bar Association National Appellate Advocacy Competition team, Student Director

- University of Minnesota, B.A.

- Dean's List

Bar Admissions

- Minnesota

Recognition

- *Corporate Counsel*, "Women, Influence & Power Awards – Collaborative Leadership," 2024

- *Thomson Reuters*, "Minnesota Rising Star," 2023-2024

- *Twin Cities Business*, "Notable Women in Law," 2023

- Minnesota State Bar Association, "North Star Lawyers," 2016-2017, 2019-2020, 2023

Presentations

- Presenter, "Lessons Learned – MN Health Care Entity Transactions Reporting Law," Lathrop GPM Health Law Seminar, July 24, 2024

- Co-presenter, "The Lifecycle of a Deal: Applying Knowledge to a Hypothetical Transaction," AHLA Fundamentals of Health Law Conference, November 7, 2023

- Panelist, "2023 Legislative Update: A Consequential Session," 2023 MNASCA Annual Education Conference, October 5, 2023

- Panelist, "Examining the Dynamics of Physician Practice: Employment, Ownership and Private Investment," Minnesota Medical Association Empowering Physicians Conference, September 21, 2023

- Facilitator, "HF 402: Mandatory Reporting of Health Care Transactions," Lathrop GPM Health Law Seminar, September 13, 2023

- Co-presenter, "Private Equity in Health Care: Observations and Trends," Minnesota State Bar Association Health Law Section CLE, April 21, 2023

- Presenter, "The Lifecycle of a Deal: Applying Knowledge to a Hypothetical Transaction," AHLA Fundamentals of Health Law Conference, November 11, 2022

- Moderator, "The Lure of a Multiple – What You Need to Know About Private Equity Investments in Health Care," Lathrop GPM Health Law Seminar, September 22, 2022

- Presenter, "Public Health Emergencies: The End, What's Next and How to Prepare," Lathrop GPM Health Law Seminar, September 22, 2022

- Co-presenter, "Fundamentals of the Anti-Kickback Statute, the Beneficiary Inducements CMP, and the Physician Self-Referral Law", American Health Law Association Fraud and Compliance Forum, September 21-22, 2021

- Presenter, "Navigating New and Established Approaches to Provider Collaboration," LeadingAge Minnesota 2021 Institute, May 21, 2021

- Co-presenter, "Guidance on Return to Work Issues in the COVID-19 Vaccination Era, Lathrop GPM Webinar, May 19, 2021

- Co-presenter, "Synapse Health Webinar Series: What All Providers Should Know About Changes to Assisted Living in MN," Lathrop GPM Webinar, May 12, 2021

- Co-presenter, "The Shifting Legal Landscape of Telehealth," Lathrop GPM Webinar, August 8, 2020

- Co-presenter, "Detangling the Web: How Providers can Mitigate the Economic Impact of the COVID-19 Outbreak," Lathrop GPM Webinar, April 10, 2020

- Presenter, "Proposed Revisions to the Stark Law and Anti-Kickback Statute: What You Need to Know," 2020 MMGMA Winter Conference, March 11, 2020

- Co-Presenter, "What to do when you MIGHT have an Overpayment from Medicare," LeadingAge Minnesota 2020 Institute and Expo, February 6, 2020

- Co-presenter, "Proposed Revisions to the Stark Law and Anti-Kickback Statute: What You Need to Know," Gray Plant Mooty Event & Webinar, November 19, 2019

- Presenter, "What To Do When You Might Have an Overpayment," 2019 Care Providers of Minnesota Annual Convention, November 18, 2019

- Co-presenter, "Cybersecurity: Managing Threats, Protecting Information, and Responding to Breaches," Gray Plant Mooty 23rd Annual Health Law Seminar, July 25, 2019

- Presenter, "HIPAA, Technology, and Other Mysteries of the Universe: Implementing Patient Privacy Best Practices," 2019 National Foot Care Conference, April 27, 2019

- Co-presenter, "How to Get in Trouble Without Really Trying; Practical Advice for When a Regulator Comes Knocking," Gray Plant Mooty Event & Webinar, March 19, 2019

- Presenter, "Contracting 101: Tips, Traps, and Essential Concepts for the Non-Lawyer," LeadingAge Minnesota 2019 Institute & Expo, February 8, 2019

- Presenter, "Survey the Risk: Understand the Latest Trends, Focus Areas, and Enforcement Tools," Healthcare Fraud & Abuse Workshop, Minnesota CLE, December 10, 2018

- Presenter, "Contracting 101: Tips, Traps, and Concepts for the Non-Lawyer," Care Providers of Minnesota Annual Convention, November 12, 2018

- Presenter, "Extra! Extra! Read All About It: Deceptive Marketing Practices," Care Providers of Minnesota Annual Convention, November 12, 2018

- Co-presenter, "Health Law Roundtable: Top 10 Enforcement Trends for 2018," Gray Plant Mooty Event & Webinar, April 12, 2018

- Presenter, "Land of 10,000 Barriers: Tips and Tools for Exchanging Health Information in Minnesota," Care Providers of Minnesota Convention, November 14, 2017

- Presenter, "Land of 10,000 Barriers: Tips and Tools for Exchanging Health Information in Minnesota," MACMHP Mental Health Conference, September 13, 2017

- Presenter, "Land of 10,000 Barriers: Tips and Tools for Exchanging Health Information in Minnesota," Gray Plant Mooty Health Law Conference, July 20, 2017

- Presenter, "Land of 10,000 Barriers: Tips and Tools for Exchanging Health Information in Minnesota," e-Health Summit, June 15, 2017

- Presenter, "Tips and Tools for Privacy and Consent Procedures to Advance Health Information Exchange," SIM Learning Days Conference, April 4, 2017

- Presenter, "Say 'Hello' To My Little Friend! ... The Foundations in Privacy Toolkit: Tips and Tools for Exchanging Health Information in Minnesota," Minnesota Medical Group Management Association – 2017 Winter Conference, March 8, 2017

- Presenter, "Privacy, Security, and Health Information Exchange in Minnesota," co-presenter, 2016 Care Providers of Minnesota Convention, November 15, 2016

- Presenter, "'A Fax Machine Walks into a Doctor's Office...' Barriers to Sharing Health Information in Minnesota and State Initiatives to Manage Them," Gray Plant Mooty Health Law Conference, July 12, 2016

- Presenter, "HIPAA, Cybersecurity and Data Privacy," Minnesota Hospital Association Summer Trustee Conference, July 9, 2016

- Presenter, "Barriers to Sharing Health Information in Minnesota – State Initiatives to Manage Them," 2016 Minnesota e-Health Summit, June 7, 2016

- Presenter, "Tools and Tips to Ensure Health Information Privacy and Security," SIM Learning Days Conference, April 27, 2016

- Presenter, "Barriers to Sharing Health Information in Minnesota – State Initiatives to Manage Them," Minnesota Medical Group Management Association 2016 Winter Conference, March 2, 2016

- Presenter, "Serving on a Nonprofit Hospital Board of Directors: Tips, Traps, and Best Practices," Minnesota Hospital Association Winter Trustee Conference, January 9, 2016

- Co-presenter, "Patient Health Information: Charting a Course for the Future," Gray Plant Mooty Event & Webinar, November 17, 2015

- Presenter, "Serving on a Nonprofit Hospital Board of Directors: Tips, Traps, and Best Practices," North Dakota Hospital Association, October 11, 2015

- Presenter, "The Future of Health Care: In a Galaxy Far, Far Away," Gray Plant Mooty Annual Health Law Conference, July 14, 2015

Publications

- Author, "Minnesota: Summary of Fraud and Abuse Statutes and Regulations," *AHLA State Health Care Fraud Law Toolkit: 50-State Survey with Summaries and Links*, May 20, 2022

- Co-Author, "Health Care Transaction Closing Checklist," American Health Law Association, April 30, 2020

- Author, "Minnesota: Summary of Fraud and Abuse Statutes and Regulations," State Health Care Fraud Law: An AHLA 50-State Survey, September 7, 2018

Professional Activities

- American Health Law Association

- American Bar Association

- Minnesota State Bar Association, Health Law Section

- Hennepin County Bar Association

Community Involvement

- Lathrop GPM Associate Recruiting Committee, member, 2019 - present

- American University Washington College of Law, Adjunct Assistant Professor, "Health Care Business Transactions," 2021

- Mama Hellen Lotara School in South Sudan, U.S. Advisory Board Member, 2018 - present

■ Cornerstone Advocacy Service, Young Professionals Board, past board member and vice president 2015 - 2018

■ Gray Plant Mooty's Attorney Personnel Committee, member, 2017 - 2019

■ The Advocates for Human Rights, volunteer attorney

■ Legal Access Point Clinic, volunteer attorney