



COUNSEL

Nathan C. Mortier

WILLIAMSBURG, VIRGINIA

RICHMOND, VIRGINIA

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(757) 208-0301

Practices

Healthcare

Business & Corporate Transactions

Industries

Healthcare

EDUCATION

William & Mary Law School, J.D.,
2010

Hillsdale College, B.A., History

ADMISSIONS

Virginia

United States District Courts for the
Eastern and Western Districts of
Virginia

Fourth Circuit Court of Appeals

RECOGNITION

Super Lawyers Rising Star

Martindale-Hubbell Client Champion
Award – Gold

“Nathan's professionalism has been outstanding. He provides solid counsel with the ability to follow through with a diplomatic approach. Highly recommend.” -client

Nathan collaborates with healthcare providers to develop new services, navigate ever-changing regulations, and respond to regulatory investigations and government enforcement actions.

Nathan has focused his law practice solely on healthcare matters for more than 10 years. He capably guides hospitals and health systems, physician groups, long-term care providers, and other healthcare organizations through the legal questions and challenges that impact their healthcare mission and business. Nathan's goal is to provide complete legal support to allow his clients to focus on their patients and the development and provision of high-quality patient care.

Healthcare entities rely on Nathan for support in obtaining necessary licenses and certifications, developing compliant business relationships, seeking Virginia Certificates of Public Need, and resolving reimbursement audits and appeals. They appreciate his proactive, comprehensive approach, and his practical advice regarding the healthcare laws and regulations that require ongoing awareness and operational implementation. Nathan has special experience in the areas of long-term care regulation, healthcare employment relationships, HIPAA compliance and enforcement, and reimbursement audits and disputes.

In addition to providing ongoing guidance and counsel, Nathan is a focused and creative advocate for his client throughout informal and formal hearings and other administrative processes before government regulators. He maintains positive and collaborative relationships with healthcare regulators and state and federal agencies, regularly representing clients before the Virginia Department of Health, the Virginia Department of Health Professions, the Centers for Medicare and Medicaid Services, the HHS Office for Civil Rights, the Virginia Department of Medical Assistance Services, the Virginia Department of Social Services, and other agencies who regulate Virginia healthcare providers.

COMMUNITY SERVICE

Literacy for Life, Board Member 2013-2019, Board President 2017-2019, Advisory Council Member, 2019-present

Dancing with the Williamsburg Stars, Board Member 2017-2019, Board Chair 2018-2019

LEAD Greater Williamsburg (formerly Leadership Historic Triangle), Class of 2015

PROFESSIONAL AFFILIATIONS

American Health Law Association, Speaker and Leadership Development Program Participant

Virginia Bar Association, Health Law Section Council Member

Virginia Health Care Association/Virginia Center for Assisted Living, Speaker, Quality and Regulatory Committee Member

Williamsburg Bar Association

Nathan also counsels individual providers responding to complaints, investigations, and disciplinary proceedings before health regulatory boards. He has represented clients before each of the 13 Virginia professional licensing boards, including the Board of Medicine, the Board of Nursing, the Board of Dentistry, the Board of Counseling, and the Board of Pharmacy. He often continues his work with physicians, behavioral health providers, and other professionals after the successful resolution of their licensure board matters to ensure they maintain compliance and manage risk into the future.

He is a speaker on health law topics to both providers and other attorneys, and he is a regular contributor to leading health industry periodicals and legal publications.

Outside of the office, Nathan loves to travel and spend time outdoors with his wife and four daughters. He also enjoys mountain biking and carpentry.

PROFESSIONAL HIGHLIGHTS

- Provided full-service counsel and guidance throughout the development and growth of healthcare organizations by giving advice on business formation, leases, vendor contracts, independent contractor and employment agreements, payor relationships, fraud and abuse laws and regulations (including the Stark Law and Anti-Kickback Statute), HIPAA policies, and enrollment in Medicare and Medicaid
- Successfully represented numerous clients through all phases of the adjudication process in applying for Virginia Certificates of Public Need ("COPN") for approval to develop or expand new healthcare facilities or services. Also represented clients in responding to and opposing competing applications
- Advised long-term care facilities (including skilled nursing facilities and assisted living facilities) in regulatory compliance and risk management, responses to regulatory inspections and surveys, review and revision of resident and vendor contracts, operational policies and procedures addressing resident rights, privacy and confidentiality, and other matters unique to long-term care providers
- Counseled and represented healthcare providers in successfully disputing adverse inspection and survey findings to correct or eliminate erroneous findings and reduce the risk of sanctions and other enforcement actions
- Represented healthcare providers in successfully responding to reimbursement audits by Medicare, Medicaid, TRICARE, and other third-party healthcare payors to eliminate or reduce payment retractions and sanctions
- Guided multiple healthcare provider organizations in the implementation of HIPAA privacy and security rules, including responses to security breaches
- Counseled and represented over 150 licensed healthcare professionals and entities through all stages of investigations and the disciplinary process conducted by the Virginia Department of Health Professions on behalf of all 13 health regulatory boards