



Special Learning, Inc.
A Global Leader in Digital Autism Solutions

Ethics of Private Equity in ABA: Perspectives

Dr. Jon Bailey, BCBA-D

January 23, 2019



Housekeeping

1. Post your questions in the Questions Box. If we have time, one of our moderators will select a few to present to Dr. Bailey and our panelists.
2. If you experience technical issues during the webinar, contact GotoWebinar directly by calling (877) 582-7011.
3. There will be a 5-minute break near the half way point.
4. A recorded version of this webinar will be available for purchase approximately 7 to 10 days after the live event.
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Why This Topic?

May 2018: Medicaid fraud scandal in South Florida

August 2018: Special Learning's Ethics of Medicaid Fraud Webinar

September 2018: Special Learning's Ethics of Medicaid Fraud Q&A with Dr. Jon Bailey

September 18, 2018: A note from a BCBA:

“I worked for Early Autism Project and left due to issues mentioned in your webinar. I left without a job because it was the ethical thing to do... I moved from another state to SC to work for Early Autism Project (EAP) and had worked for very ethical ABA companies in CA, also as a clinical director. The toll of unethical billing at EAP on staff, including myself, has been big and many of us who were not fraudulently billing are now wary of working for different companies and are re-evaluating how we move forward and looking for answers.”

Case Study: Early Autism Project (Halifax Partners Company)

August 2018: [Early Autism Project, Inc. Pays the United States \\$8.8 Million to Settle Allegations of Medicaid Fraud](#)

Early Autism Project is owned by Chancelight Behavioral Health

May 2018: [Halifax Partners with ChanceLight Behavioral Health, Therapy & Education](#)

The Halifax Group is a PE firm with \$1.5 Billion under management

9/20/2018: [Glassdoor Review](#) from former employee of Early Autism Project (More than 5 years)

Pros: There are no pros for working for this company. If you don't want your reputation ruined, then stay away from them.

Sidenote:

February 2015: [How Helping a Son with Autism Transformed One Woman's Life](#): susan-butler-created-the-early-autism-project-to-help-her-son-with-autism



PANELIST PERSPECTIVES

Panelist: Our Conscience



Jon Bailey, PhD, BCBA-D

Jon Bailey, PhD, BCBA-D received his PhD from the University of Kansas and is currently Professor Emeritus of Psychology at Florida State University, where he was a member of the graduate faculty for 38-years and produced a record 63 PhDs.

He is currently Director of the FSU Panama City Masters Program in Applied Behavior Analysis. Dr. Bailey is a Board Certified Behavior Analyst. He is Secretary/Treasurer and Media Coordinator of the Florida Association for Behavior Analysis, which he founded in 1980.

Dr. Bailey has published over 100 peer-reviewed research articles, is a past editor of the *Journal of Applied Behavior Analysis*, and is co-author of *Research Methods in Applied Behavior Analysis*, *How Dogs Learn*, *Ethics for Behavior Analysts*, 3rd Edition, *How to Think Like a Behavior Analyst*, and *25 Essential Skills and Strategies for Professional Behavior Analysts*, all co-authored with Dr. Mary Burch.

Panelist: An Insider



Emily White, EdD, BCBA

Emily started her career in ABA at The Tom Golisano Center for Autism at Springbook, a residential ABA school for individuals with ASD located in upstate New York. She received her masters degree from Endicott College in Autism and Applied Behavior Analysis, as well as BCBA certification in 2015.

Emily has lived and worked in Colorado since 2015, and has practiced behavior analysis in different capacities, including as Associate Clinical Director for Autism Learning Partners (Denver), and as Clinical Director of Aspire Autism in Broomfield after the company was acquired by Autism Learning Partners.

Emily currently serves as the Behavioral Health Program Manager for the State of Colorado's Department of Human Services.

Panelist: Potential Investor



Kent Weaver

Kent Weaver is the founder, CEO and Managing Member of Granite Point Partners, a strategic investment firm located in CA. Kent has invested in over 75 middle market companies as an individual investor and with Granite Point. Kent has partnered with entrepreneurs to build successful businesses such as VRI (remote patient monitoring), Discover Outsourcing (HR outsourcing), Fieldedge (field technician software), mTab (database tool), Neuro International (brain trauma residential), Integra (health provider network), and CALO (teen mental health), among many investments.

In addition to Granite Point, Kent is currently Executive Chairman and former CEO at a Northern California-based home health care company acquired using a self-funded search fund model. During his 13-year tenure as Chairman & CEO, investors returns exceeded 35x acquisition capital with IRRs over 90%. Previously, Mr. Weaver held executive positions in marketing and product management for a VC-backed marketing automation startup, as a regional CFO and business analyst in PepsiCo's Pizza Hut Division, and as a management consultant at Ernst & Young. He received his MBA at the University of California, Los Angeles and BS in finance from the University of Southern California.

Panelist: Industry Expert



Ivy Chong, PhD, BCBA-D

Dr. Ivy Chong, BCBA-D is the Senior Vice President of Home, School, and Center based Services at the May Institute. She previously served as the Director of Autism Services and Training at the Scott Center for Autism Treatment for 9 years and Associate Professor in the College of Psychology and Liberal Arts at Florida Institute of Technology.

She has specialized in the assessment and treatment of individuals with ASD and developmental disabilities for 20 years, holds a doctorate in Psychology specializing in Behavior Analysis from Western Michigan University, and completed an MBA in Healthcare Management in 2016.

Dr. Chong's professional interests include early detection, diagnosis and evaluation of autism, linking assessment to treatment, and development of training systems. She is on the editorial board for *Behavior Analysis: Research and Practice*, an APA online journal, and has served as a guest reviewer for *Journal of Applied Behavior Analysis*, *Behavior Interventions*, *Journal of Autism and Developmental Disorders*, *Journal of Organizational Behavior Management*, and *Behavior Analysis in Practice*.

She has presented at numerous conferences and maintained leadership roles on local and national boards.

Panelist: Parent Advocate



Feda Almaliti

Feda Almaliti is well known for her work spearheading autism insurance reform in California. She is the Vice President of Autism Society of America Bay Area Chapter and also serves on several boards where she continues to press for improvements in how needed services reach those affected by autism. Her 14 year-old son Muhammed has a severe form of autism and her college-age son has Asperger's. Feda has a middle son but can barely remember his name.

She enjoys cooking, entertaining, and hip hop. She does not enjoy constantly fixing Muhammed's broken iPads :(Feda lives with her family in the Bay Area.



PANELIST DISCUSSION

Recently Completed Autism Services Transactions

Date	Target/Issuer	Buyers/Investors	Location
09/26/2017	Aspire Autism, LLC	Autism Learning Partners	Broomfield, CO
07/18/2017	Autism Family Center, Inc	Autism Spectrum Therapies, Inc	Winnetka, IL
12/19/2016	Epic Health Services, Inc	Bain Capital Private Equity, LP	Dallas, TX
12/15/2016	Proof Positive ABA Therapies LLC	Autism Learning Partners	Costa Mesa, CA
06/27/2016	Patterns Behavioral Services, Inc	The SAILS Group, Inc	Brea, CA
06/17/2016	Autism Behavioral Consulting, Inc	CARD Capital	Sioux Falls, SD
05/24/2016	Ed Support Services	Platinum Health Care	Oakland, CA
05/24/2016	Beacon Specialized Living Services	Pharos Capital	Bangor, MI
05/17/2016	Learn-It Systems	LLR Partners	Baltimore, MD
05/10/2016	Rehabilitation Associates, PC.	Epic Health Services, Inc	Richmond, VA
01/05/2016	D&S Community Services	Comvest Partners	Austin, TX
11/24/2015	AdvoServ	Wellspring Capital Management	Bear, DE
11/06/2015	RHA Health Services	Formation Capital	Asheville, NC
09/16/2015	Sage Care Therapy Services Inc	ChanceLight Behavioral Health and Education	Dallas, TX
08/31/2015	Autism Treatment Solutions, LLC	Butterfly Effects, LLC	Tracy, CA
08/21/2015	Florida Autism Center	Shore Capital Partners	Tallahassee, FL
07/27/2015	Futures Behavior Therapy Center, LLC	H.I.G. Growth Partners	Beverly, MA
03/05/2015	Clarity Service Group, LLC	Epic Health Services, Inc	Treose, PA
12/01/2014	Nurses to Go, LLC	Epic Health Services, Inc	St. Louis, MO
10/16/2014	Community Integration, Inc	UPMC Hamot	Erie, PA
01/07/2014	CARES, Inc	Mental Health Systems	San Diego, CA
10/22/2013	Autism Intervention Specialist	Great Point Partners	Worcester, MA
10/01/2013	Autism Learning Partners	Scopia Capital Management	Newhall, CA
01/29/2013	Early Autism Project, Inc	ChanceLight Behavioral Health and Education	Rock Hill, SC
01/03/2013	Eden Autism Services, Florida Operation	Easter Seals Florida, Inc	Plainsboro, FL
11/29/2011	The HealthCentral Network, Inc	Remedy Health Media, LLC	Arlington, VA
08/24/2011	Autism Services North	Great Point Partners	Dillsburg, PA
12/31/2010	Northeast Pediatric Clinic, P.A.	Children's Health Care Associates, Inc	Vadnais Heights, MN
08/13/2010	Epic Health Services, Inc	Webster Capital	Dallas, TX
03/16/2010	Alternative Behaviors, LLC	Achieve Beyond, Inc	Falls Church, VA
01/15/2010	Autism Learning Partners	Great Point Partners	Newhall, CA
06/15/2009	Blue Ridge Autism Center	Blue Ridge Autism and Achievement Center	Roanoke, VA
02/25/2009	ASTAR Autism Clinic	Seattle Children's Hospital	Seattle, WA
06/30/2005	The HealthCentral Network, Inc	Multiple Investors	Somerville, NJ
10/18/2004	Education Services of America	Trimaran Capital Partners	Nashville, TN

Convolutated Landscape

Platform Company	Acquisitions	Activity	Original PE Firm	Buyer	Exit	Holding Period	Comments
Autism Learning Partners	Autism Learning Partners	2010	Great Point Partners, Jefferson River Capital, Scopia Capital Management	Friedman Fleischer & Lowe (FFL Partners) \$3 Billion Under Management	Yes	7 Years	12/2017 - FFL Partners acquires Autism Learning Partners for \$270 MILLION
	Aspire Autism	9/2017					
	Proof Positive Therapies	12/2016					
Learn Behavioral	Learn Behavioral	9/2010	Milestone Partners (\$1.5 Billion under management)	LLR Partners (\$2 Billion under management)	Yes	6 Years	9/2010 - Milestone Partners acquires Learn Behavioral; 5/2016 - Milestones sells to LLR Partners
	Behaviors Concepts	2/2017 (Under LLR Partners)					
	Advances Learning Center	2/2018 (Under LLR Partners)					
	Total Spectrum	10/2018 (Under LLR Partners)					
	Play Connections	10/2018 (Under LLR Partners)					
Stepping Stones Pediatric Therapy	Stepping Stones Pediatric Therapy was formed by acquiring and combining My Therapy Company and Cumberland Therapy		Shore Capital Partners	N/A	No	N/A	
	My Therapy Company	05/2014					
	Cumberland Therapy Services	05/2014					
	AlphaVista	05/2016					
	Staffing Options and Solutions	05/2017					
	Cobb Pediatric Therapy	08/2018					



How do you embed Ethics into the DNA of ALL Behavioral Organizations?

Stay tuned...

Thank You!

Thank you to the wonderful Special Learning team members without whom our experience would be greatly diminished (or just plain disorganized!)

- Krystal Larsen, BCaBA, Director of Clinical Solutions
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- Michelle Capulong (Client Support Manager)
- Pia Agsao (Client Support)
- Sasho Gachev (Creative Director)

- Ann Beirne, BCBA, BACB ACE Coordinator