



FOR IMMEDIATE RELEASE

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**ZIEGLER ADVISES RANCHO FAMILY MEDICAL GROUP
ON ITS GROWTH INVESTMENT FROM LIGHTBAY CAPITAL**

CHICAGO, IL – JANUARY 25, 2021 – Ziegler, a specialty investment bank, is pleased to announce its role as the exclusive financial advisor to [Rancho Family Medical Group](#) (RFMG) on a growth investment from [LightBay Capital](#).

RFMG is a highly innovative risk-based physician platform that provides population health management services to Senior and Commercial members in Southern California. The Company operates a high-touch, consumer-oriented medical home model that prioritizes holistic health & wellness through a comprehensive suite of clinical and social services. The model has been highly successful in delivering significant cost savings to payors driven by specialty utilization management, ED diversion, and reduction of hospital inpatient bed days.

Located in Riverside County, California, one of the fastest growing regions in the U.S., RFMG employs over 45 providers across an integrated delivery network of 22 sites that includes clinics, urgent care, senior centers, and hospital partners, as well as 24/7 on-demand virtual care.

“Andy Colbert and the Ziegler team gave us the confidence and capabilities to explore the best long-term opportunities for our practice,” said Josh Snow, Chief Executive Officer of Rancho Family Medical Group. “We could not be more pleased with the outcome, and Ziegler was key to our success.”

Waller Lansden Dortch & Davis LLP provided legal counsel to RFMG in connection with the transaction. McDermott Will & Emery served as legal counsel to LightBay Capital.

Ziegler’s Corporate Finance team is focused on delivering best-in-class advisory and financing solutions for companies and organizations across the healthcare industry. In our core practice areas of healthcare services, information technology, hospitals and senior living, Ziegler is one of the most



active M&A firms offering innovative sell-side, buy-side, recapitalization/restructuring, equity private placement, and strategic partnering services.

[Andrew Colbert](#) is a Senior Managing Director and founding member of Ziegler's Healthcare Investment Banking Practice. Mr. Colbert specializes in advising physician groups on strategic and financing alternatives including merger and acquisitions, capital raising transactions and partnership development.

For more information about Ziegler, please visit us at www.ziegler.com.

About Ziegler:

Ziegler is a privately held, national boutique investment bank, capital markets and proprietary investments firm. It has a unique focus on healthcare, senior living and education sectors, as well as general municipal and structured finance. Headquartered in Chicago with regional and branch offices throughout the U.S., Ziegler provides its clients with capital raising, strategic advisory services, fixed income sales, underwriting and trading as well as Ziegler Credit, Surveillance and Analytics. To learn more, visit www.ziegler.com.



Certain comments in this news release represent forward-looking statements made pursuant to the provisions of the Private Securities Litigation Reform Act of 1995. This client's experience may not be representative of the experience of other clients, nor is it indicative of future performance or success. The forward-looking statements are subject to a number of risks and uncertainties, in particular, the overall financial health of the securities industry, the strength of the healthcare sector of the U.S. economy and the municipal securities marketplace, the ability of the Company to underwrite and distribute securities, the market value of mutual fund portfolios and separate account portfolios advised by the Company, the volume of sales by its retail brokers, the outcome of pending litigation, and the ability to attract and retain qualified employees.

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