

Zachary Hafner, Assistant Vice President

Zachary Hafner, Assistant Vice President, is based out of Kaufman Hall's Chicago office. Now in his third year with the organization, Mr. Hafner is actively involved in the firm's strategic, financial and capital planning practices, consulting for hospitals and health systems nationwide. Mr. Hafner has significant healthcare experience, having worked extensively on both the payer and the provider sides of the healthcare equation. Prior to joining Kaufman Hall, Mr. Hafner worked at Tiber Group as a senior consultant developing comprehensive hospital, system and service line strategic plans. On the payer side, he worked at UnitedHealthcare as a project manager in network management, structuring hospital and physician contracts and supporting new product development. Prior to this, Mr. Hafner worked at The Institute of Financial Management, a financial advisory firm, as an analyst supporting sell-side M&A transactions.

Mr. Hafner holds a Masters in Business Administration degree in Finance from Pepperdine University and a Bachelor of Science degree in Physiology from the University of Illinois at Urbana-Champaign.



Julius Green
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Certified Public Accountant (CPA) in Maryland and Pennsylvania
Attorney licensed in Maryland and Washington, DC

Julius is the Director of the Firm's Exempt Organization Tax Practice and possesses nearly 20 years of experience working for and advising exempt organizations. Julius is responsible for all tax compliance and consulting matters that impact our Firm's exempt organizations including healthcare, senior living services, higher education and membership organization clients. Under his leadership, the practice focuses upon client issues such as merger transactions, due diligence, private inurement, deferred compensation, unrelated business income, obtaining and protecting exempt status, and business income issues, such as income, sales and use, and employment taxes.

Julius has significant experience in this area, which enhances the quality and depth of our non-profit tax practice. Our clients and team members benefit from the depth of knowledge that he has developed over the years.

Education

Julius' education includes Juris Doctor, The George Washington University National Law Center; Master of Business Administration degree, The University of Baltimore Merrick School of Business; and Bachelor of Science degree in Accounting, The University of Baltimore Merrick School of Business.

Professional Affiliations

Julius is a member of the Maryland and District of Columbia Bar, the Pennsylvania Institute of Certified Public Accountants and the Healthcare Financial Management Association.

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Kyle Patino
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Kyle Patino, Director, Derivatives Trading Group, PNC Mr. Patino has worked in the non-profit and municipal finance industry for 9 years, both as a derivative marketer and a quantitative banker. Mr. Patino also previously served as PNC's Public Finance Department's Lead Quantitative Analyst and Municipal Derivatives Liaison. Working with both sides of the client's balance sheet, Mr. Patino assesses asset/liability positions relative to the appropriate risk profile, and delivers a variety of recommendations and strategies intended to complement the clients overall goals and objectives, both short-term and long term. He is a frequent speaker and author on topics ranging from access and the cost of capital to mitigating/modifying interest rate exposure.