

**HREI**  
Healthcare Real Estate Insights™

**8th Annual**  
**2020**

**HREI**  
**Insights Awards**

---

**Presentation Program**

Wednesday, Dec. 16, 2020



# Powerful healthcare financing starts with an experienced lender.

You can count on **Capital One Healthcare** to provide you with the financing expertise you need to secure the right property—from medical offices and outpatient facilities to single-tenant spaces.

[capital.one/healthcare](https://capital.one/healthcare)

**Katelyn Girod**

Vice President

Capital One Healthcare Real Estate

[katelyn.girod@capitalone.com](mailto:katelyn.girod@capitalone.com)

# Eighth annual awards have gone virtual

Like most events in 2020, the HREI Insights Awards™ presentation is online



As is the case with most events during 2020, the HREI Insights Awards™ are being presented online due to the COVID-19 pandemic. To view the video, which features the complete awards presentation, plus recorded comments from the 2020 Healthcare Real Estate Executive of the Year and Lifetime Achievement Award winners, please visit [HREInsights.com](https://www.HREInsights.com).

HREI™ photo

**H**ello! Season's greetings and welcome to the eighth annual HREI Insights Awards™.

Now in their eighth year, the HREI Insights Awards™ were the first and remain the only comprehensive national awards program totally dedicated to recognizing excellence in the healthcare real estate (HRE) space.

The awards are presented by **Healthcare Real Estate Insights™** (HREI™), the first and only national media organization entirely devoted to covering HRE development, financing and investment.

Ordinarily, we would be presenting these awards to you live and in person from some warm, sunny clime during a major gathering of HRE professionals.

But, of course, there has been nothing

ordinary about the year 2020. So we are experiencing another “first” among many this year – we are coming to you with a prerecorded awards presentation from our respective homes in Minnesota (where it's not nearly as warm).

So you can follow along with the presentation video, please be sure to first visit [HREInsights.com](https://www.HREInsights.com) to download a copy of the program. Then view the video at [HREInsights.com](https://www.HREInsights.com).

Whether given in person or online, these awards honor the best and the brightest of HRE development and executive leadership. In fact, the 2020 awards marked their most successful year ever.

At first, we were a bit hesitant to move ahead with an awards program during a pandemic.

But the response was outstanding. We received 32 percent more entries than last year, which was by far a record.

So we'd like to thank our HREI™ Editorial Advisory Board members, who had the very challenging job of selecting the winners from those many nominations.

The level of sponsorship also achieved a new record this year, and we're very grateful for that as well because that is what makes these awards possible.

Part of the reason for the enthusiastic response might be that this whole awards program gives us all a chance to focus on something positive in a what has been a very difficult year for many people. It's something to celebrate.

So let's do just that. John and I will walk

you through the lists of finalists in each of our nine awards categories, and we will then reveal the winners.

We also have a special treat for you. Both the Healthcare Real Estate Executive of the Year and Lifetime Achievement Awards winners have recorded short videos, which we will share with you when we get to those awards.

Beyond simple “acceptance speeches,” they are interesting and thoughtful commentaries on the history and trends in the healthcare real estate business.

They’re definitely worth watching, so we hope you will stay with us to the end of the program.

Finally, it should be noted that, with the big uptick in nominations this year, competition was as fierce as it’s ever been. It was quite an achievement even to be named a finalist. So the finalists, as well as the winners, should be very proud of the work they did. Congratulations to everyone involved.

Definitely. Also, by the way, because we can’t physically present the awards this

year, the awards are being shipped to the winners. So please keep an eye out for those packages.

All right then, with no further ado, we are pleased to present the 2020 HREI Insights Awards.

We wish you and yours a safe, happy and healthy holiday season and happy new year. Thank you for joining us.

Murray W. Wolf, Publisher  
John B. Mugford, Editor  
HREI™

## Scenes from last year's awards

Since we can't gather in person this year, here are some scenes from 2019



Some scenes from the 2019 awards presentation. Left: HRE Executive of the Year Award Winner Greg Venn of NexCore Group speaks to the audience as Natalie Sproull of Capital One and Murray W. Wolf of HREI™ look on. Right: Michael Brinkley, Jake Dinnen and Nolan Weinberg of PMB who took home an unprecedented three awards last year.



More winners from 2019: Left: Rob Hull, Julie Wilson, Amy Pauley and Alan Kirby from Realty Trust. Center: Mike Noto of Rendina and John Mugford of HREI™. Right: B. Reed Griffith, Dev Gregg and Joe Schull of Flagship Healthcare Properties. Their firms won various healthcare real estate leadership and development awards. (HREI™ photos)

# Solutions for a Shifting Landscape

The right spaces. More flexibility.  
Smarter collaboration.

We're built to help you get more out of your  
healthcare real estate — now and in the future.

RemedyMed.com  
312.872.4120

## The Orthopaedic Institute, Summerfield, Fla.

**Developer: Catalyst Healthcare Real Estate**

The client wanted to extend its presence in the market to meet the growing demand. Catalyst's site selection process sought to find the most accessible, convenient location and the highest populations of preferred patients. The new facility features a large physical therapy area designed with a separate entrance and reception area to enhance efficiency and improve the patient experience. It also offers a walk-in clinic designed to treat simple injuries quickly. By delivering a world-class, patient-friendly clinic, Catalyst is helping the client position itself as the leading provider of orthopaedic care in the area.



## Tucson Surgery Center, Tucson, Ariz.

**Developer: NexCore Group LLC**

As the Tucson market experiences increasing demand for outpatient surgical services, the client's previous facility limited growth and lacked efficiency. The site for the new ASC was acquired prior to space programming, and the design/development team had to find creative solutions to find the optimal fit on the tight site without losing key operational spaces. The timeline did not allow for any delays, and with construction peaking in the midst of the pandemic, the team had to aggressively manage all processes. NexCore was able to facilitate the tight fit on the site and maintain all key revenue drivers for the ASC.

## UNC Physicians Network MOB, Fuquay-Varina, N.C.

**Developer: Flagship Healthcare Properties**

With its current lease expiring, UNCPN needed to relocate to a new location with improved access and visibility and that could house a new urgent care component in addition to family practice services. Flagship successfully performed a detailed site selection, entitlement and rezoning process beginning with an evaluation of 15-20 sites. The selected site required Flagship to assemble several contiguous parcels owned by various out-of-state family members. In spite of the pandemic outbreak transpiring one month into construction, the project was completed under budget and well ahead of UNCPN's deadline to relocate.



## Urology of Indiana, Fishers, Ind.

**Developer: Cornerstone Companies Inc.**

Funding for the project was sourced from a separate real estate transaction through a 1031 exchange, and Cornerstone was able to guide the project to take full advantage of the exchange. A key factor was understanding critical timing of both buildings to set up a financing provision mid-project. The Cornerstone team successfully maintained the flow of funds to fuel construction activity and delivery of the project. Urology of Indiana used the full scope of Cornerstone's integrated services platform, which includes leasing/brokerage, development, construction and property management, resulting in a smooth process.

## Watsonville Outpatient Ambulatory Clinic, Watsonville, Calif.

**Developer: Meridian**

Meridian's dialysis client desired a location in Watsonville because its Watsonville patients had to commute long distances to receive treatment. Meridian identified a vacant parcel that was zoned industrial. During escrow the client pulled out of the deal so Meridian had to find a new operator to fulfill the community's need. Meridian worked with the seller and the city to have the site rezoned and completed the complicated entitlements in under three months. Meridian also secured a deal with a new dialysis provider. Despite multiple false starts, Meridian is on track to complete the project on time and on budget.



# How are the Winners selected?

HREI™ staff select the Finalists and HREI Editorial Advisory Board members choose the Winners

**W**hat does it take to be selected as a Finalist or Winner of an HREI Insights Awards™?

Competition was fierce this year as we at Healthcare Real Estate Insights™ magazine once again received more entries than during the first six years of the awards. After all entries were received, HREI™ sifted through the many submissions to select five Finalists in each category. The HREI™ Editorial Advisory Board then evaluated each of the Finalists based on several criteria.

For each development project, the judges considered the following:

- How has the building enabled the developer, owner and/or client or tenants to successfully achieve its business objectives and implement its business strategies?

- How was the development process outstanding in terms of quality, value, size, importance to the community, professionalism, service, overcoming obstacles, taking advantage of opportunities, creativity, flexibility, uniqueness, etc.?

- How was the financing of the project outstanding in terms of quality, value, size, importance to the community, professionalism, service, overcoming obstacles, taking advantage of opportunities, creativity, flexibility, uniqueness, etc.?

- Strategy (maximum of 25 points)

- Development (25 points)

- Financing (25 points)

- Marketing/Leasing (10 points)

- Design and Construction (5 points)

- Property/Asset Management (5 points)

- Sustainability (5 points)

Total (maximum of 100 points)

For the Healthcare Executive of the Year and Lifetime Achievement awards categories, Winners and Finalists were judged on the following:

- Demonstrated leadership in the healthcare real estate sector
- Demonstrated excellence in the use of strategy, innovation and creativity
- Significant contributions to professional healthcare real estate organizations
- Professional awards and accreditations
- Other contributions, including teaching/mentoring, presenting, judging and publishing.

Thank you to everyone who entered the HREI Insights Awards™ this year and we encourage you to nominate your best people and projects again in 2021. □



Medical Office Buildings | Inpatient Rehabilitation | Acute Care | Long-Term Acute Care

## Integrity • Experience • Innovation

For more information contact:

Jon Sajeski  
 CIO, Healthcare  
 813.316.4304  
[jsajeski@silarealtytrust.com](mailto:jsajeski@silarealtytrust.com)

Ben Stephens, MAI  
 VP, Healthcare  
 813.316.4293  
[bstephens@silarealtytrust.com](mailto:bstephens@silarealtytrust.com)



Dallas Healthcare Facility



Florence Healthcare Facility



Webster Healthcare Facility II



Overland

## CHI Health Clinic Millard, Omaha, Neb.

**Developer: NexCore Group LLC**

CHI Health's Millard facility was operationally inefficient and could not accommodate projected growth. In the first programming meeting, the team identified a similar size building to the planned new CHI clinic that NexCore had developed as a prototype in Council Bluffs, Iowa. NexCore began developing the prototype clinic for the client but altered it slightly to delete a pharmacy (as pharmacies were saturated in the market) and added a badly-needed diabetic education center. The prototype shortened the design time and enabled NexCore to deliver the clinic early with almost all contingency funds unused.



## CityPlace II, Woodbury, Minn.

**Developer: Davis**

Shriner's Hospitals for Children wanted to relocate its Midwest headquarters into a leased outpatient clinic. Shriner's is accustomed to owning versus leasing, so the process required a great deal of communication with its local and national boards. Davis negotiated many project details to meet Shriner's tight timeline and began construction at 50 percent pre-leased. Since this MOB is part of an existing medical hub in a mixed-use project, Shriner's needed to approve an exterior that fit in aesthetically with the overall development. The clinic was designed to meet the needs of children, and it's handicap-accessible and exudes a light-hearted, playful vibe.

## Cypress Pointe, Hammond, La.

**Developer: Catalyst Healthcare Real Estate**

Due to limited space on the hospital campus, physicians who worked at the hospital had offices scattered throughout the community. The client wanted to expand its footprint of the campus and provide physicians a central on-campus location where they could treat patients. Catalyst developed an all-encompassing Cypress Pointe medical building adjacent to the hospital, which is attracting more patients to the campus. The leasing team created a strategic tenant mix that complements each service in the building and leased 100 percent of the building before receiving the certificate of occupancy.



## Silver Cross Medical Pavilion D, New Lenox, Ill.

**Developer: HSA PrimeCare**

Silver Cross Hospital discovered there was a need to provide an urgent care facility on its New Lenox campus to relieve the emergency room of non-critical visits. HSA performed a market study of both on-campus and the immediate area surrounding the hospital to determine potential tenant demand, and the conclusion was a proposed 40,000 square foot MOB to house an urgent care facility along with additional clinical space designed for flexibility of tenant size and potential specialty. In addition to occupancy by Silver Cross physicians, three tenant leases have been signed, resulting in over 90 percent occupancy.

## Tennessee Valley Eye Center ASC & MOB

**Developer: Anchor Health Properties**

TVEC's ASC was at full capacity and facing significant capital improvements and potential downtime to upgrade the facility. Anchor explored solutions for increasing surgical and clinical capacity, including implementing capital improvements to the aged facility or developing a new ASC. TVEC decided to construct an ASC on adjacent land and renovate and expand the existing MOB. The multi-phased project resulted in completion of the largest dedicated ophthalmology surgery center in the state. The project has resulted in improved surgical operating efficiencies, lower operating costs and increased patient volume.





Clinicas de Salud del Pueblo in El Centro, Calif., earned PMB the 2019 HREI Insights Award™ in the category of “Best New Medical Office Buildings and Other Outpatient Facilities (25,000 to 49,999 square feet).”

Photo courtesy of PMB



Todd Varney  
303.244.0700  
todd.varney@nexcoringroup.com

## INNOVATIVE SOLUTIONS

for the betterment of the patient  
and provider experience



CHI HEALTH CLINIC MILLARD  
OMAHA, NE

## Cherry Creek Medical Center, Denver

### Developer: Brookhaven Capital Partners

Brookhaven Capital Partners identified an opportunity to satisfy the pent-up demand for medical office in the affluent Denver market of Cherry Creek. The design/development team developed a Jewel-Box concept, a five-story, all-glass medical office building (MOB) with beautiful views of the mountains and that provided a sense of warmth and comfort for patients. The newly-built MOB offers nearly limitless programming possibilities, which helped Brookhaven attract UHealth as a long-term tenant. The project also includes a convenient 223-stall parking garage, which offers one of the highest parking ratios in the area.



## Mercy Gilbert Medical Plaza II, Gilbert, Ariz.

### Developer: PMB

The success of Mercy Gilbert Medical Center I led to the partnership between Phoenix Children's Hospital and Dignity to develop Mercy Gilbert Medical Plaza II, a women's and children's addition to the original hospital. Phoenix Children's Hospital and Dignity needed the new facility to be open 18 months prior to the completed expansion of the adjacent hospital, Phoenix Children's Hospital Tower. PMB worked under a demanding schedule to meet the Hospital's time requirement. The new MOB is helping the fast-growing Gilbert market meet the need for more high-quality outpatient pediatric and women's services.

## Mercy Medical Commons II, Gilbert, Ariz.

### Developer: MedProperties Group

The CORE Institute, a leading orthopedic and neurological provider, was seeking to relocate into a larger facility to serve the rapidly growing population in the East Valley. Due to CORE's existing lease expiration, MPG had to work through several pre-construction items necessary to prepare the site for development and meet CORE's timing needs, including negotiating an easement with the adjacent landowner to allow for an access drive on Mercy Road. MPG also had to work through COVID-19 issues, including proper site protocol for subcontractors, timing implications and supply-chain management, to stay on schedule.



## Saint Joseph Medical Office Pavilion, Denver

### Developer: Fidelis Healthcare Partners

SCL Health wanted to develop a new medical office building on its Saint Joseph Hospital campus in Denver to accommodate growth. The pandemic required increased site security and health protocols to create a safe work environment, as well as a delay in showing the facility to prospective tenants. Today, the mixed-use pavilion houses three floors dedicated to Class A medical office space, ground-floor retail and restaurant venues and a rooftop sky deck with two patios, a fire pit and scenic views. Also included are convenient ground-level parking for physicians and an adjacent parking lot for tenants and visitors.

## The Southeastern Spine Institute, Mount Pleasant, S.C.

### Developer: Remedy Medical Properties

Southeastern Spine Institute needed a new facility to consolidate its services in a submarket of Charleston. However, it owned two medical buildings that limited its ability to act. Remedy offered to develop the facility and provide a sale-leaseback transaction to allow SSI to vacate its existing buildings after the development was complete. Remedy agreed to release SSI from its leases on the buildings once Remedy found new tenants. Remedy negotiated the acquisition of a site on the Tenet East Cooper Medical Center campus, and SSI, its surgical partner USPI and the hospital are now housed in the new modern facility.





Bristol Health Medical Care Center, Bristol, Conn., developed by Rendina, was the 2019 HREI Insights Award™ Winner in the category of “Best New Medical Office Buildings and Other Outpatient Facilities (50,000 to 99,999 square feet).”

Photo courtesy of Rendina



welltower™

Driving the transformation of health & wellness infrastructure through partnership & innovation.

[welltower.com](http://welltower.com) | [medicaloffice.welltower.com](http://medicaloffice.welltower.com)



## The Campbell Clinic – Wolf River Clinic & Surgery Center

**Developer: Rendina Healthcare Real Estate**

The Campbell Clinic wanted to recruit new physicians and staff, and expand its surgical capabilities, operating room capacity and office/clinical space. Rendina designed the facility so that it maximized the amount of square footage the site could support. Today, the new facility has doubled the Clinic's operating room capacity and added 30,000 square feet of clinical space. The Clinic includes a state-of-the-art sports medicine component that is used by local sports teams. The new facility is accomplishing the Clinic's objectives, including better serving the community and expanding its footprint and patient base.



## Center City MOB 1 and MOB 2, Charlotte, N.C.

**Developer: Pappas Midtown LLC**

Pappas secured a 4-acre mixed use site in Charlotte. Atrium Health approached Pappas with an outpatient services need that required most of the developable site. However, Pappas wanted to capitalize on the healthcare retail trend and bring in other complimentary elements to the project so it secured an additional 24 parcels. The master plan was designed so that the site would be anchored by two MOB's and supplemented with additional phases, including healthcare hospitality, residential, office and retail, all designed with an emphasis on wellness. Pappas focused first on Atrium's needs, allowing it to plan the additional phases concurrently.

## Center for Advanced Healthcare at Brownwood, The Villages, Fla.

**Developer: Anchor Health Properties**

City residents wanted to develop an outpatient specialty care clinic to complement The Villages Health primary care facility. Anchor guided the design team to create a unique, flexible floorplan with an open universal room model in anticipation of future growth for the ASC, imaging, and cancer care services. Anchor managed a value-engineering process that saved nearly \$15 million in estimated project costs to align the design of the facility with the original budget without sacrificing the project's vision, goals, brand and patient experience. The final development budget was more than \$4 million under budget.



## Leonard Institute for Cancer, Mission Viejo, Calif.

**Developer: NCA Real Estate**

Mission Hospital's campus had limited options to accommodate the area's growing population. NCA identified an underutilized portion of a regional mall to develop a much-needed cancer center. The team came up with an innovative design to overcome the topographical challenges by incorporating multiple retaining walls and a deep pile foundation system that allowed the MOB to be placed directly across the street from the hospital's main entrance. The new MOB blends seamlessly with retail in the mall, including a retail boutique that offers massage therapy, nutritional services, acupuncture and a test kitchen.

## The Medical Pavilion at White Oak, Silver Spring, Md.

**Developer: Trammell Crow Company**

Adventist HealthCare needed to replace its obsolete hospital with a new hospital, as well as develop an integrated MOB to house its cancer care program and physicians. To solve the hospital's capital constraints, the MOB was capitalized through a 50/50 joint venture between Adventist and Trammell Crow. Trammell Crow then joint ventured with Seavest Healthcare Properties. The JV offered an ownership opportunity to attract a key healthcare provider, and the leasing team marketed the MOB to over 70 medical groups. The MOB was delivered on time and within budget and paralleled the opening of the new hospital.





1100 Van Ness in San Francisco earned PMB the 2018 HREI Insights Award™ in the category of “Best New Medical Office Buildings and Other Outpatient Facilities (100,000 square feet or more).”

Photo courtesy of PMB



# ANCHOR

HEALTH PROPERTIES

PURSuing **BETTER HEALTHCARE**  
THROUGH **REAL ESTATE SOLUTIONS**

Development | Asset & Property Management  
Investments | Leasing | Financing



## Baptist Health Care Emergency Department, Navarre, Fla.

**Developer: Catalyst Healthcare Real Estate**

Navarre didn't have an emergency room to treat injured patients rapidly. The competition to bring the first combined ER and urgent care clinic intensified when other providers announced the development of an ER. With the challenge of timing, Catalyst renovated the client's urgent care to house the new ER. Throughout renovation, the urgent care remained open to patients with minimal disruption. Catalyst achieved this by working nights and weekends. The renovation was completed in October despite the obstacles presented by COVID-19 and Hurricane Sally. The ER is conveniently located near an about 75,000 residents.



## Essentia Health Park Rapids Highway 34 Clinic, Park Rapids, Minn.

**Developer: Essentia Health**

The population of Park Rapids has increased almost 48 percent since 1990 and swells during the summer with visiting tourists. Essentia's existing clinic needed more space to serve increasing patient volume and to house the physicians and clinicians hired in recent years. It also wanted to free up space for expanded primary care, behavioral health and specialty services at its main clinic. Essentia leadership became aware of a former Pamida store and determined that adaptive reuse of the building would be quicker and less costly than new construction. The new clinic is now meeting Essentia's need for more space.

## Santa Ana Medical Office Building, Santa Ana, Calif.

**Developer: Meridian**

Meridian acquired a vacant building that formerly housed a culinary and arts school in an area that lacked quality medical office buildings but was undergoing significant revitalization. There also were no large blocks of medical office space available within 3.5 miles. PMB spent approximately \$5 million to renovate the common areas, landscaping, and major building systems. Meridian also secured a large healthcare provider for roughly half the building on a long-term lease. The building conversion will allow providers to serve a broad range of patients in a convenient location and provide the best care available.



## UC Davis Health Roseville Outpatient Clinic, Roseville, Calif.

**Developer: Anchor Health Properties**

When Anchor acquired the asset, existing tenant UC Davis Medical Group expressed reluctance to implement tenant improvements. Expected to achieve LEED Gold certification, the Anchor-renovated facility features several sustainable elements which will result in increased energy savings and reduced water use. Anchor's collaborative development and property management platforms resulted in completion of the project seven months ahead of the original schedule and \$800,000 under budget. The renovation is allowing UC Davis to add new services, consolidate practices from the surrounding area and increase patient volume.

## West Ashley Medical Pavilion | MUSC Health

**Developer: Trademark Properties**

MUSC officials sought to bring more convenient outpatient care to the growing Charleston area. It also needed to overcome a parking problem at its main campus. Trademark Properties bought a vacant J.C. Penney building at Citadel Mall and MUSC signed a 15-year lease for the former retail building. It planned to convert the store into an outpatient clinic with Class A medical office space. The facility officially opened Dec. 30, 2019, on schedule and on budget. The adaptive reuse of this former big-box retail space is the first of its kind in the Charleston area. MUSC says the pavilion's medical team saw about 6,000 patients in its first month.





Goodyear Medical Plaza in Goodyear, Ariz., developed by PMB, was the 2019 HREI Insights Award™ Winner in the category of “Best Renovated or Repurposed Healthcare Facility.”

Photo courtesy of PMB



DEVELOP, ACQUIRE, RENOVATE.

DESTINY SPRINGS  
SURPRISE, AZ



2045 PEACHTREE  
ATLANTA, GA



BROOKHAVEN MEDICAL CENTER  
ATLANTA, GA



## AHN/Emerus Microhospital Network, Pennsylvania (multiple sites)

**Developer: Trammell Crow Company and Seavest Healthcare Properties**

AHN/Highmark partnered with Emerus to develop Pennsylvania's first microhospitals and sought visible, accessible sites in four submarkets around Pittsburgh. As this hospital concept was new in the state, the tenant worked with state health officials to determine what services would be required, and the design and development team worked to estimate costs of such requirements. The team also worked with local officials to write amendments to zoning ordinances to allow the development. Despite the complexity of the projects, each hospital was delivered on time and under budget, and patient volumes exceeded expectations.



## Baptist Health Jacksonville Oakleaf Satellite ED, Jacksonville, Fla.

**Developer: Meadows & Ohly**

Oakleaf is a growing neighborhood that needed access to emergency medical care, and Baptist Health wanted to provide that care to the community. Meadows & Ohly helped drive the design and costs to make sure the project matched the client's overall vision and budget. The project was delivered within the proposed schedule and budget. The new facility provides adult emergency care, pediatric emergency care, full-service lab, pediatric and adult CT, X-ray and ultrasound, as well as on-site ambulance access and a helipad. This facility has been very successful for Baptist Health.

## Marcus Tower at Piedmont Atlanta Hospital, Atlanta

**Developer: Piedmont Healthcare**

Piedmont Atlanta Hospital was outgrowing its current facilities and had to turn away cardiac patients because of lack of space and resources. The first phase of the 10-year campus master plan – the largest healthcare project in Georgia history – called for a new 16-story patient tower anchored by a heart and vascular center. The new tower includes the latest technology and larger patient rooms to provide for enhanced care. It was designed to pay tribute to the tree-filled city and provide a “canopy of care” by capitalizing on natural art, features and light. The tower opened on July 15, 17 days ahead of schedule.



## Palomar Rehabilitation Institute, Escondido, Calif.

**Developer: PMB**

Palomar and Kindred formed a partnership to replace the existing Acute Rehabilitation Unit with a new inpatient rehab facility at Palomar's new campus in Escondido. The facility will meet the growing need for new rehab services in the community. The project team cost-effectively managed the project to mitigate the California Office of Statewide Health Planning and Development design, permitting and field change risk. In spite of impacts associated with COVID-19, PMB successfully finished the project in time to allow Palomar to relocate the existing Acute Rehab Unit and close on the sale of its Escondido campus.

## ProMedica Charles and Virginia Hickman Hospital, Adrian, Mich.

**Developer: ProMedica**

ProMedica sought to consolidate and replace two old facilities with one modern, full-service community hospital. ProMedica acquired an abandoned golf course to build the hospital. A new structural steel technology was used to speed construction. In response to the pandemic and the potential for future outbreaks, the opening was delayed briefly to equip the hospital with additional safety features. The completed hospital features an organic farm, two-plus miles of walking trails, and a YMCA and wellness center. The campus serves as a community hub and a new model of collaboration between ProMedica and the community.





Stanford Hospital in Palo Alto, Calif., developed by Stanford Health Care, won the 2019 HREI Insights Award™ in the category of “Hospitals and Other Inpatient Facilities Best New Ground-Up Development.”

Photo courtesy of Stanford Health Care



**Davis**

davishre.com

**THE DAVIS DIFFERENCE**

A Better Approach to Healthcare Real Estate

# FINALISTS: BEST POST-ACUTE/SENIOR LIVING

## GenCare Lifestyle at Point Ruston, Tacoma, Wash.

### Developer: PMB

PMB developed a partnership with several organizations to offer GenCare Whole Life Connect, which shifts from a patient-centered healthcare construct to a resident-centered wellness model. The new senior community is located in a mixed-use resort village that had been home to a copper mill and produced substantial toxic waste. The Environmental Protection Agency has been implementing remediation efforts on the site for years. PMB worked with a master developer to finish the clean-up and create a beautiful, functional area. The senior living community offers 159 spacious apartments and a wide variety of amenities.



## Heartis Yardley, Penn.

### Developer: Caddis

Caddis research determined that Bucks County had a strong demand for high-quality senior living communities. Throughout construction, Caddis experienced severe staffing shortages and materials delays. Caddis created an action plan to help minimize the project risks and impact. Caddis regularly called its factory manager in China to request an expedited rush order on products. Through strong procurement relationships, Caddis was listed as a top priority on vendors' shipping lists. All construction materials arrived to the project site with no delay, and the project was successfully completed this October.

## Southwell Medical (formerly Cook Medical Center), Adel, Ga.

### Developer: Meadows & Ohly

The main objective was to replace a 60-year-old campus facility and improve the quality of healthcare services and coverage in Cook County and the surrounding area. The development team navigated through a period of rapidly rising construction costs, skilled labor shortages and material cost increases, and implemented significant scope changes without extending the schedule. The team completed the project on schedule despite challenges with off-site infrastructure and the weather, and built an innovative healthcare facility at a construction cost significantly lower than costs of comparable facilities in the region.



## Splendido at Rancho Vistoso, Tucson, Ariz.

### Developer: Plaza Companies

As Splendido at Rancho Vistoso approached capacity, the owners wanted to add 47 new villa homes and renovate common areas. The project team wanted to integrate a comfortable, modern design with state-of-the-art construction practices, and focus on the arts, specifically Arizona-based artists, as well as environmental sustainability, cultural significance, and health and wellness. The team engaged with existing residents to discuss the enhancements they most wanted to see, and expanded outreach to hundreds of potential new residents. The result of this approach is that the senior community is nearly sold out.



Executive market leadership in healthcare real estate, operating in a creative, entrepreneurial culture, supported by healthcare savvy institutional capital, while serving established relationships.





**Heartis Village Brookfield in Brookfield, Wis., earned Caddis its unprecedented third straight win in 2019 in the HREI Insights Awards™ category of “Post-Acute & Senior Living Facilities Best New Ground-Up Development.”**

Photo courtesy of Caddis

## The Watermark at Brooklyn Heights

**Developer: Watermark and Tishman Speyer (project manager)**

There was a shortage of senior housing in Brooklyn due to high property costs and the closing of a large senior housing facility that was sold for condo redevelopment. The development team acquired a 310,000 square foot hotel that was built 1928 and that was in a desirable location with views of the city. They repurposed the space into apartments and high-end amenities that the area’s growing population of wealthy seniors would expect from a private-pay, luxury community. The renovated Watermark at Brooklyn Heights became New York City’s first new luxury retirement community to open in 20 years and Brooklyn’s first.



# Healthcare Real Estate

**WINSTEAD**  
ATTORNEYS

Whether working with healthcare REITs, private equity investors, developers, operators, hospital systems, physician groups, or lenders, Winstead attorneys bring a distinctive blend of real estate excellence and healthcare acumen to each project.

winstead.com

Contact: Andy Dow | 214.745.5387 | adow@winstead.com

## Bob Atkins and Chick Atkins

### **The Atkins Companies, West Orange, N.J.**

Messrs. Atkins have overseen the growth of the firm's portfolio to 700,000 square feet across five states and established the company as one of the nation's premier healthcare real estate investment, development, and management firms. Since 1985, Bob has been a principal of Atkins Companies, overseeing all facets of the firm's operations including entitlements, development, financing, construction, and management. Chick has been a principal of the firm for more than four decades and oversees many of the organization's projects in various phases of development, including entitlement, management, and leasing.



## Chip Conk

### **Montecito Medical Real Estate, Nashville, Tenn.**

Mr. Conk has served as President and CEO of Montecito Medical Real Estate since he co-founded the firm in 2006. Under his hands-on leadership, Montecito has become one of the largest privately held acquirers of medical office buildings in the U.S., with transactions in 30 states representing a combined value is more than \$4 billion. His "we take care of physicians" approach has fueled the company's remarkable growth. Mr. Conk pioneered a physician-centric model that invites doctors to reinvest in medical office buildings they sell to Montecito and to co-invest, via a unique fund, in other MOBs the company acquires.

## Chad Henderson

### **Catalyst Healthcare Real Estate, Pensacola, Fla.**

As Founder and CEO of Catalyst Healthcare Real Estate, Mr. Henderson has led the company in providing numerous real estate solutions and efficient capital to integrated healthcare systems, hospitals, and specialty providers of all sizes nationwide. Under his guidance, the company has quadrupled its portfolio, doubled its employee count, and added two more offices since 2018. He has created services that address the needs of communities and health systems by using a data-driven strategy, including establishing community-anchored healthcare assets as a vital resource to its patients, visitors and the community at large.



## Mark Toothacre

### **PMB, San Diego**

Mark Toothacre became President of PMB in 2007 and has guided the company through two major recessions and overseen 40 projects and over 4 million square feet of MOB development. He has helped PMB meet clients' needs by developing facilities across the continuum of care that cost effectively provide an outstanding patient and provider experience. Mr. Toothacre also is a board member of PMB Real Estate Services, a best-in-class property management platform which manages nearly 5 million square feet of medical facilities. Mr. Toothacre has spoken at numerous conferences and events throughout his 31-plus-year career.

## The healthcare real estate experts that partners and investors count on.

MedProperties is a specialized private equity firm with a highly disciplined approach to healthcare real estate investment. Both directly and indirectly (through joint-venture relationships) we invest in the development of new, value-add, and stabilized healthcare real estate from multitenant medical office buildings to single-tenant specialty healthcare facilities throughout the US.

**Profit from our expertise; contact us today.**



**MedProperties**

MedProperties Realty Advisors, LLC.

2300 North Field Street, Suite 2150

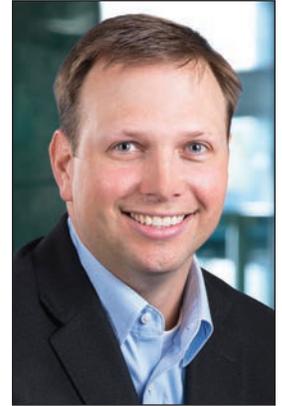
Dallas, Texas 75201

214.661.1000

**MedPropertiesLP.com**

# Previous HRE Executives of the Year

Award winners in years past have included a wide range of healthcare real estate leaders



The previous Winners of the HREI Insights Award™ for Healthcare Real Estate (HRE) Executive of the Year have included (top row, from left to right) Chris Bodnar and Lee Asher, both of CBRE (2013); Mindy Berman of JLL (2014); Erik Tellefson of GE Capital (now Capital One, 2015); Jason Signor of Caddis (2016); (bottom row, left to right) John Thomas of Physicians Realty Trust (2017); Steve Bolen of LaSalle Investment Management (2018); and Greg Venn of NexCore Group (2019).

Did you nominate your people and projects this year?

If not, or if they were not selected this time, there's always next year! To be notified next summer when entries open for the 2020 HREI Insights Awards™, please email us at [Publisher@HREInsights.com](mailto:Publisher@HREInsights.com).



**AMERICAN**  
HEALTHCARE INVESTORS

AMERICAN HEALTHCARE INVESTORS HAS COMPLETED MORE THAN \$16 BILLION IN TRANSACTIONS SINCE 2006 AND IS ONE OF THE MOST ACTIVE BUYERS OF CLINICAL HEALTHCARE REAL ESTATE IN THE COUNTRY.

SEEKING: MEDICAL OFFICE - HOSPITALS - SENIOR HOUSING - SKILLED NURSING

(949) 270-9200 • [www.AHINVESTORS.COM](http://www.AHINVESTORS.COM)



# TST's Sanders and Starr honored

The pair grew The Sanders Trust into one of the HRE's most respected firms

By John B. Mugford

It is not every day when HREI™ is able to present an award to a National Football League legend and a member of the Pro Football Hall of Fame.

But that's exactly what we're doing as this year comes to a close, as the co-winners of the 2020 HREI Insights Awards™ Lifetime Achievement Award are Rance Sanders and his longtime friend and business partner, Bart Starr Sr., the legendary quarterback of the Green Bay Packers football team.

Messrs. Sanders and Starr, both of whom attended the University of Alabama – Mr. Sanders became acquainted with Mr. Starr through his best friend during his college years, Bart Starr Jr. – are the founders and longtime leaders of Birmingham, Ala.-based The Sanders Trust, a well-known, long-standing and pioneering healthcare real estate (HRE) firm.

The two started focusing on developing and managing medical properties back in 1989, when they launched Starr Sanders Properties. Early on, they tapped into a network of high-net worth investors to build their company and platform.

In nominating Messrs. Sanders and Starr, who passed away in May 2019, for the award, professionals with The Sanders Trust noted that the two were “the forefront of U.S. medical facility development. Their reputation as a best-

in-class operating platform has grown through the years, and today they are recognized by best-in-class capital partners and health systems for their abilities and accomplishments.”

Over the years, the company, which evolved from Starr Sanders Properties into The Sanders Trust under Rance's leadership in the late 1990s – with Mr. Starr staying involved as vice chairman – has developed and acquired medical facilities across the spectrum of care, from inpatient rehabilitation hospitals to medical office buildings. Its portfolio of developments and acquisitions now spans 29 states.

In recent years, the company has typically invested between \$100 million and \$200 million annually in such facilities, and with a recent portfolio sale it has plenty of capital to continue investing, according to Mr. Sanders, an attorney by trade.

In addition to being pioneers in the sector – by starting a company solely focused on HRE facilities – Messrs. Sanders and Starr were also ahead of their time in forming a joint venture (JV) partnership



Bart Starr Jr.



Rance Sanders

with an institutional investor, Chicago-based Harrison Street Real Estate, before such partnerships became more common.

As noted earlier, prior to becoming a successful business owner, Mr. Starr was a legendary football player. After his college career ended at the University of Alabama, he was chosen by Packers and led the team to the NFL championship in 1965 and then to two consecutive Super Bowl titles in 1966 and 1967.

As for Mr. Sanders, he continues to lead The Sanders Trust, guiding its investment policy and overseeing the implementation of its strategy.

*For more on this year's Lifetime Achievement Award Winners, please see the January/February 2021 edition of HREI™.)*

## Healthcare Snapshot:

- 32+M square foot portfolio
- 2500+ transactions per year
- 440+ asset dispositions
- 1.2B asset monetization
- \$510M construction projects
- Lease administration: 1300+ facilities
- Compliance/FMVs: 900+ facilities



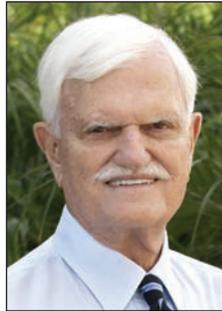
According to our clients, achieving results is our competitive advantage.

# Previous Life Achievement Winners

Previous honorees have included six pioneering and prolific healthcare real estate developers

**W**henever Healthcare Real Estate Insights™ presents its HREI Insights Awards™, it is likely to be a memorable and heartwarming moment.

Robert A. “Bob” Rosenthal of Pacific Medical Buildings set the tone with his enthusiastic response to winning the first Lifetime Achievement Award in 2013.



The tradition continued with the poignant selection of Bruce A. Rendina of Rendina Companies in 2014. The award was given posthumously to Mr. Rendina, who passed away in 2006.



The 2015 Winner was Jim Meadows, the retired head of Meadows & Ohly, who helped to transform healthcare real estate (HRE) from an obscure niche to the darling of investors.

The 2016 Winner, Tim Oliver of NexCore Group, was involved in developing about 5 million square feet of HRE during his 40-plus-year career.

Lou Sachs and Paula Crowley, who co-founded what is now known as Anchor Health Properties, and who were among the first to apply retail strategies to healthcare, were the 2017 Winners.

The 2019 Winner, the fun-loving Michael A. “Mike” Noto, enjoyed two great runs in his long HRE career, first as a friend and colleague of Mr. Rendina, then with Welltower, helping both companies to grow significantly.

The previous Winners of the HREI Insights Award™ for Lifetime Achievement and their current or most recent companies include (top row, from left to right) Bob Rosenthal of Pacific Medical Buildings (2013); Bruce Rendina of Rendina Companies (2014, awarded posthumously); Jim Meadows of Meadows & Ohly (2015); and Tim Oliver of NexCore Group (2016); and (bottom row, from left to right) Lou Sachs and Paula Crowley, both of Anchor Health Properties (2017); and (bottom) Michael A. “Mike” Noto (2018) who has spent most of his career with Rendina and Welltower; and David Emery, Realty Trust Group (2019, awarded posthumously). (Photos contributed)

Last year's Winner was David R. Emery, who led the team that in 1992 founded Healthcare Realty Trust (NYSE: HR), the first real estate investment trust (REIT) specializing in medical office buildings (MOBs). During the next 25-plus years, Mr. Emery guided the company's growth, and it now boasts 282 employees and 200 properties valued at about \$5.9 billion.

Sadly, Mr. Emery, HR's chairman emeritus, passed away in September 2019 at the age of 75, succumbing to pancreatic cancer.

In tribute to his long and successful career, and his many contributions to the sector, Mr. Emery was selected to receive the 2019 HREI Insights Awards™ Lifetime Achievement Award. □



## YOUR HEALTHCARE REAL ESTATE PARTNER

A purpose-driven organization that aligns with the mission, vision, and values of healthcare organizations. Our platform and expertise help health systems navigate the ever-evolving changes in healthcare delivery.

**Catalyst**  
healthcare real estate

# Previous Insights Awards Winners

Here's who won the HREI Insights Awards™ in the first seven years of the program

## Best New Medical Office or Other Outpatient Building (Less than 25,000 square feet)

2013:	DaVita Stevens Creek, San Jose, Calif.	Meridian Property Co.
2014:	Duke Medicine at Meadowmont, Chapel Hill, N.C.	Davis Moore Capital
2015:	Murrells Inlet ASC, Murrells Inlet, S.C.	Rendina Healthcare Real Estate
2016:	Five Star ER Pflugerville, Texas	Lockard
2017:	Oakland Medical Office Building, Oakland, Calif.	Meridian
2018:	Shirley Ryan AbilityLab Outpatient and DayRehab Center, Burr Ridge, Ill.	MedProperties Group
2019:	Prime Surgical Suites at RiverCrest Medical Park, Granite Falls, N.C.	Flagship Healthcare Properties

## Best New Medical Office or Other Outpatient Building (25,000 to 49,999 square feet)

2013:	Wylie Medical Plaza, Wylie, Texas	PM Realty Group LP
2014:	Angel Cancer Center, Franklin, N.C.	The Keith Corporation
2015:	Mission Health - Mauzy-Phillips, Spruce Pine, N.C.	The Keith Corporation
2016:	Buck Creek Medical Plaza, Avon, Colo.	NexCore Group LLC
2017:	UPMC Outpatient Center, Allison Park, Pa.	University of Pittsburgh Medical Center
2018:	CHI Health Clinic Valley View, Council Bluffs, Iowa	NexCore Group and CHI
2019:	Clinicas de Salud del Pueblo, El Centro, Calif.	PMB

## Best New Medical Office or Other Outpatient Building (50,000 to 99,999 square feet)

2013:	Lone Star Family Health Center, Conroe, Texas	Caddis Partners
2014:	Los Alamitos Medical Plaza, Los Alamitos, Calif.	Pacific Medical Buildings
2015:	Minnetonka Medical Center, Minnetonka, Minn.	The Davis Group
2016:	Penn Medicine Southern Chester County, Pa.	Anchor Health Properties
2017:	Women's Care Florida Women's Health Center, Tampa, Fla.	NexCore Group
2018:	Superior Medical Center, Superior, Colo.	PMB
2019:	Bristol Health Medical Care Center, Bristol, Conn.	Rendina

## Best New Medical Office or Other Outpatient Building (100,000 square feet or more)

2013:	Silver Cross Hospital Pavilion A, New Lenox, Ill.	NexCore Group
2014:	Haley Veterans' Hospital Primary Care Annex, Tampa, Fla.	Duke Realty
2015:	Conventus, Buffalo, N.Y.	Ciminelli Real Estate Corp./Seavest
2016:	Hoag Health Center Irvine-Sand Canyon, Irvine, Calif.	Pacific Medical Buildings
2017:	HealthEast Clinic & Specialty Center, Maplewood, Minn.	Davis
2018:	Northside Midtown MOB, Atlanta	Physicians Realty Trust
2019:	1100 Van Ness, San Francisco	PMB

Development ♦ Acquisitions ♦ Property Management ♦ Leasing



2018 HREI Insights Award Winner:  
Shirley Ryan AbilityLab Outpatient  
and DayRehab Center, Burr Ridge, Ill.

**NP**  
**MedProperties**

(847) 897-7300  
MedPropertiesGroup.com

## Best Renovated or Repurposed Healthcare Facility

- 2013: Kirkwood Professional Plaza, Dearborn, Mich.
- 2014: Croasdaile Commons, Durham, N.C.
- 2015: Rohnert Park Medical Office Building, Rohnert Park, Calif.
- 2016: Clara Maass Medical Center MOBs, Bellevue, N.J.
- 2017: Cotton Medical Center, Pasadena, Calif.
- 2018: Salt Creek Medical Campus, Hinsdale, Ill.
- 2019: Goodyear Medical Plaza, Goodyear, Ariz.

- Seavest Healthcare Properties/KIRCO
- Glenwood Development Co.
- Meridian
- Rendina Healthcare Real Estate
- Meridian
- MedProperties Group
- PMB

## Best New Hospital or Other Inpatient Facility

- 2013: Central Texas Rehabilitation Hospital, Austin, Texas
- 2014: Baptist Memorial Rehab Hospital, Germantown, Tenn.
- 2015: Parkland, Dallas
- 2016: TriHealth Bethesda Butler Hospital, Hamilton, Ohio
- 2017: Kaiser Permanente San Diego Medical Center
- 2018: California Pacific Medical Center Mission Bernal, San Francisco
- 2019: Stanford Hospital, Palo Alto, Calif.

- Prevarian Senior Living LP
- Duke Realty
- Parkland Health & Hospital System
- Duke Realty
- Kaiser Permanente
- Sutter Health
- Stanford Health Care

## Best New Post-Acute or Senior Living Facility

- 2013: Scottsdale Healthcare Rehab Hospital, Scottsdale, Ariz.
- 2014: Beach House AL & MC, Jacksonville Beach, Fla.
- 2015: Heartis Amarillo (Texas) Assisted Living & Memory Care
- 2016: Beach House Assisted Living/Memory Care, Naples, Fla.
- 2017: Heartis Clear Lake, Webster, Texas
- 2018: Heartis Village North Shore, Glendale, Wis.
- 2019: Heartis Village Brookfield, Brookfield, Wis.

- HealthCap Partners/MedProperties Holdings
- Prevarian Companies
- Caddis
- Prevarian Companies
- Caddis
- Caddis
- Caddis

## Healthcare Real Estate Executive of the Year

- 2013: Christopher Bodnar and Lee Asher
- 2014: Mindy Berman
- 2015: Erik Tellefson
- 2016: Jason Signor
- 2017: John Thomas
- 2018: Steve Bolen
- 2019: Greg Venn

- CBRE
- Jones Lang LaSalle
- GE Capital, HFS (now Capital One)
- Caddis
- Physicians Realty Trust
- LaSalle Investment Management
- NexCore Group LLC

## Lifetime Achievement Award

- 2013: Robert Rosenthal
- 2014: Bruce A. Rendina
- 2015: James O. Meadows
- 2016: Tim Oliver
- 2017: Paula R. Crowley and Louis S. Sachs
- 2018: Michael A. Noto
- 2019: David R. Emory

- Pacific Medical Buildings
- Rendina Companies
- Meadows & Ohly
- NexCore Group LLC
- Anchor Health Properties
- Rendina Companies and Welltower Inc.
- Realty Trust Group

BUILD . BUY . OWN . LEASE . RENOVATE . INNOVATE

**MERIDIAN**  
Buildings for Life



# About the HREI Insights Awards

## How nominations are evaluated by the judges and how to enter next year

The HREI Insights Awards™ were established by Healthcare Real Estate Insights™ magazine in 2013 to recognize excellence in healthcare real estate development and executive leadership. The HREI Insights Awards are the only awards totally dedicated to the healthcare real estate sector.

The HREI Insights Awards are awarded in nine categories:

### Development Award Categories

**Medical Office Buildings and Other Outpatient Facilities, Best New Ground-Up Development** (4 awards by size, up to 5 finalists in each size range):

- Less than 25,000 square feet
- 25,000 to 49,999 square feet
- 50,000 to 99,999 square feet
- 100,000 square feet or more

**Best Renovated or Repurposed Healthcare Facility** (1 award, up to 5 finalists, any size)

**Hospitals and Other Inpatient Facilities, Best New Development** (1 award, 5 finalists, any size)

**Post-Acute & Senior Living Facilities, Best New Ground-Up Development** (1 award, up to 5 finalists, any size)

### Development Award Eligibility

Any project completed or scheduled to be

completed by Dec. 31, 2020, is eligible. Preference will be given to projects completed or scheduled to be completed in 2020, but consideration will be given to uncompleted projects, as well as exceptional projects from previous years.

### Executive Leadership Awards

**Healthcare Real Estate Executive of the Year** (1 award, up to 5 finalists)  
Submit Your Entry

**Lifetime Achievement Award / Healthcare Real Estate Hall of Fame** (1 award)

### Executive Award Eligibility

Healthcare real estate professionals from both healthcare real estate firms and hospitals, health systems and physician practice groups are eligible.

### How to Enter

Nominations open each year in the late summer. Nominations may be submitted online at [HREInsights.com](http://HREInsights.com).

When you visit the website, please have this required information ready:

Required Entry Information for Development Projects Please include all that apply:

- Facility name
- Address, City, State
- Client (owner or tenant)

- Product type (medical office building, freestanding emergency department, ambulatory surgery center, etc.)

- Number of stories
- Square footage (gross or net rentable)
- Site acreage
- Parking (surface or structured, # of spaces)

- Construction start date
- Construction complete date
- Cost (total development cost and/or construction cost)

- Owner (if different than client)
- Major users/tenants (if multi-tenant)
- Developer
- Architect
- Contractor

- Lender
- Broker/leasing agent

- Property manager
- Asset manager

- Consultants
- Situation: What problem, need or opportunity faced the client? (Maximum character count: 500)

- Solution: How did the development team help the client solve the problem, meet the need or capitalize on the opportunity? (Maximum character count: 1,000)

- Results: Specifically, how was this project successful in terms of strategy, development, financing, marketing, leasing, design, construction, property management, asset management and sustainability? Please provide quantitative or qualitative data to support your claim. (Maximum character count: 1,000)

- Primary contact (name, address, phone)

## Our Passion is Making Our Clients' Vision a Reality

Nominated for a 2020 HREI Insights Award, the new Campbell Clinic Wolf River Clinic & Surgery Center is a 120,000 SF facility that builds upon The Campbell Clinic's century-long reputation as a leader in orthopaedics.

THE CAMPBELL CLINIC WOLF RIVER CLINIC & SURGERY CENTER | GERMANTOWN, TN



# and email)

■ High-resolution full-color images of the building. Please include at least one hi res image and no more than three. Minimum resolution of 300 dpi at 11" x 14". JPGs preferred.

■ Entry fee: \$50 per entry, no limit

Required Entry Information for Healthcare Real Estate Executives and Lifetime Achievement Award

■ Executive's name

■ Title

■ Name of company or organization

■ Address, City, State

■ Phone number

■ Email address

■ How has the individual demonstrated leadership in the healthcare real estate sector? (Maximum character count: 500)

■ How has the individual demonstrated excellence in the use of strategy, innovation and creativity? (Maximum character count: 500)

■ Describe the individual's significant contributions to professional healthcare real estate organizations. (Maximum character count: 500)

■ Describe his/her professional awards and accreditations. (Maximum character count: 500)

■ Summarize other relevant contributions, including teaching/mentoring, presenting, judging and publishing. (Maximum character count: 500)

■ Executive's biography. (Maximum character count: 1,000)

■ Primary contact (name, address, phone # and email)

■ High-resolution full-color head shot of the executive. Minimum resolution of 300 dpi at 11" x 14". JPGs preferred.

■ Entry fee: \$50 per entry, no limit

## Schedule and Judging Process

■ Entry Deadline: Late September

■ Mid-October: Finalists will be chosen and notified by HREI staff

■ Mid-November: Winners will be selected by HREI Editorial Advisory Board and will be notified

■ December: Winners will be announced publicly. The exact form of the 2021 awards presentation — live or online — will depend on pandemic situation as of early December.

## Judging Criteria

Finalists and winners of the HREI Insights Awards will be selected based on excellence in all facets of healthcare real estate development, with a particular emphasis placed on strategy, development and financing.

Specific Judging Criteria and Relative Importance:

**Development Awards.** For each project, the judges will consider the following:

■ How has the building enabled the developer, owner and/or client or tenants to successfully achieve its business objectives and implement its business

strategies?

■ How was the development process outstanding in terms of quality, value, size, importance to the community, professionalism, service, overcoming obstacles, taking advantage of opportunities, creativity, flexibility, uniqueness, etc.

■ How was the financing of the project outstanding in terms of quality, value, size, importance to the community, professionalism, service, overcoming obstacles, taking advantage of opportunities, creativity, flexibility, uniqueness, etc.

■ Strategy (maximum of 25 points)

■ Development (25 points)

■ Financing (25 points)

■ Marketing/Leasing (10 points)

■ Design and Construction (5 points)

■ Property/Asset Management (5 points)

■ Sustainability (5 points)

Total (maximum of 100 points)

For the Healthcare Executive of the Year and Lifetime Achievement awards categories, winners and finalists will be judged on the following:

■ Demonstrated leadership in the healthcare real estate sector

■ Demonstrated excellence in the use of strategy, innovation and creativity

■ Significant contributions to professional healthcare real estate organizations

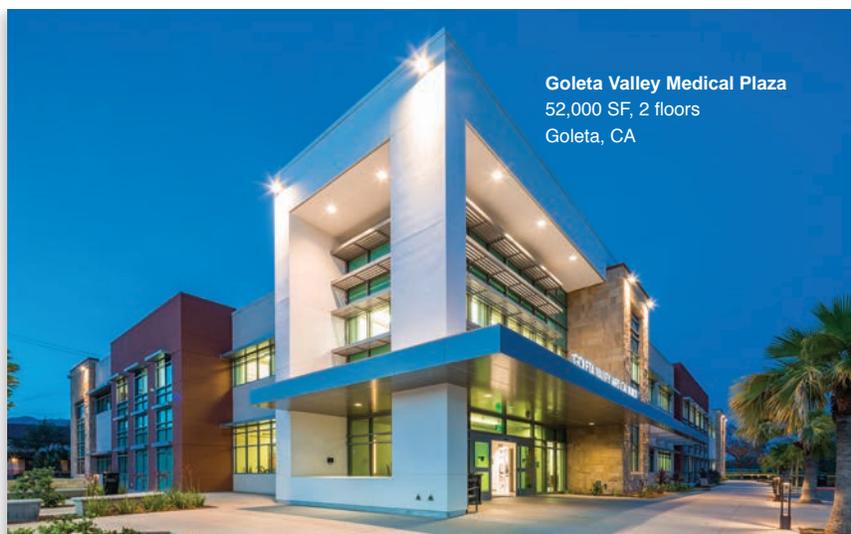
■ Professional awards and accreditations

■ Other contributions, including teaching/mentoring, presenting, judging and publishing. □

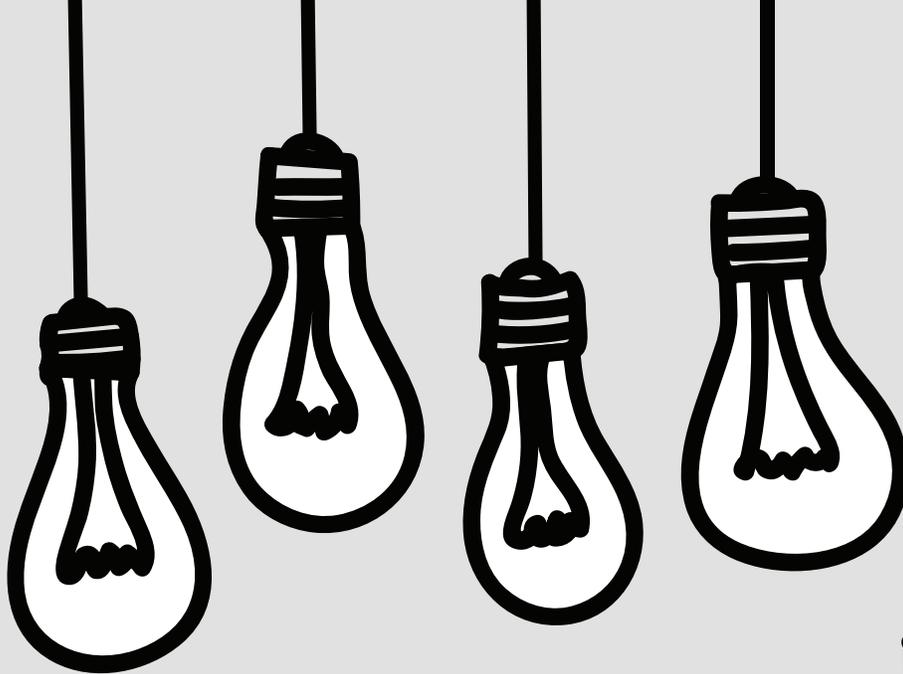


## STRATEGY. DESIGN. DELIVERY.

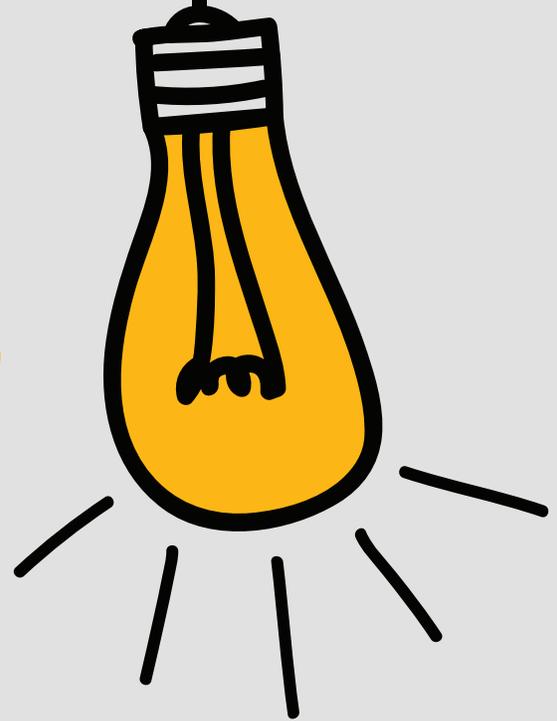
We are committed to delivering healthcare real estate across the continuum of care.



**Goleta Valley Medical Plaza**  
52,000 SF, 2 floors  
Goleta, CA



# We put the **insights** into healthcare real estate



## Today business moves at internet speed.

That's why we added the Healthcare Real Estate Insights weekly e-newsletter - delivering all the latest healthcare real estate news directly to your email inbox, every Wednesday morning. Now we're taking that a step further. We're complementing our news-focused e-newsletter and HREInsights.com website with an expanded HREI print magazine - delivering even more of the detailed, feature-focused content that attracted most of our readers in the first place:

- more in-depth news analysis articles
- more feature stories
- more in-depth interviews and Q&As
- more company, people and project profiles
- more data and graphics
- more longer-form stories from corners of the HRE world that are seldom publicized

We invite you to check out the expanded HREI magazine today. You're going to like what you see.

Isn't it time that you got your Insights?  
Subscribe now at [HREInsights.com](http://HREInsights.com)

**HREI** Healthcare  
Real Estate  
Insights™  
[HREInsights.com](http://HREInsights.com)