



ABOUT

HEALTHPLEX SOLUTIONS.....



HEALTHPLEX
SOLUTIONS

New Directions for Healthcare



HEALTHPLEX HISTORY

**“...OFFER
SERVICES
EXCLUSIVELY TO
THE HEALTHCARE
INDUSTRY.”**

Healthplex Solutions was established in 2002 to offer services exclusively to the healthcare industry. The services that Healthplex offers include healthcare real estate consulting, project management (owner representation), full development services and property management services. In its five year history, Healthplex has built a significant healthcare client base in Ohio as well as several other states including Michigan, Kentucky, Florida, Alabama, Tennessee, and Texas. Healthplex currently manages over 2.5 million square feet of medical office space for hospital and physician clients, has acted as developer for over 200 million dollars of healthcare projects and has been project manager for over 400 million dollars of healthcare construction.

**“...OUR UNIQUE
PHYSICIAN
OWNERSHIP
STRUCTURES
HELP MITIGATE
THE IMPACT OF
RISING COSTS.”**

Healthplex has uniquely structured several projects that include physician ownership. All of our employees have a healthcare background, thus we thoroughly understand the healthcare industry and the important features when developing a medical facility.

The cornerstone of our business philosophy is based on enhancing the physician experience by allowing unique ownership opportunities. Additionally, we work in the Central Ohio market every day. We are aware of and understand current construction costs and rents in the Central Ohio market. We have found that our unique physician ownership structures help mitigate the impact of rising costs.

Healthplex is the only exclusive healthcare firm in Central Ohio that offers this diverse service line as well as equity ownership.



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HEALTHPLEX ADVANTAGES

The advantages of Healthplex Solutions which make us unique are as follows:

- Unique ownership structures designed to attract physicians.
- Thorough knowledge of the Central Ohio construction market.
- Thorough understanding of a sensitive rent market.
- Our excellent reputation in Central Ohio.
- Strong history of working collaboratively with healthcare design and construction experts.
- Commitment to our clients to become their long-term strategic partners.
- Ability to understand and work with Physicians.
- Thorough knowledge of local healthcare design firms and their capabilities.
- Our in-depth knowledge of the healthcare industry.

Samples of some of our current and prior projects are listed on the following pages.....





The Mark H. Zangmeister Center



PROJECT SUMMARY

SERVICES PROVIDED:

- EQUITY DEVELOPER
- PROJECT MANAGEMENT
- LEASE COORDINATION
- FINANCING
- OWNERSHIP STRUCTURING
- DOCUMENT PREPARATION
- PROPERTY MANAGEMENT

The Mark H. Zangmeister Center is the realized dream of a Columbus, Ohio based group of Oncologists/Hematologists to provide comprehensive oncology/hematology care to their patients in a single state-of-the-art facility. Mid-Ohio Oncology/Hematology hired Healthplex Solutions to develop the project, create an ownership structure for the Center, coordinate the land purchase, oversee the design and construction of the facility, and obtain debt financing. Because of its expertise and reputation managing medical real estate, Healthplex was asked to take part in the ownership of the Center and act as the Managing Member of the newly formed LLC created to own and manage the facility. Due to the fact that this project involves a group of physicians, not a hospital or health system, Healthplex had to address several unique challenges as a result of that dynamic, including educating the physician investors on the advantages and risks of real estate ownership and assisting management/physicians in making critical decisions related to the project. Healthplex was responsible for saving the partnership over \$1 million by carefully managing the project from beginning to end. Healthplex Solutions was also able to use its firsthand hospital/health system experience in advising the group practice in its pursuit of a strategic joint venture with a local health system in owning radiation oncology services offered at the facility. Creating this physician/hospital alignment has been of great benefit for both parties.



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The Mark H. Zangmeister Center

BUILDING DESCRIPTION

The Zangmeister Center is a +/- 109,000 square foot Cancer Center and Medical Office Building located in the center of Columbus, Ohio. The Center offers a variety of services, including: physician office care, infusion therapy, radiation oncology (linear accelerators), and other clinical services related to the treatment of cancer and blood disorders.

PROJECT REFERENCE

Dr. Mark Thompson, MD, President of Mid-Ohio Oncology/Hematology
Ph. – (614) 469-2660



The Andrews Institute



PROJECT SUMMARY

SERVICES PROVIDED:

- FULL PROJECT MANAGEMENT
- OWNERSHIP STRUCTURING
- FULL PHYSICIAN LEASING ON AIR RIGHTS PURCHASE

The Andrews Institute is the result of the joint vision of renowned orthopedic surgeon Dr. Jim Andrews, MD and Baptist Health Care to provide the very best that modern orthopedic/sports medicine can offer, not only to the surrounding Pensacola community, but to patients throughout the country. The greatest challenge faced in this project was balancing the seemingly disparate goals of Dr. Andrews/BHC and the physicians targeted to occupy the building. Dr. Andrews/BHC wanted to create a truly state-of-the-art facility that was both attractive and equipped with all of the latest medical technology. The physicians desired affordable rents or ownership and an opportunity to augment their ancillary revenue streams. Healthplex Solutions worked closely with all of the involved parties to address issues/concerns and create a project that allowed both parties to achieve their objectives. By developing and implementing a complicated cost allocation methodology, Healthplex Solutions was able to take portions of the project cost out of the physicians' medical office space and allocate those costs to the hospital, effectively making MOB space more affordable. Using the proprietary "Air-Rights" model developed by Healthplex Solutions, the physicians were then given the opportunity to purchase their medical office space at a price that is competitive in that market. In addition to acting as developer, Healthplex Solutions was the Owner Representative for the project, providing complete project management services to the hospital. Healthplex utilized an RFP process for selection of the design and construction members of the team and adhered to design and construction standards established by BHC.



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The Andrews Institute

BUILDING DESCRIPTION

The Andrews Institute is located in Gulf Breeze, Florida near Pensacola. The Institute is a +/- 129,000 square foot state-of-the-art orthopedic center of excellence complete with an ASC, diagnostic/imaging center, performance enhancement center, research institute, and medical office space.

PROJECT REFERENCE

Joe Felkner, CFO, Baptist Health Care
Ph. – (850) 469-2338



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The Berger Medical Center



PROJECT SUMMARY

SERVICES PROVIDED:

- EQUITY DEVELOPER
- PROJECT MANAGEMENT
- LEASE COORDINATION
- FINANCING
- OWNERSHIP STRUCTURING
- DOCUMENT PREPARATION

Berger Health System (BHS) is a municipal healthcare provider located in Circleville, OH. BHS owns approximately 4 acres of land in a rapidly growing area near the northern border of their market. Initially, BHS retained a national developer to develop and own an ambulatory/medical office facility at that location. However, the national developer was unable to make the project work within the parameters set by the health system. Healthplex Solutions (Healthplex) was retained to provide an alternative development solution. After putting together a strong design/build team with local healthcare development knowledge and experience, Healthplex was hired to develop and own the facility in conjunction with interested physician investors. BHS maintains ownership of the land and has maintained control over services provided and ultimate disposition of the facility through control provisions included in the ground lease. Due to the rent sensitivity of physicians that exists in that market, Healthplex worked closely with BHS to design a facility which is highly efficient, of high quality and affordable. In order provide an incentive to sign long-term leases, Healthplex is also offering “free ownership” to qualifying physicians. Berger Medical Center opened October 2007.



The Berger Medical Center

BUILDING DESCRIPTION

Berger Medical Center is a two-story +/- 33,000 square foot ambulatory/medical office facility located in Orient, OH near the southern boarder of the Columbus Metropolitan Area. In addition to physician medical offices, the facility will offer a variety of hospital services, including: physical therapy, diagnostic imaging, massage therapy, laboratory services and an extended hours clinic.

PROJECT REFERENCE

Tim Colburn, Vice President Finance, Berger Health System
Ph. – (740) 420-8008



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Ashland Medical Office Building



PROJECT SUMMARY

SERVICES PROVIDED:

- FULL PROJECT MANAGEMENT
- FINANCIAL STRUCTURING
- LEASING

Samaritan Regional Health System (SRHS) is the owner of a 25+/- acre site in a residential section of Ashland, Ohio. SRHS's long term goal is to create an ambulatory/medical campus on the site in order to maintain and grow market share on the western edge of its market. Several key physicians approached SRHS to acquire several acres of this site in order to develop their own medical office building. SRHS engaged Healthplex Solutions to create a partnership with the physicians which would provide the physicians with an opportunity to own the real estate while allowing SRHS to begin development of their medical campus, maintain ownership of the underlying land and continue to control the development of the overall site. Healthplex structured the transaction to allow SRHS to maintain ultimate control of the ground and its use through a "participating ground lease". The physicians became 100% owners of the building which includes SRHS as a tenant in approximately 40% of the facility. SRHS, through the ground lease, receives a predetermined percentage of the building's cash flow which motivates them to help assure the overall success of the project. The physicians achieved their goal of owning their office space and also benefit from the real estate returns generated through the hospital's lease. This project served as the impetus of the development of SRHS's ambulatory campus and created a mutually beneficial partnership between SRHS and several key physicians.

Healthplex functioned as the developer for this project and provided project management services for the physician owners. Healthplex utilized an RFP



Ashland Medical Office Building

BUILDING DESCRIPTION

process for selection of the design and construction members of the team and adhered to design and construction standards established by SRHS.

The Ashland Medical Office Building is a +/- 42,000 square foot ambulatory/ medical office facility located in Ashland, Ohio. In addition to physician offices, the facility includes endoscopy suites, cardiac testing facilities, imaging services, therapy services and a women's health center.

PROJECT REFERENCE

Dan Boggs, President & CEO, Samaritan Regional Health System
Ph. – (419) 207-7852



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Summa Cancer Center



PROJECT SUMMARY

The Summa Cancer Center (“the Center”) is a Signet Healthplex endeavor, which demonstrates the value of our partnership. Summa Health System sought a developer who could deliver a first class cancer treatment center with significant physician support and very aggressive lease terms and rates. Combining Signet’s capital formation skills with Healthplex’s physician alignment philosophy, the team was able to create a structure that met the needs of Summa and its physicians. The resulting structure includes a 30 year land lease with reversion to the hospital at no cost, taxable bond financing at aggressive rates and physician ownership without the use of cash or debt guarantee (promoter’s interest). The tenants (Summa and physicians) will realize very competitive lease rates and are jointly motivated to make this endeavor successful. This represents a true partnering between Summa, the physicians and Signet Healthplex.

BUILDING DESCRIPTION

The Summa Cancer Center will be located in Akron, Ohio and is designed to provide comprehensive cancer services to the surrounding community. The Center will be 74,000 square feet and construction will be completed in late 2007.

PROJECT REFERENCE

Mike Rutherford, Senior VP & CFO, Summa Health System
Phone – (330) 375-3330



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Hudson Ambulatory Center



PROJECT SUMMARY

Summa Health System and Children's Hospital Medical Center of Akron had been working on the development of an urgent care, diagnostic and medical office building in Hudson, Ohio. The hospitals had selected a nationally known medical office developer to develop the facility. After completion of the preliminary drawings and cost estimates for the project, the national developer could not receive commitments to commence construction of the project. At that time, the hospitals solicited revised proposals for the ownership and development of the project. Healthplex Solutions pursued the project by creating a unique structure, which allowed the hospital to participate in the ownership with limited equity requirements. The team purchased the site that had been identified as the preferred location and worked with a local design team to design an attractive, functional, and cost effective facility. Healthplex Solutions' team created an ownership structure that included equity participation from both Summa and Children's. The team also oversaw the design, construction, lease coordination, debt financing, and development of the project. Subsequent to completion of the project, when a key group of physicians expressed interest in leasing and ownership, Healthplex restructured the ownership and debt in order to accommodate their needs.



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Hudson Ambulatory Center

BUILDING DESCRIPTION

The Hudson Ambulatory Center is located on Corporate Center Drive in Hudson, Ohio. The building is a three-story, steel frame construction, medical office building. The building is +/- 85,000 gross square feet with approximately 81,000 sf of leasable space.

PROJECT REFERENCE

Mike Rutherford, Senior VP & CFO, Summa Health System
Ph. – (330) 375-3330

Bill Considine, President & CEO, Children's Hospital Med. Center of Akron
Ph. – (330) 543-3008



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Galion Community Hospital – Renovation & OR Expansion



PROJECT SUMMARY

PROJECT DESCRIPTION

Galion Community Hospital, located in Galion, Ohio, modernized their facility by renovating the entire front entrance of the hospital and adding +/- 39,000 square feet specialized space for hospital and physician use. The project included the addition of four state-of-the-art operating suites, two endoscopy suites, integrated ambulatory surgery facilities, a physical therapy department, a conference center, a new lobby entry and atrium and a gift shop.

PROJECT REFERENCE

LeMar



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The Riverside Heart MOB



PROJECT LOCATION

3525 Olentangy River Road, Columbus, Ohio, on the campus of Riverside Methodist Hospital, located above the McConnell Heart Hospital & ED.

PROJECT FINANCING

The ownership entity contributed equity to the project and secured an interest only construction loan during the initial construction period for the balance of the cost of the facility. Once the project was stabilized and fully leased, the decision was made to place permanent debt on the facility with a 10 year term and a 25 year amortization schedule.

PROJECT DESCRIPTION

Three-story medical office building located above the McConnell Heat Hospital and ED on the campus of Riverside Methodist Hospital. The building has 81,000 total leasable square feet. 20,000 square feet is dedicated to a state-of-the-art medical education & conference facility. The remaining 61,000 square feet is medical office space.



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The Castrop Center



PROJECT SUMMARY

O'Bleness Memorial Hospital sought a means to expand their current capacity in order to offer outpatient services to the community, while still keeping their physicians close-by and limiting the amount of capital invested in "brick and mortar." It also was important to the Hospital that any new real estate would be attractive to physicians in terms of location and affordability. Further, O'Bleness desired a means to offer joint venture opportunities to key physician groups. Because of our knowledge of the local market and experience in creative project structuring and hospital/physician joint ventures, Healthplex Solutions was selected as the lead consultant and developer for the project. Healthplex was able to help the hospital achieve all of their goals by implementing the *Healthplex Physician Air Rights Ownership Program*, a proven structure that allows physicians to own their office suite under the terms of a unique 75 year Air Rights Lease, while the hospital is able to maintain control of the building during the entire ownership by the physicians. Through this unique ownership program, physicians are able to own quality class-A space on the hospital campus at a cost comparable to what they were already paying in rent. The building was more than 80 percent occupied by construction completion and Healthplex also structured the joint venture model for the ambulatory surgery center.



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The Castrop Center

BUILDING DESCRIPTION

The Castrop Center is a \$14 million, 87,000 square foot medical office and ambulatory center located in Athens, Ohio. The facility includes an ambulatory surgery center, radiation therapy center, imaging services, and other ancillary hospital services. The center also includes approximately 40,000 square feet of physician office space.

PROJECT REFERENCE

Rick Castrop, CEO, O'Bleness Memorial Hospital
Ph. – (740)592-9354



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