

# Resource Guide Directory

Acquisitions .....	18
Asset Management.....	21
Brokerage (Sales & Leasing).....	22
Construction.....	24
Design (Architecture and Design-Build Firms) .....	26
Development .....	27

Financial Services .....	31
Legal Services .....	32
Other Professional Services.....	33
Program Management.....	33
Property Management.....	34
Real Estate Advisors & Consultants .....	36

## Acquisitions



**Cambridge Healthcare Properties**  
1717 Main St., 59th Floor, Dallas, TX 75201  
214-871-7337 • www.cambridgeinc.com

Cambridge Healthcare Properties specializes exclusively in healthcare real estate. Since 1987, Cambridge has developed, acquired, leased and managed medical buildings across the United States in association with leading health systems and physicians we're proud to call our clients, tenants and partners. Our extensive real estate and healthcare backgrounds provide for innovative facilities that support today's outpatient-focused and patient-centric care. These attributes, along with our award-winning property management, create exceptional experiences for our physicians and patients.



**DASCO Companies**  
11360 Jog Rd., Suite 200, Palm Beach Gardens, FL 33418  
800-452-8121 • www.dascomed.com

Since 1987, DASCO Companies has helped and advised hospital systems and physicians improve operations efficiencies and medical outcomes. As a national full-service medical real estate company, our solutions and services include: new development and campus expansion, monetization, project management, and property management. With a solid reputation for reliability and commitment to developing long-term relationships, DASCO is a constant, trusted partner in health care. For more information, call 1.800.452.8121 or visit www.dascomed.com.



*A National Resource for Physicians, Hospitals, and Health System Leaders*

**Frauenshuh Healthcare Real Estate Solutions**  
7101 W. 78th St., Minneapolis, MN 55439  
952-829-3480 • www.frauenshuh.com

Frauenshuh is a recognized, national leader in the development, financing, leasing, and management of medical office buildings, ambulatory destinations, and hospitals. For the past 25 years, we have partnered with many of the country's largest health systems to develop and finance over \$1 billion in properties. By focusing on the enhancement of physician and hospital relationships, we have created a reputation as a long-term, committed partner.



**GIB Investments LLC**  
11910 Greenville Ave., Suite 410, Dallas, TX 75243  
972-712-6554 • www.gibinvestments.com

GIB Investments is a real estate investment firm focused on medical and commercial real estate. We provide equity capital to local and regional partners to develop and acquire medical office buildings, hospitals, and surgery centers. We can invest solely as a limited partner or provide the necessary debt guarantees. We can also acquire assets directly. Our capital partners are private equity and high net-worth investors who are actively placing capital in today's changing credit markets.



**GRUBB & ELLIS**  
From Insight to Results

### Grubb & Ellis Healthcare REIT II Inc.

Through its investment subsidiaries, Grubb & Ellis Company (NYSE: GBE) is a leading sponsor of public non-traded real estate investment trusts (REITs), including Grubb & Ellis Healthcare REIT II Inc. Grubb & Ellis Company is one of the largest and most respected commercial real estate services and investment firms in the world. For more information on our healthcare capabilities, please contact Danny Prosky, President and COO of Grubb & Ellis Healthcare REIT II at 877.888.7348.

### HCP Inc.

3000 Meridian Blvd., Suite 200  
Franklin, TN 37067  
615-324-6900  
www.hcpi.com



**Health Care REIT**  
One SeaGate, Suite 1500, P.O. Box 1475, Toledo, OH 43603  
419-247-2800 • www.hcreit.com

At Health Care REIT, we're partnering with progressive providers to create the innovative, visionary medical centers that will redefine the entire health care experience. Our comprehensive real estate solutions open new opportunities to grow and excel. To learn more about our capital and financial structuring capabilities, as well as our turn-key services including planning, development, property management and physician syndication, call us at (419) 247-2800 or visit www.hcreit.com.

## HealthAmerica Realty Group THE MEDICAL REAL ESTATE EXPERTS

**HealthAmerica Realty Group**  
15 Piedmont Center, Suite 600, Atlanta, GA 30305  
404-869-2666 • [www.healthamrealty.com](http://www.healthamrealty.com)

HealthAmerica Realty Group is a full service real estate firm headquartered in Atlanta, Georgia and focuses only on medical office buildings and clinic facilities. As a specialist in Medical Real Estate, HealthAmerica has serviced the needs of the medical real estate market for fifteen years. The HealthAmerica team offers the following services to its healthcare clientele: Acquisitions, Landlord Leasing Representation, Property Management, Investment Sales Brokerage, Asset Management, Development Management and Tenant Representation.



**Healthcare Trust of America**  
16427 N. Scottsdale Rd., Suite 440, Scottsdale, AZ 85254  
480-998-3478 • [www.htareit.com](http://www.htareit.com)

Healthcare Trust of America, Inc. is an existing, self-managed, active and public, non listed real estate investment trust, or REIT. We own a select real estate portfolio that is poised to benefit from fast-growing, non discretionary consumer demand for healthcare. Our strategy is to continue investing in a diversified portfolio of medical office buildings and healthcare-related facilities with the proceeds from our initial offering and subsequent follow-on offering.



**Klingbeil Medical Partners LLC**  
500 W. Wilson Bridge Rd., Suite 145, Worthington, OH 43085  
614-396-4915 • [www.kmpre.com](http://www.kmpre.com)

Klingbeil Medical Partners LLC (KMP) is a privately funded real estate investment company that owns and operates medical office properties throughout the United States. Affiliated with the Klingbeil Organization (owners and operators of multifamily properties for over 40 years), KMP invests private equity funds in the acquisition and long – term operation of medical office buildings. As medical office owners and operators, KMP employs a strong operational focus to create efficient and aesthetically pleasing properties which, in turn, produce high rates of tenant satisfaction and retention.



**Lillibridge**  
200 W. Madison St., 32nd Floor, Chicago, IL 60606  
312-408-1370 • [www.lillibridge.com](http://www.lillibridge.com)

Lillibridge acquires, designs and builds healthcare destinations that appeal to patients, physicians and health systems. Our approach includes integrating funding solutions that align the interests of all parties with an investment vehicle for physicians that strengthens loyalty, and compliant property management practices that enhance hospital-physician relationships. Most important, we build relationships that last ... one square foot at a time. Our Physicians FirstSM customer service approach is engrained in our culture.



**NexCore Group**  
Chicago | Baltimore | Denver  
303-244-0700 • [www.nexcorehealthcare.com](http://www.nexcorehealthcare.com)

NexCore Group creates comprehensive healthcare real estate solutions for hospitals, healthcare systems, and physician networks nationwide. The company provides development, acquisition, ownership, financing, asset management, leasing and property management services. NexCore has developed and acquired more than 5.3 million SF of facilities and currently owns and manages 1.5 million SF of healthcare and commercial real estate. NexCore is headquartered in Denver, Colorado, with offices in Chicago, Illinois, and Baltimore, Maryland. For more information, visit [www.nexcoregroup.com](http://www.nexcoregroup.com).



## PACIFIC MEDICAL BUILDINGS

**Pacific Medical Buildings**  
12348 High Bluff Dr., Suite 100, San Diego, CA 92130  
858-794-1900 • [www.pacificmedicalbuildings.com](http://www.pacificmedicalbuildings.com)


A full-service healthcare real estate firm that can provide leadership and advice from the inception of a project can spell the difference between success and failure. Pacific Medical Buildings has been providing that kind of leadership for more than 35 years. We offer our clients fully integrated development, leasing, property management, acquisitions and advisory services. Maybe that's why 75 percent of our business involves repeat clients. For details, contact Barry Weinbaum at [bweinbaum@pmbllc.com](mailto:bweinbaum@pmbllc.com) or 858.794.1900.



1696 Northeast Miami Gardens Drive  
North Miami Beach, Florida 33179  
Tel. (305) 947-8800 | Fax (305) 947-4200



ProMed Properties is privately owned by a global public real estate company and is engaged in the acquisition and management of approximately one million square feet of medical office and medical-research buildings in growing metropolitan areas of the United States.

[WWW.PROMEDPROPERTIES.COM](http://WWW.PROMEDPROPERTIES.COM)



## ProMed Properties Inc.

1696 N.E. Miami Gardens Dr., N. Miami Beach, FL 33179  
305-947-8800 • [www.promedproperties.com](http://www.promedproperties.com)

ProMed Properties is privately held by a global public company and owns and manages approximately one million square feet of medical office/research buildings in growing metropolitan areas of the United States. ProMed creates value through long-term maximization of cash flow and capital appreciation from its investments. With its focus on regions near best-in-class hospitals and medical-research universities, ProMed continues to establish advantageous relationships with leading healthcare providers in the United States. Contact: Roni Soffer (305) 947-8800.

## River Oak Investment Corp. LLC

One Atlantic St., Suite 703  
Stamford, CT 06901-2482  
203-325-8009  
[www.riveroakic.com](http://www.riveroakic.com)

## RM Crowe

5944 Luther Ln., Suite 501  
Dallas, Texas 75225  
214-369-6192  
[www.rmcrowe.com](http://www.rmcrowe.com)

## Strategic. Experienced. And focused on you.

Our job is to make real estate a competitive advantage for our healthcare clients. We can help to save money and create value by providing a range of best-in-class services.

### Healthcare Real Estate Expertise in:

- Facility management
- Transaction management
- Project management
- Development & Finance

### Strength in Numbers:

- Management: 17 million + square feet in 17 states
- Transactions: 2000 + per year
- Stark Compliance/FMV: 620 facilities

### Contact us today to learn more:

Ron Steen	Webber Beall
4201 Congress Street, Suite 175	5400 LBJ Freeway, Suite 700
Charlotte, NC 28209	Dallas, TX 75240
704.714.7600	214.461.2300



Lincoln Harris CSG is the Corporate Services Group of Lincoln Property Company

## THE SANDERS TRUST

Strategic Healthcare Properties Nationwide<sup>SM</sup>

## Sanders Trust LLC

1000 Urban Center Dr., Suite 675, Birmingham, AL 35242  
205-298-0809 • [www.sanderstrust.com](http://www.sanderstrust.com)

The Sanders Trust ("TST") develops, acquires, and manages strategic healthcare properties throughout the US. TST applies sound investment principles focused primarily on the outpatient sector of the healthcare industry, providing capital to leading institutions through the development and acquisition of income-producing healthcare real estate. TST maintains a conservative, low operating-risk profile in executing its investment strategy. Founder Rance M Sanders twenty years experience in real estate includes healthcare properties, valued at almost \$500,000,000.



Superior Healthcare Properties | Dedicated Partners

## Seavest Inc.

707 Westchester Ave., Suite 401, White Plains, NY 10604  
914-683-8474 • [www.seavestinc.com](http://www.seavestinc.com)

Seavest Inc. is an investment management firm dedicated to healthcare real estate. We partner with qualified medical office developers to build new projects that meet the strategic needs of healthcare systems. We also directly acquire medical office properties and provide asset management services for our portfolio. The firm invests through long-term, discretionary funds designed to meet the needs of our investors and the healthcare systems that we serve. For details, contact John Winer at 914-683-8474 or [jwiner@seavestinc.com](mailto:jwiner@seavestinc.com).

## Trammell Crow Company

### Trammell Crow Company

2001 Ross Ave., Suite 3400, Dallas, TX 75201  
214-863-3260 • [www.trammellcrow.com/healthcare](http://www.trammellcrow.com/healthcare)

Founded in 1948, Trammell Crow Company is one of the nation's leading developers and investors in real estate. TCC has completed projects totaling 500 million sf and over \$50 billion in value. Since 2002, we have completed healthcare projects valued at \$2.5 billion for market leaders across the country. These valued relationships have consistently produced repeat assignments as a result of TCC's performance. TCC has the experience and capital to exceed your expectations.



Custom capital tailored for growth.<sup>SM</sup>

## Ventas Inc.

111 S. Wacker Dr., Suite 4800, Chicago, IL 60606  
877-4VENTAS • [www.ventasreit.com](http://www.ventasreit.com)

Ventas, Inc. (NYSE: VTR), is one of the nation's leading healthcare real estate investment trusts (REITs). Our growing portfolio includes 501 healthcare-related facilities – 23 medical office buildings, 40 hospitals, 187 skilled nursing facilities and 243 seniors housing facilities – strategically located in 43 states and two Canadian provinces. We're powerfully positioned to provide custom healthcare real estate financing solutions to our customers. If you're looking for capital, look to Ventas for leadership in healthcare real estate.

## Asset Management



**BremnerDuke Healthcare Real Estate**  
510 E. 96th St., Suite 250, Indianapolis, IN 46240  
888-816-8605 • [www.bremnerduke.com](http://www.bremnerduke.com)

When you are looking for a specialist in the field of healthcare real estate, look no further than BremnerDuke, a division of Duke Realty Corp. With over \$1 billion of healthcare development, BremnerDuke offers one of the most experienced healthcare real estate teams in the country. We support hospitals and physician groups with planning, development and compliance-driven facility management services. In addition, we bring over \$1 billion in available capital, local representation throughout the country and the stability of Duke Realty Corp., the largest mixed-use REIT in the United States. At BremnerDuke, we're building more than just a building...we're building healthcare.

### Burmark Group LLC

360 S. Monroe, Suite 600  
Denver, CO 80209  
303-242-5855  
[www.burmarkgroup.com](http://www.burmarkgroup.com)



**Healthcare Trust of America**  
16427 N. Scottsdale Rd., Suite 440, Scottsdale, AZ 85254  
480-998-3478 • [www.htareit.com](http://www.htareit.com)

Healthcare Trust of America, Inc. is an existing, self-managed, active and public, non listed real estate investment trust, or REIT. We own a select real estate portfolio that is poised to benefit from fast-growing, non discretionary consumer demand for healthcare. Our strategy is to continue investing in a diversified portfolio of medical office buildings and healthcare-related facilities with the proceeds from our initial offering and subsequent follow-on offering.



**ProMed Properties Inc.**  
1696 N.E. Miami Gardens Dr., N. Miami Beach, FL 33179  
305-947-8800 • [www.promedproperties.com](http://www.promedproperties.com)

ProMed Properties is privately held by a global public company and owns and manages approximately one million square feet of medical office/research buildings in growing metropolitan areas of the United States. ProMed creates value through long-term maximization of cash flow and capital appreciation from its investments. With its focus on regions near best-in-class hospitals and medical-research universities, ProMed continues to establish advantageous relationships with leading healthcare providers in the United States. Contact: Roni Soffer (305) 947-8800.



**Seavest Inc.**  
707 Westchester Ave., Suite 401, White Plains, NY 10604  
914-683-8474 • [www.seavestinc.com](http://www.seavestinc.com)

Seavest Inc. is an investment management firm dedicated to healthcare real estate. We partner with qualified medical office developers to build new projects that meet the strategic needs of healthcare systems. We also directly acquire medical office properties and provide asset management services for our portfolio. The firm invests through long-term, discretionary funds designed to meet the needs of our investors and the healthcare systems that we serve. For details, contact John Winer at 914-683-8474 or [jwiner@seavestinc.com](mailto:jwiner@seavestinc.com).



*Custom capital tailored for growth.*

**Ventas Inc.**  
111 S. Wacker Dr., Suite 4800, Chicago, IL 60606  
877-4VENTAS • [www.ventasreit.com](http://www.ventasreit.com)

Ventas, Inc. (NYSE: VTR), is one of the nation's leading healthcare real estate investment trusts (REITs). Our growing portfolio includes 501 healthcare-related facilities – 23 medical office buildings, 40 hospitals, 187 skilled nursing facilities and 243 seniors housing facilities – strategically located in 43 states and two Canadian provinces. We're powerfully positioned to provide custom healthcare real estate financing solutions to our customers. If you're looking for capital, look to Ventas for leadership in healthcare real estate.

## Advertise In Our Monthly Newsletter to Stay "Top of Mind" with Your Top Prospects!



Whether you are trying to create awareness or build your brand, advertising in **HREI™ Executive Briefing™** can deliver the kind of consistent exposure to the right audience you need to achieve your marketing goals.

This newsletter is distributed only to our proprietary database of healthcare executives with facilities and real estate responsibility.

**HREI™ Executive Briefing™** is the most targeted, cost-effective advertising you can buy. To obtain rate information, please contact us at **1-800-613-8731**.



Healthcare Real Estate Insights™

**Executive Briefing™**

# Resource Guide Directory

## Brokerage Sales & Leasing

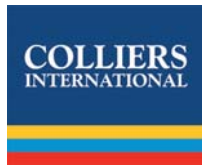


CB RICHARD ELLIS

**CB Richard Ellis**

11150 Santa Monica Blvd., Suite 1600, Los Angeles, CA 90025  
303-628-1711 • [www.cbre.com](http://www.cbre.com)

CB Richard Ellis (CBRE) is the leading real estate advisor to the health care industry. With offices in 300 markets across the world and \$144 billion in real estate assets capitalized globally, CBRE is the only Fortune 500 firm in global commercial real estate. CBRE currently manages over 50 million square feet of inpatient, outpatient, medical office and support space on behalf of health systems, with service lines including property sales, debt & equity finance, leasing, asset management, appraisal, transaction management, portfolio advisory services, portfolio administration, developer advisory services, merger and acquisition support, property accounting, energy management and cost segregation.



### Colliers International Healthcare Advisors

50 Milk St., 20th Floor, Boston, MA 02109  
617-722-0221 • [www.colliers.com](http://www.colliers.com)

Colliers International is a global affiliation of leading real estate firms committed to delivering consistently superior commercial real estate services, wherever and whenever needed. Our Healthcare Services professionals identify, analyze, advise and provide solutions for any challenging real estate decision. Whether you are leasing, purchasing or selling healthcare real estate, our experienced professionals will ensure the best possible outcome for any transaction.

*corcoran* **wexler**  
healthcare-properties.com

### Corcoran Wexler Healthcare Properties

660 Madison Ave., New York, NY 10065  
212-836-1075 • [www.healthcare-properties.com](http://www.healthcare-properties.com)

Paul Wexler, President of Corcoran Wexler Healthcare Properties has been the leader in Healthcare-Related Real Estate transactions in the New York Metropolitan area for over 20 years. As a division of the Corcoran Group, he is proud to share the fine reputation and vast resources of New York's leading residential brokerage firm. With the most sophisticated cutting edge technology at our disposal we at Corcoran Wexler can help you achieve your Healthcare Real Estate goals quickly and efficiently.

Feeling left out? Make sure your firm is  
listed in next year's Directory.  
Call 1-800-613-8731 or visit  
[www.HREIResourceGuide.com](http://www.HREIResourceGuide.com)



**Curasalus.com**

338 Whispering Trail, Argyle, TX 76226  
972-679-4650 • [www.curasalus.com](http://www.curasalus.com)

COMING IN 2010. Curasalus.com is the only website dedicated to listing and advertising medical office space. We market exclusively to the valuable medical customer base that you need to reach. Brokers, management companies, landlords and healthcare practitioners themselves are able to advertise properties for sale, lease or share and utilize additional marketing resources to maximize exposure, all in a user friendly format. Visit our site to sign up for updates and join our blog.



**Cushman & Wakefield**

410-685-9880 • [www.cushwakehealth.com](http://www.cushwakehealth.com)

Cushman & Wakefield's Healthcare Practice Group employs strategic and transformational real estate services to help healthcare industry organizations improve margins, increase productivity, enhance investment value and promote business flexibility. From hospital systems to skilled nursing facilities, medical office buildings to outpatient clinics, our team leverage's an insider's understanding of the healthcare business – a real-time knowledge of the marketplace, operations, financial and regulatory considerations – to help our clients affect positive business outcomes and long-term value.

### GPE Commercial Advisors

7201 E. Camelback Rd., Suite 250  
Scottsdale, AZ 85251  
480-994-8155  
[www.gpe1.com](http://www.gpe1.com)

### Grubb & Ellis Co.

1330 Post Oak Blvd., #1400  
Houston, TX 77056  
713-599-5127  
[www.hagendorf-young.com](http://www.hagendorf-young.com)



**GRUBB & ELLIS**<sup>®</sup>

From Insight to Results

### Grubb & Ellis Healthcare REIT II Inc.

1551 N. Tustin Ave., Suite 300, Santa Ana, CA 92705  
877-888-7348 • [www.grubb-ellis.com](http://www.grubb-ellis.com)

Through its investment subsidiaries, Grubb & Ellis Company (NYSE: GBE) is a leading sponsor of public non-traded real estate investment trusts (REITs), including Grubb & Ellis Healthcare REIT II Inc. Grubb & Ellis Company is one of the largest and most respected commercial real estate services and investment firms in the world. For more information on our healthcare capabilities, please contact Danny Prosky, President and COO of Grubb & Ellis Healthcare REIT II at 877.888.7348.

## **HealthAmerica Realty Group** THE MEDICAL REAL ESTATE EXPERTS

**HealthAmerica Realty Group**  
15 Piedmont Center, Suite 600, Atlanta, GA 30305  
404-869-2666 • [www.healthamrealty.com](http://www.healthamrealty.com)

HealthAmerica Realty Group is a full service real estate firm headquartered in Atlanta, Georgia and focuses only on medical office buildings and clinic facilities. As a specialist in Medical Real Estate, HealthAmerica has serviced the needs of the medical real estate market for fifteen years. The HealthAmerica team offers the following services to its healthcare clientele: Acquisitions, Landlord Leasing Representation, Property Management, Investment Sales Brokerage, Asset Management, Development Management and Tenant Representation.

## **Henry S. Miller Brokerage LLC**

1100 Providence Towers W.  
5001 Spring Valley Rd.  
Dallas, TX 75244  
972-386-1475  
[www.henrysmiller.com](http://www.henrysmiller.com)



**Kenneth Weston & Associates Inc.**  
7765 S.W. 87th Ave., Suite 100, Miami, FL 33173  
305-279-2700 • [www.kennethwestonassoc.com](http://www.kennethwestonassoc.com)

With more than 30 years of experience, Kenneth Weston & Associates, Inc. has been satisfying their client's objectives in South Florida's competitive healthcare real estate market. They were involved in one of the first medical office condominiums on the east coast of the United States. They have an in-depth knowledge of local medical properties. Their services include Project Analysis and Consulting, Project Sales and Leasing, Property Acquisition and Disposition, Condominium Development and Conversions and Tenant Representation.

## **Marcus & Millichap**

### **HEALTHCARE REAL ESTATE GROUP**

**Marcus & Millichap Real Estate Investment Services**  
750 Battery St., Fifth Floor, San Francisco, CA 94111  
415-963-3000 • [www.marcusmillichap.com](http://www.marcusmillichap.com)

Marcus & Millichap is the nation's largest real estate investment services firm brokering more real estate transactions in all property types nationwide. The firm's medical office business is conducted through the Healthcare Real Estate Group, which has sold more than \$1 billion of medical office assets during the past five years. The company has access to more private capital than any other source and also provides investment sales, financing, research and advisory services to most of the industry's leading institutional investors.

## **NorthMarq Investment Services**

7700 Wisconsin Ave., Suite 1150  
Bethesda, MD 20814  
301-657-6291  
[www.northmarq.com](http://www.northmarq.com)



**Plaza Companies**  
9401 W. Thunderbird Rd., Suite 200, Peoria, AZ 85381  
623-972-1184 • [www.theplazaco.com](http://www.theplazaco.com)

The Plaza Companies is an Arizona-based innovative and full service health care real estate firm with expertise and capabilities in all facets of development, finance, sales, leasing and property and asset management. The Plaza Companies, a highly regarded locally embedded company manages a 5.5 million square foot portfolio. Areas of focus and expertise include medical office/healthcare, biotechnology/research, and highly amenitized senior living communities. Please contact Megan Sherwood, The Plaza Companies at (623) 972-1184.



## **STAN JOHNSON COMPANY**

The Net Lease Authority®

**Stan Johnson Co.**  
6120 S. Yale Ave., Suite 813, Tulsa, OK 74136  
918-494-2690 • [www.stanjohnsonco.com](http://www.stanjohnsonco.com)

Stan Johnson Company is one of the nation's leading commercial real estate brokerage and advisory firm. Our net lease group is the largest team of professionals focused exclusively on the acquisition, disposition, and financing of net leased real estate. Built on a 25 year foundation in the single tenant net lease industry, completing more than \$8 Billion in transactions nationwide, Stan Johnson Company successfully services healthcare, retail, office and industrial investment needs.

## **Need Marketing Help? Call the Healthcare Real Estate Experts!**

There are many capable advertising, PR and marketing communications agencies. But no one knows healthcare real estate like Wolf Marketing.

We're part of the same company that publishes the **Healthcare Real Estate Insights™** publications. Our expertise in this sector is simply unmatched.

That means we will develop and implement your marketing programs faster, more cost-effectively and more successfully than our competition.

If you need to outsource advertising, PR or other marketing work, but you don't have time to "educate" an ordinary agency, contact us today!

**Please contact Murray W. Wolf today at  
1-800-613-8731 or [mwolf@wolfmarketing.com](mailto:mwolf@wolfmarketing.com)**



## Construction

### ASA Project Management

1183 Pyrenees Court  
Tracy, CA 95304  
925-667-5365  
[www.asaprojectmanagement.com](http://www.asaprojectmanagement.com)

### BE&K Building Group LLC

5605 Carnegie Blvd., Suite 200  
Charlotte, NC 28209  
704-551-2700  
[www.bekbuildinggroup.com](http://www.bekbuildinggroup.com)

### Bovis Lend Lease Inc.

200 Park Ave.  
New York, NY 10166  
212-592-6700  
[www.bovislendlease.com](http://www.bovislendlease.com)

### Brasfield & Gorrie LLC

3021 7th Ave. S.  
Birmingham, AL 35233-2939  
800-239-8017  
[www.brasfieldgorrie.com](http://www.brasfieldgorrie.com)



**BremnerDuke Healthcare Real Estate**  
510 E. 96th St., Suite 250, Indianapolis, IN 46240  
888-816-8605 • [www.bremnerduke.com](http://www.bremnerduke.com)

When you are looking for a specialist in the field of healthcare real estate, look no further than BremnerDuke, a division of Duke Realty Corp. With over \$1 billion of healthcare development, BremnerDuke offers one of the most experienced healthcare real estate teams in the country. We support hospitals and physician groups with planning, development and compliance-driven facility management services. In addition, we bring over \$1 billion in available capital, local representation throughout the country and the stability of Duke Realty Corp., the largest mixed-use REIT in the United States. At BremnerDuke, we're building more than just a building...we're building healthcare.

### Choate Construction Co.

8200 Roberts Dr., Suite 600  
Atlanta, GA 30350  
678-892-1200  
[www.choateco.com](http://www.choateco.com)

### Clark Construction Group LLC

7500 Old Georgetown Rd.  
Bethesda, MD 20814  
301-272-8100  
[www.clarkconstruction.com](http://www.clarkconstruction.com)



### Cogdell Spencer ERDMAN

4401 Barclay Downs Dr., Suite 100, Charlotte, NC 28209  
800-322-5117 • [www.cogdell.com](http://www.cogdell.com)

Cogdell Spencer ERDMAN is the nation's premier integrated healthcare facilities company. Our clients count on us as a trusted partner in defining their healthcare delivery strategies and developing innovative facilities solutions to support them. We are widely recognized for creating sustainable, efficient healing environments for our clients and their patients. We're not here to fix the healthcare system. We're here to build a better one.

### Collins and Arnold Construction Co. LLC

6111 Peachtree Dunwoody Rd., Suite B102  
Atlanta, GA 30328  
770-391-1993  
[www.collinsandarnold.com](http://www.collinsandarnold.com)

### Constructors and Associates

3333 Welborn St., Suite 200  
Dallas, TX 75219-5141  
214-520-3353  
[www.google.com](http://www.google.com)



**DPR Construction**  
1450 Veterans Blvd., Redwood City, CA 94065  
650-474-1450 • [www.dpr.com](http://www.dpr.com)

Ranked the 4th largest healthcare contractor nationally, DPR Construction executes projects with relentless accountability, seeking customer feedback at the beginning, middle and end of every job to ensure that goals stay aligned and expectations are met. Leveraging proven preconstruction services, technical expertise, and use of technologies, such as BIM, DPR delivers each project with the customer's best interests in mind. It is one reason why DPR scored 9% better than the competition based on 642 Customer Satisfaction Surveys. To learn more about DPR, please visit [www.dpr.com](http://www.dpr.com).

### Hunt Construction Group Inc.

6720 N. Scottsdale Rd., Suite 300  
Scottsdale, AZ 85253  
480-368-4700  
[www.huntconstructiongroup.com](http://www.huntconstructiongroup.com)

## Jacobs Engineering Group

1111 S. Arroyo Pkwy.  
Pasadena, CA 91105  
626-578-3500  
www.jacobs.com

## Rogers Builders Inc.

5701 N. Sharon Amity Rd.  
Charlotte, NC 28215  
704-537-6044  
www.rodgersbuilders.com

## JE Dunn Construction Group Inc.

1001 Locust St.  
Kansas City, MO 64106  
816-474-8600  
www.jedunn.com

## Skanska USA Building Inc.

1633 Littleton Rd.  
Parsippany, NJ 07054  
973-753-3500  
www.skanska.com

## McCarthy Building Cos.

1341 N. Rock Hill Rd.  
St. Louis, MO 63124  
314-968-3300  
www.mccarthy.com

## Turner Construction Co.

375 Hudson St.  
New York, NY 10014  
212-229-6000  
www.turnerconstruction.com

## Robins & Morton

400 Shades Creek Parkway  
Birmingham, AL 35209  
205-870-1000  
www.robinsmorton.com

## Whiting Turner Contracting Co.

300 E. Joppa Rd.  
Baltimore, MD 21286  
800-638-4279  
www.whiting-turner.com

## INTERFACE ANNOUNCES FIRST 2010 CONFERENCE

# InterFace Medical Office

COMING TO LOS ANGELES, MARCH 2010

A one-day networking conference for owners, investors, developers, hospitals and healthcare systems, investment sales brokers, operators and managers, lenders and financial intermediaries and everyone in the transaction cycle for healthcare and medical office real estate.



France Publications' InterFace Conference Group, which produced three highly-acclaimed national healthcare and medical office conferences in 2009, will host events in Los Angeles, Houston, Dallas and Atlanta in 2010.

Brought to you by:



**FRANCE**  
PUBLICATIONS, INC.™

For information on registering for, speaking at or sponsoring the conferences please contact Richard Kelley at (914) 468-0818 or rkelley@francepublications.com.

Here's what the industry has to say about InterFace Medical Office conferences:

*"What a great event! Due to the quality and diversity of the speaker panels I don't think there was anyone that left without learning something new."*

David Rutson, Principal, Globe Medical Realty Advisors

*"Great conference, very informative and worth the trip for me."*

John S. Wadsworth, Vice President,  
Healthcare Properties, Colliers International

*"The InterFace Medical Office conference exceeded our expectations. The event was well attended by industry veterans and thought leaders across several spectrums of the healthcare real estate industry. The conference content was timely and relevant and its panel and roundtable format kept the pace up tempo and made for a very efficient and productive use of our time."*

Michael Lincoln, Executive Vice President,  
Lillibridge Healthcare Services

*"Great conference you really did well to get that many attendees."*

James D. Schrim, III, Chief Operating Officer,  
Klingbell Medical Partners LLC

## Design Architecture & Design-Build Firms

### **BBL Medical Facilities**

302 Washington Ave. Ext.  
Albany, NY 12203  
888-450-4225  
www.bblmedicalfacilities.com

### **Carl Walker Inc.**

5136 Lovers Lane, Suite 200  
Kalamazoo, MI 49002  
269-381-2222  
www.carlwalker.com

## COGDELL SPENCER ERDMAN

**Cogdell Spencer ERDMAN**  
4401 Barclay Downs Dr., Suite 100, Charlotte, NC 28209  
800-322-5117 • www.cogdell.com

Cogdell Spencer ERDMAN is the nation's premier integrated healthcare facilities company. Our clients count on us as a trusted partner in defining their healthcare delivery strategies and developing innovative facilities solutions to support them. We are widely recognized for creating sustainable, efficient healing environments for our clients and their patients. We're not here to fix the healthcare system. We're here to build a better one.

### **Granary Associates**

1500 Spring Garden, Suite 1100  
Philadelphia, PA 19130  
215-665-7000  
www.granaryassoc.com

### **Haskell Co.**

111 Riverside Ave.  
Jacksonville, FL 32202  
904-791-4500  
www.thehaskellco.com

### **HBE Corp.**

11330 Olive Blvd.  
St. Louis, MO 63141  
800-423-4677  
www.hbecorp.com

### **HDR Inc.**

8404 Indian Hills Dr.  
Omaha, NE 68114  
800-366-4411  
www.hdrinc.com

### **HKS Inc.**

1919 McKinney Ave.  
Dallas, TX 75201  
214-969-5599  
www.hksinc.com

### **HOK Group Inc.**

211 N. Broadway, Suite 700  
St. Louis, MO 63102  
314-421-2000  
www.hok.com

### **Karlsberger**

99 E. Main St.  
Columbus, OH 43215-5189  
614-461-9500  
www.karlsberger.com

### **Kimley-Horn and Associates Inc.**

12700 Park Central Dr., #1800  
Dallas, TX 75251  
972-770-1300  
www.kimley-horn.com

### **NBBJ LP**

223 Yale Ave. N.  
Seattle, WA 98109  
206-223-5555  
www.nbbj.com

### **Neenan Co.**

2620 E. Prospect Rd., Suite 100  
Fort Collins, CO 80525  
970-493-8747  
www.neenan.com

### **Perkins+Will Inc.**

330 N. B105 Wabash Ave.  
Chicago, IL 60611-3757  
312-755-0770  
www.perkinswill.com

## Development

### Aardex LLC

14143 Denver West Pkwy.  
Golden, CO 80401  
303-327-4452  
www.aardex.com

### Alter+Care

5500 W. Howard St.  
Skokie, IL 60077  
800-637-4842  
www.altergroup.com



**BremnerDuke Healthcare Real Estate**  
510 E. 96th St., Suite 250, Indianapolis, IN 46240  
888-816-8605 • www.bremnerduke.com

When you are looking for a specialist in the field of healthcare real estate, look no further than BremnerDuke, a division of Duke Realty Corp. With over \$1 billion of healthcare development, BremnerDuke offers one of the most experienced healthcare real estate teams in the country. We support hospitals and physician groups with planning, development and compliance-driven facility management services. In addition, we bring over \$1 billion in available capital, local representation throughout the country and the stability of Duke Realty Corp., the largest mixed-use REIT in the United States. At BremnerDuke, we're building more than just a building...we're building healthcare.



**Cambridge Healthcare Properties**  
1717 Main St., 59th Floor, Dallas, TX 75201  
214-871-7337 • www.cambridgeinc.com

Cambridge Healthcare Properties specializes exclusively in healthcare real estate. Since 1987, Cambridge has developed, acquired, leased and managed medical buildings across the United States in association with leading health systems and physicians we're proud to call our clients, tenants and partners. Our extensive real estate and healthcare backgrounds provide for innovative facilities that support today's outpatient-focused and patient-centric care. These attributes, along with our award-winning property management, create exceptional experiences for our physicians and patients.



**Cogdell Spencer ERDMAN**  
4401 Barclay Downs Dr., Suite 100, Charlotte, NC 28209  
800-322-5117 • www.cogdell.com

Cogdell Spencer ERDMAN is the nation's premier integrated healthcare facilities company. Our clients count on us as a trusted partner in defining their healthcare delivery strategies and developing innovative facilities solutions to support them. We are widely recognized for creating sustainable, efficient healing environments for our clients and their patients. We're not here to fix the healthcare system. We're here to build a better one.



**Colliers International Healthcare Advisors**  
50 Milk St., 20th Floor, Boston, MA 02109  
617-722-0221 • www.colliers.com

Colliers International is a global affiliation of leading real estate firms committed to delivering consistently superior commercial real estate services, wherever and whenever needed. Our Healthcare Services professionals identify, analyze, advise and provide solutions for any challenging real estate decision. Whether you are leasing, purchasing or selling healthcare real estate, our experienced professionals will ensure the best possible outcome for any transaction.

### Cornerstone Cos. Inc.

3755 E. 82nd St., Suite 270  
Indianapolis, IN 46240  
317-841-9900  
www.cornerstonemedicaldevelopment.com



**DASCO Companies**  
11360 Jog Rd., Suite 200, Palm Beach Gardens, FL 33418  
800-452-8121 • www.dascomed.com

Since 1987, DASCO Companies has helped and advised hospital systems and physicians improve operations efficiencies and medical outcomes. As a national full-service medical real estate company, our solutions and services include: new development and campus expansion, monetization, project management, and property management. With a solid reputation for reliability and commitment to developing long-term relationships, DASCO is a constant, trusted partner in health care. For more information, call 1.800.452.8121 or visit www.dascomed.com.

Access a free searchable database and updated listings  
for this directory at [www.HREIResourceGuide.com](http://www.HREIResourceGuide.com)



**FRAUENSHUH**  
HealthCare Real Estate Solutions

*A National Resource for Physicians, Hospitals, and Health System Leaders*

## **Frauenshuh Healthcare Real Estate Solutions**

7101 W. 78th St., Minneapolis, MN 55439  
952-829-3480 • [www.frauenshuh.com](http://www.frauenshuh.com)

Frauenshuh is a recognized, national leader in the development, financing, leasing, and management of medical office buildings, ambulatory destinations, and hospitals. For the past 25 years, we have partnered with many of the country's largest health systems to develop and finance over \$1 billion in properties. By focusing on the enhancement of physician and hospital relationships, we have created a reputation as a long-term, committed partner.



**Hammes Company**

envision plan build manage The shortest distance between idea and reality.

## **Hammes Company**

18000 W. Sarah Ln., Suite 250, Brookfield, WI 53045  
800-761-7467 • [www.hammesco.com](http://www.hammesco.com)

Hammes Company is a single source of market-based and financially sound healthcare facilities solutions. Headquartered in Brookfield, Wis., with a network of regional offices, Hammes Company is at the forefront of providing strategic planning, facility development, project management and implementation, and real estate acquisition and advisory services to their clients. Ranked as one of the nation's top developers of healthcare facilities for ten consecutive years by Modern Healthcare magazine, Hammes Company serves major hospitals, healthcare systems, and physician groups across the country.

HEALTHCARE  REIT

## **Health Care REIT**

One SeaGate, Suite 1500 • Toledo, OH 43603  
419-247-2800 • [www.hcreit.com](http://www.hcreit.com)

At Health Care REIT, we're partnering with progressive providers to create the innovative, visionary medical centers that will redefine the entire health care experience. Our comprehensive real estate solutions open new opportunities to grow and excel. To learn more about our capital and financial structuring capabilities, as well as our turn-key services including planning, development, property management and physician syndication, call us at (419) 247-2800 or visit [www.hcreit.com](http://www.hcreit.com).

**HealthAmerica Realty Group**  
THE MEDICAL REAL ESTATE EXPERTS

## **HealthAmerica Realty Group**

15 Piedmont Center, Suite 600, Atlanta, GA 30305  
404-869-2666 • [www.healthamrealty.com](http://www.healthamrealty.com)

HealthAmerica Realty Group is a full service real estate firm headquartered in Atlanta, Georgia and focuses only on medical office buildings and clinic facilities. As a specialist in Medical Real Estate, HealthAmerica has serviced the needs of the medical real estate market for fifteen years. The HealthAmerica team offers the following services to its healthcare clientele: Acquisitions, Landlord Leasing Representation, Property Management, Investment Sales Brokerage, Asset Management, Development Management and Tenant Representation.

## **Hines**

555 13th St. N.W., Suite 1020 E.  
Washington, DC 20004  
202-347-6337  
[www.hines.com](http://www.hines.com)

## **Irgens Health Care Facilities Group**

10700 Research Dr., Suite One  
Milwaukee, WI 53226  
866-443-0701  
[www.irgensllc.com](http://www.irgensllc.com)

**KW KENNETH WESTON**  
& ASSOCIATES, INC.  
Licensed Real Estate Broker & Consultant

*Specializing in Medical Office Space since 1978*

## **Kenneth Weston & Associates Inc.**

7765 S.W. 87th Ave., Suite 100, Miami, FL 33173  
305-279-2700 • [www.kennethwestonassoc.com](http://www.kennethwestonassoc.com)

With more than 30 years of experience, Kenneth Weston & Associates, Inc. has been satisfying their client's objectives in South Florida's competitive healthcare real estate market. They were involved in one of the first medical office condominiums on the east coast of the United States. They have an in-depth knowledge of local medical properties. Their services include Project Analysis and Consulting, Project Sales and Leasing, Property Acquisition and Disposition, Condominium Development and Conversions and Tenant Representation.



**KINCAID**

DEVELOPMENT PARTNERS

Commercial Real Estate Development

## **Kincaid Development Partners**

2100 Riverdale Rd., Suite 150, Little Rock, AR 72202  
501-537-7001 • [www.kincaiddp.com](http://www.kincaiddp.com)

Kincaid Development Partners is Arkansas' only commercial real estate firm specializing in healthcare development. Our principals have over 35 years of commercial real estate experience in development, leasing, financing and property management. KDP is committed to green building technology and design. With its long standing relationships with local design professionals and its ability to form strategic alliances on the national scene, KDP offers development solutions on a level found anywhere in the country.

  
**Lillibridge**  
... excellence in  
healthcare real estate

## **Lillibridge**

200 W. Madison St., 32nd Floor, Chicago, IL 60606  
312-408-1370 • [www.lillibridge.com](http://www.lillibridge.com)

Lillibridge acquires, designs and builds healthcare destinations that appeal to patients, physicians and health systems. Our approach includes integrating funding solutions that align the interests of all parties with an investment vehicle for physicians that strengthens loyalty, and compliant property management practices that enhance hospital-physician relationships. Most important, we build relationships that last ... one square foot at a time. Our Physicians FirstSM customer service approach is engrained in our culture.



**Meadows & Ohly LLC**  
Two Sun Court, Suite 350, Norcross, GA 30092  
678-282-0220 • [www.meadowsandohly.com](http://www.meadowsandohly.com)

Meadows & Ohly, LLC is a full-service healthcare real estate firm. For 37 years, we have specialized in serving hospitals and physicians with a full array of services including: asset optimization, property management, development, project management, strategic consulting and recapitalization relative to medical office buildings and outpatient facilities. We unbundle these services to fit the objectives of our hospital clients. Meadows & Ohly has significant experience with physician ownership models as well as private capital resources that can support projects of any magnitude. Healthcare real estate is our only business.



**Navigant Consulting**  
30 S. Wacker Dr., Suite 3100, Chicago, IL 60606  
312-583-5700 • [www.navigantconsulting.com](http://www.navigantconsulting.com)

Navigant Consulting delivers integrated strategic, operational, financial and facilities solutions which result in reduced costs and increased operational performance for hospitals and health systems nationwide. Navigant Consulting's services include strategic and operational planning, program/project management, real estate advisory, development, and third party capital.



**NexCore Group**  
Chicago | Baltimore | Denver  
303-244-0700 • [www.nexcorehealthcare.com](http://www.nexcorehealthcare.com)

NexCore Group creates comprehensive healthcare real estate solutions for hospitals, healthcare systems, and physician networks nationwide. The company provides development, acquisition, ownership, financing, asset management, leasing and property management services. NexCore has developed and acquired more than 5.3 million SF of facilities and currently owns and manages 1.5 million SF of healthcare and commercial real estate. NexCore is headquartered in Denver, Colorado, with offices in Chicago, Illinois, and Baltimore, Maryland. For more information, visit [www.nexcoregroup.com](http://www.nexcoregroup.com).

## Noyack Medical Partners LLC

6 W. 20th St., 5th Floor  
New York, NY 10011  
212-929-5414  
[www.noyackmedical.com](http://www.noyackmedical.com)

Feeling left out? Make sure your firm is listed in next year's Directory. Call 1-800-613-8731 or visit [www.HREIResourceGuide.com](http://www.HREIResourceGuide.com)

# BOMA's Medical Office Buildings & Healthcare Facilities Conference

*The premiere event for those who own, develop, lease and manage healthcare real estate.*

**May 5-7, 2010** | Hyatt Regency Chicago | Chicago, IL

Hear from the industry's leading experts on...

- Healthcare Reform and Ambulatory Care
- Patient-Centered Design
- Healthcare Systems' Financial Outlooks
- Supporting EMRs in MOBs
- The Equity and Debt Markets for MOBs



Get details and register at [www.boma.org/mob](http://www.boma.org/mob)





## Plaza Companies

9401 W. Thunderbird Rd., Suite 200, Peoria, AZ 85381  
623-972-1184 • [www.theplazaco.com](http://www.theplazaco.com)

The Plaza Companies is an Arizona-based innovative and full service health care real estate firm with expertise and capabilities in all facets of development, finance, sales, leasing and property and asset management. The Plaza Companies, a highly regarded locally embedded company manages a 5.5 million square foot portfolio. Areas of focus and expertise include medical office/healthcare, biotechnology/research, and highly amenitized senior living communities. Please contact Sharon Harper, The Plaza Companies at (623) 972-1184.

## Realty Trust Group

525 Portland St.  
Knoxville, TN 37919  
865-521-0630  
[www.realtytrustgroup.com](http://www.realtytrustgroup.com)



## Rendina Cos.

661 University Blvd., Suite 200, Jupiter, FL 33458  
866-630-5055 • [www.rendinaco.com](http://www.rendinaco.com)

Rendina Cos. provides creative development solutions and unique equity-ownership options to meet the specific needs of each healthcare client. Superior flexibility and a stellar track record are hallmarks of Rendina Companies, and the key components in our continued success as a leader in the medical real estate development industry. We have developed, constructed, leased, financed and managed more than 5 million square feet of medical office and other real estate projects nationwide, translating into nearly \$2 billion in transactions.



## Seavest Inc.

707 Westchester Ave., Suite 401, White Plains, NY 10604  
914-683-8474 • [www.seavestinc.com](http://www.seavestinc.com)

Seavest Inc. is an investment management firm dedicated to healthcare real estate. We partner with qualified medical office developers to build new projects that meet the strategic needs of healthcare systems. We also directly acquire medical office properties and provide asset management services for our portfolio. The firm invests through long-term, discretionary funds designed to meet the needs of our investors and the healthcare systems that we serve. For details, contact John Winer at 914-683-8474 or [jwiner@seavestinc.com](mailto:jwiner@seavestinc.com).

## StoneCreek Company

30212 Tomas, Suite 300  
Rancho Santa Margarita, CA 92688  
949-709-8080  
[www.stonecreekcompany.com](http://www.stonecreekcompany.com)

## Trammell Crow Company

### Trammell Crow Co.

2001 Ross Ave., Suite 3400, Dallas, TX 75201  
214-863-3260 • [www.trammellcrow.com/healthcare](http://www.trammellcrow.com/healthcare)

Founded in 1948, Trammell Crow Company is one of the nation's leading developers and investors in real estate. TCC has completed projects totaling 500 million sf and over \$50 billion in value. Since 2002, we have completed healthcare projects valued at \$2.5 billion for market leaders across the country. These valued relationships have consistently produced repeat assignments as a result of TCC's performance. TCC has the experience and capital to exceed your expectations.

## USAA Real Estate Company

9830 Colonnade Blvd., Suite 600  
San Antonio, TX 78230  
800-531-8182  
[www.usrealco.com](http://www.usrealco.com)



HealthCare Real Estate Development

## Westage Cos.

200 Westage Business Center Dr., Suite 120, Fishkill, NY 12524  
845-897-3800 • [www.westage.com](http://www.westage.com)

Westage Companies has been a leading provider of real estate development within the greater New York region for over four decades. Westage provides an array of development services to hospitals, healthcare systems and physicians. Westage has extensive experience in the design, engineering and space programming that is essential to accommodate state-of-the-art medical equipment and medical specialties. We offer creative solutions, flexible development and ownership approaches, each uniquely designed to meet your needs for success.

## If You Like This Annual Guide, You'll Love Our Monthly Newsletter!

**Healthcare Real Estate Insights™** is the first and only publication totally dedicated to healthcare real estate development, financing and investment.

Since 2003, HREI™ has become the trusted brand that real estate professionals and savvy healthcare executives turn to for consistent, comprehensive coverage of the healthcare real estate business.

Subscribe today at [www.HREInsights.com](http://www.HREInsights.com).



Healthcare Real Estate  
**Insights™**

## Financial Services

### Cain Brothers

601 California St., Suite 1505  
San Francisco, CA 94108  
415-962-2961  
www.cainbrothers.com



**FRAUENSHUH**  
HealthCare Real Estate Solutions

*A National Resource for Physicians, Hospitals, and Health System Leaders*

### Frauenshuh Healthcare Real Estate Solutions

7101 W. 78th St., Minneapolis, MN 55439  
952-829-3480 • www.frauenshuh.com

Frauenshuh is a recognized, national leader in the development, financing, leasing, and management of medical office buildings, ambulatory destinations, and hospitals. For the past 25 years, we have partnered with many of the country's largest health systems to develop and finance over \$1 billion in properties. By focusing on the enhancement of physician and hospital relationships, we have created a reputation as a long-term, committed partner.



**GE Capital**  
Healthcare Financial Services

### GE Capital, Healthcare Financial Services

500 W. Monroe St., Chicago IL 60661  
800-598-6201 • www.gehealthcarefinance.com

With over \$17 billion invested, GE Capital, Healthcare Financial Services is a premier provider of capital and services to the healthcare industry, with investments in more than 30 sub-sectors including senior housing, hospitals, pharmaceuticals, and medical devices. Our team of professionals provides deep industry expertise to create business and financial solutions tailored to meet the individual needs of our customers. For more information, visit [www.gecapital.com/healthcare](http://www.gecapital.com/healthcare).



### GIB Investments LLC

11910 Greenville Ave., Suite 410, Dallas, TX 75243  
972-712-6554 • www.gibinvestments.com

GIB Investments is a real estate investment firm focused on medical and commercial real estate. We provide equity capital to local and regional partners to develop and acquire medical office buildings, hospitals, and surgery centers. We can invest solely as a limited partner or provide the necessary debt guarantees. We can also acquire assets directly. Our capital partners are private equity and high net-worth investors who are actively placing capital in today's changing credit markets.



**Healthcare Real Estate Capital**  
535 W. 23rd St., Suite S8-C, New York, NY 10111  
212-924-0628 • www.hrecap.com

Healthcare Real Estate Capital, LLC ("HRE Capital") is national independent advisory firm solely focused on the healthcare real estate sector. Our services include asset and portfolio monetization/disposition, equity/debt capital raise, joint venture structuring, acquisition advisory and other assignments. Our focused model provides for the highest level of independent transaction analysis, structuring and execution capabilities for our clients. We were involved with approximately \$500M in engagements in 2009 across the United States, including asset and portfolio sales, joint ventures, development projects and equity/debt financings. Our clients include some of the nation's largest healthcare systems and developers/owners of healthcare real estate.

### InnoVative Capital

1489 Baltimore Pike, Building 400  
Springfield, PA 19064  
610-543-2490  
www.innovativecapital.com

## KeyBank Real Estate Capital



**KeyBank Real Estate Capital**  
127 Public Square, Cleveland, OH 44114  
216-689-3247 • www.key.com/healthcare

Over \$3.3 billion in loan commitments to healthcare industry • Ranked #1 Freddie Mac seniors housing lender in 2009 • Originated over \$500 million in FNMA/FHLMC/FHA commitments to the seniors housing industry per annum in 2008 and 2009 • Participated in 6 follow-on equity offerings for Healthcare REITs in which \$1.7B in equity capital was raised • Established an at-the-market equity program for 2 Healthcare REITs • For more information, contact: Angela Mago at 216-689-3247 or [angela\\_mago@keybank.com](mailto:angela_mago@keybank.com)



### Savills LLC

599 Lexington Ave., 36th Floor, New York, NY 10022  
212-328-2800 • www.savills.us.com

Savills LLC is a full-service real estate investment banking firm and a national leader in the sale and capitalization of investment properties and portfolios, with deep expertise in medical real estate and senior housing. Over the last 5 years, the Savills has advised on more than \$3 billion of healthcare real estate capitalizations including MOB, ASCs, specialty hospitals and senior housing. Savills LLC is a subsidiary of UK-based Savills plc, listed on the London stock exchange.

Feeling left out? Make sure your firm is listed in next year's Directory.

Call 1-800-613-8731 or visit [www.HREResourceGuide.com](http://www.HREResourceGuide.com)

# Resource Guide Directory



**Shattuck Hammond Partners**  
630 Fifth Ave., 29th Floor, New York, NY 10111  
212-314-0400 • [www.shattuckhammond.com](http://www.shattuckhammond.com)

Shattuck Hammond Partners, a division of Morgan Keegan & Company, Inc., is an investment banking and financial advisory firm with offices in Atlanta, Chicago, Dallas, Nashville and San Francisco. The firm offers a broad array of strategic and financial services related to real estate, capital markets, and mergers and acquisitions. Shattuck Hammond professionals have executed over \$7 billion in real estate transactions.



*Custom capital tailored for growth.™*

**Ventas Inc.**  
111 S. Wacker Dr., Suite 4800, Chicago, IL 60606  
877-4VENTAS • [www.ventasreit.com](http://www.ventasreit.com)

Ventas, Inc. (NYSE: VTR), is one of the nation's leading healthcare real estate investment trusts (REITs). Our growing portfolio includes 501 healthcare-related facilities – 23 medical office buildings, 40 hospitals, 187 skilled nursing facilities and 243 seniors housing facilities – strategically located in 43 states and two Canadian provinces. We're powerfully positioned to provide custom healthcare real estate financing solutions to our customers. If you're looking for capital, look to Ventas for leadership in healthcare real estate.

## Legal Services



**Arnall Golden Gregory LLP**  
171 17th St. NW, Atlanta, GA 30363  
404-873-8500 • [www.agg.com](http://www.agg.com)

AGG is a full-service law firm with extensive experience advising clients on a wide range of healthcare real estate matters. We counsel developers, investors and healthcare providers regarding the acquisition, development, leasing and financing of medical office buildings, skilled nursing facilities, hospitals, ambulatory surgical centers and assisted living facilities located across the country. Our Real Estate Group works closely with our Healthcare Group, whose members are nationally-recognized for their comprehensive knowledge of the healthcare industry. Call Steven Kaye, Scott Shuman or Abe Schear to discuss your next project.

Feeling left out? Make sure your firm is listed in next year's Directory. Call 1-800-613-8731 or visit [www.HREIResourceGuide.com](http://www.HREIResourceGuide.com)



**Davis & Kuelthau**  
111 E. Kilbourn Ave., Suite 1400, Milwaukee, WI, 53202  
414-276-0200 • [www.dkattorneys.com](http://www.dkattorneys.com)

Davis & Kuelthau is a full service law firm that understands healthcare real estate and its related business transactions. We represent developers, healthcare systems, private equity funds, physicians, and lenders, including the nation's largest developer of medical office and healthcare facilities, on regional and national levels. We worked with The Ziegler Companies to acquire more than \$200 million of medical office and healthcare properties throughout the country. Our record of getting deals done is unmatched.

## EPSTEIN BECKER GREEN

**Epstein Becker & Green PC**  
945 E. Paces Ferry Rd., Ste. 2700, Atlanta GA 30326  
404-923-9000 • [www.ebglaw.com](http://www.ebglaw.com)

The National Real Estate Law Practice Group of Epstein Becker & Green is made up of attorneys with broad, in-depth experience in all aspects of health care real estate matters. Whether a project involves large institutional facilities, smaller neighborhood clinics, skilled nursing or assisted living facilities, ambulatory surgery centers, outpatient diagnostic and treatment facilities, or medical office buildings - our real estate attorneys fully understand the issues that are unique to the health care industry.

### King & Spalding LLP

1180 Peachtree St.  
Atlanta, GA 30309  
404-572-4600  
[www.kslaw.com](http://www.kslaw.com)

### Waller Lansden Dortch & Davis PLLC

511 Union St, Suite 2700  
Nashville, TN 37219-1791  
615-850-8943  
[www.wallerlaw.com](http://www.wallerlaw.com)



**Winstead PC**  
5400 Renaissance Tower, 1201 Elm St., Dallas, TX 75270  
214-745-5400 • [www.winstead.com](http://www.winstead.com)

Winstead attorneys understand the unique issues affecting healthcare real estate. Our attorneys are at the forefront of crafting innovative solutions for clients in the healthcare industry in a wide variety of transactions, including monetization and joint venture structuring. Our healthcare real estate clients include for profit, non-profit, and public hospitals, physician groups, developers and operators of medical office buildings, ambulatory surgery centers and other medical facilities, as well as lenders and investors. Visit [winstead.com/HealthcareFacilitiesRealEstate](http://winstead.com/HealthcareFacilitiesRealEstate).

## Other Professional Services



### BOMA

1101 15th St. N.W., Suite 800, Washington, DC 20005  
202-326-6351 • [www.boma.org](http://www.boma.org)

BOMA International was founded in 1907 as the National Association of Building Owners and Managers. Today, BOMA International represents 92 local associations throughout the United States and 13 international affiliates. BOMA's 16,500-plus members own or manage more than nine billion square feet of commercial properties in North America. BOMA is a primary source of information on office building development, leasing, building operating costs, energy consumption patterns, local and national building codes, legislation, statistics and technological developments.



### InterFace Conference Group

3500 Piedmont Road, Suite 415, Atlanta, GA 30305  
914-468-0818 • [www.interfaceconferencegroup.com](http://www.interfaceconferencegroup.com)

The InterFace Conference Group holds local, regional and national information and networking conferences focused on the medical office building and healthcare real estate industry. InterFace Medical Office conference events attract leading owners/investors/developers, lenders and investment sales professionals, leasing/operations/management specialists, those allied to the field, and hospital and healthcare system real estate directors. InterFace is a division of France Publications, the largest commercial real estate publishing company in the United States.



*Transactions. Trends. Tools.*

**Real Capital Analytics Inc.**  
139 Fifth Ave., New York, NY 10010  
212-387-7103 • [www.rcanalytics.com](http://www.rcanalytics.com)

Real Capital Analytics (RCA) provides commercial real estate investment data for all markets globally. • **TRANSACTIONS** • Current and comprehensive property and deal details (prices, buyers, sellers, financing). • **TRENDS** • Exclusive trend analysis of volume, prices and capital flows from industry-leading analysts, with a special Medical Office quarterly report. • **TOOLS** • In-depth local and national market reports, powerful search tools and the most complete database of commercial real estate transactions and troubled assets.



### RealShare Conference Series

120 Broadway, 5th Floor, New York, NY 10271  
800-537-2128 • [www.realshareconferences.com](http://www.realshareconferences.com)

More than 200 investors/owners, developers, brokers, financiers and healthcare real estate executives/CFOs attended ALM's 2nd annual networking and information event for the healthcare real estate sector. Mark your calendar for RealShare Medical Office Buildings in November 2010. For conference updates, dates and agendas please visit [www.RealShareConferences.com](http://www.RealShareConferences.com)



### Wolf Marketing & Media

5100 Thimsen Ave., Suite 228, Minnetonka, MN 55345  
800-613-8731 • [www.wolfmarketing.com](http://www.wolfmarketing.com)

If your organization needs market data or marketing services from a company that specializes in healthcare real estate, look no further than Wolf Marketing & Media. As the publishers of the **Healthcare Real Estate Insights™** publications, we are the No. 1 source of the news and analysis you need to succeed in this specialized sector. Our marketing communications team also works with individual clients, combining our marketing skills with our industry expertise and contacts to deliver results that no ordinary agency can match. To learn more, please call us now at 1-800-613-8731.

## Program Management



### Health Care REIT

One SeaGate, Suite 1500, P.O. Box 1475, Toledo, OH 43603  
419-247-2800 • [www.hcreit.com](http://www.hcreit.com)

At Health Care REIT, we're partnering with progressive providers to create the innovative, visionary medical centers that will redefine the entire health care experience. Our comprehensive real estate solutions open new opportunities to grow and excel. To learn more about our capital and financial structuring capabilities, as well as our turn-key services including planning, development, property management and physician syndication, call us at (419) 247-2800 or visit [www.hcreit.com](http://www.hcreit.com).

Access a free searchable database and updated listings  
for this directory at [www.HREIResourceGuide.com](http://www.HREIResourceGuide.com)



## Navigant Consulting

30 S. Wacker Dr., Suite 3100, Chicago, IL 60606  
312-583-5700 • [www.navigantconsulting.com](http://www.navigantconsulting.com)

Navigant Consulting delivers integrated strategic, operational, financial and facilities solutions which result in reduced costs and increased operational performance for hospitals and health systems nationwide. Navigant Consulting's services include strategic and operational planning, program/project management, real estate advisory, development, and third party capital.



## NexCore Group

Chicago | Baltimore | Denver  
303-244-0700 • [www.nexcorehealthcare.com](http://www.nexcorehealthcare.com)

NexCore Group creates comprehensive healthcare real estate solutions for hospitals, healthcare systems, and physician networks nationwide. The company provides development, acquisition, ownership, financing, asset management, leasing and property management services. NexCore has developed and acquired more than 5.3 million SF of facilities and currently owns and manages 1.5 million SF of healthcare and commercial real estate. NexCore is headquartered in Denver, Colorado, with offices in Chicago, Illinois, and Baltimore, Maryland. For more information, visit [www.nexcoregroup.com](http://www.nexcoregroup.com).

# Trammell Crow Company

## Trammell Crow Company

2001 Ross Ave., Suite 3400, Dallas, TX 75201  
214-863-3260 • [www.trammellcrow.com/healthcare](http://www.trammellcrow.com/healthcare)

Founded in 1948, Trammell Crow Company is one of the nation's leading developers and investors in real estate. TCC has completed projects totaling 500 million sf and over \$50 billion in value. Since 2002, we have completed healthcare projects valued at \$2.5 billion for market leaders across the country. These valued relationships have consistently produced repeat assignments as a result of TCC's performance. TCC has the experience and capital to exceed your expectations.

## Stay "Top of Mind" with Your Top Prospects!

HREI™ **Executive Briefing**™ delivers the kind of consistent exposure to the right audience you need to achieve your marketing goals. The newsletter is distributed only to our proprietary database of healthcare executives with facilities and real estate responsibility. HREI™ **Executive Briefing**™ is the most targeted, cost-effective advertising you can buy. To obtain rate information, please contact us at **1-800-613-8731**.



Healthcare Real Estate Insights™

## Executive Briefing™

# Property Management



## BremnerDuke Healthcare Real Estate

510 E. 96th St., Suite 250, Indianapolis, IN 46240  
888-816-8605 • [www.bremnerduke.com](http://www.bremnerduke.com)

When you are looking for a specialist in the field of healthcare real estate, look no further than BremnerDuke, a division of Duke Realty Corp. With over \$1 billion of healthcare development, BremnerDuke offers one of the most experienced healthcare real estate teams in the country. We support hospitals and physician groups with planning, development and compliance-driven facility management services. In addition, we bring over \$1 billion in available capital, local representation throughout the country and the stability of Duke Realty Corp., the largest mixed-use REIT in the United States. At BremnerDuke, we're building more than just a building...we're building healthcare.



## Cogdell Spencer ERDMAN

4401 Barclay Downs Dr., Suite 100, Charlotte, NC 28209  
800-322-5117 • [www.cogdell.com](http://www.cogdell.com)

Cogdell Spencer ERDMAN is the nation's premier integrated healthcare facilities company. Our clients count on us as a trusted partner in defining their healthcare delivery strategies and developing innovative facilities solutions to support them. We are widely recognized for creating sustainable, efficient healing environments for our clients and their patients. We're not here to fix the healthcare system. We're here to build a better one.



## Colliers International Healthcare Advisors

50 Milk St., 20th Floor, Boston, MA 02109  
617-722-0221 • [www.colliers.com](http://www.colliers.com)

Colliers International is a global affiliation of leading real estate firms committed to delivering consistently superior commercial real estate services, wherever and whenever needed. Our Healthcare Services professionals identify, analyze, advise and provide solutions for any challenging real estate decision. Whether you are leasing, purchasing or selling healthcare real estate, our experienced professionals will ensure the best possible outcome for any transaction.

Feeling left out? Make sure your firm is listed in next year's Directory. Call 1-800-613-8731 or visit [www.HREIResourceGuide.com](http://www.HREIResourceGuide.com)



## DASCO Companies

11360 Jog Rd., Suite 200, Palm Beach Gardens, FL 33418  
800-452-8121 • [www.dascomed.com](http://www.dascomed.com)

Since 1987, DASCO Companies has helped and advised hospital systems and physicians improve operations efficiencies and medical outcomes. As a national full-service medical real estate company, our solutions and services include: new development and campus expansion, monetization, project management, and property management. With a solid reputation for reliability and commitment to developing long-term relationships, DASCO is a constant, trusted partner in health care. For more information, call 1.800.452.8121 or visit [www.dascomed.com](http://www.dascomed.com).



## GRUBB & ELLIS

From Insight to Results

### Grubb & Ellis Healthcare REIT II Inc.

1551 N. Tustin Ave., Suite 300, Santa Ana, CA 92705  
877-888-7348 • [www.grubb-ellis.com](http://www.grubb-ellis.com)

Through its investment subsidiaries, Grubb & Ellis Company (NYSE: GBE) is a leading sponsor of public non-traded real estate investment trusts (REITs), including Grubb & Ellis Healthcare REIT II Inc. Grubb & Ellis Company is one of the largest and most respected commercial real estate services and investment firms in the world. For more information on our healthcare capabilities, please contact Danny Prosky, President and COO of Grubb & Ellis Healthcare REIT II at 877.888.7348.



### Health Care REIT

One SeaGate, Suite 1500, P.O. Box 1475, Toledo, OH 43603  
419-247-2800 • [www.hcreit.com](http://www.hcreit.com)

At Health Care REIT, we're partnering with progressive providers to create the innovative, visionary medical centers that will redefine the entire health care experience. Our comprehensive real estate solutions open new opportunities to grow and excel. To learn more about our capital and financial structuring capabilities, as well as our turn-key services including planning, development, property management and physician syndication, call us at (419) 247-2800 or visit [www.hcreit.com](http://www.hcreit.com).



### HealthAmerica Realty Group

15 Piedmont Center, Suite 600, Atlanta, GA 30305  
404-869-2666 • [www.healthamrealty.com](http://www.healthamrealty.com)

HealthAmerica Realty Group is a full service real estate firm headquartered in Atlanta, Georgia and focuses only on medical office buildings and clinic facilities. As a specialist in Medical Real Estate, HealthAmerica has serviced the needs of the medical real estate market for fifteen years. The HealthAmerica team offers the following services to its healthcare clientele: Acquisitions, Landlord Leasing Representation, Property Management, Investment Sales Brokerage, Asset Management, Development Management and Tenant Representation.

## Lighthouse Real Estate Services LLC

P.O. Box 550912  
Atlanta, GA 30355  
404-694-0311  
[www.lighthouseresllc.com](http://www.lighthouseresllc.com)



### Meadows & Ohly LLC

Two Sun Court, Suite 350 • Norcross, GA 30092  
678-282-0220 • [www.meadowsandohly.com](http://www.meadowsandohly.com)

Meadows & Ohly, LLC is a full-service healthcare real estate firm. For 37 years, we have specialized in serving hospitals and physicians with a full array of services including: asset optimization, property management, development, project management, strategic consulting and recapitalization relative to medical office buildings and outpatient facilities. We unbundle these services to fit the objectives of our hospital clients. Meadows & Ohly has significant experience with physician ownership models as well as private capital resources that can support projects of any magnitude. Healthcare real estate is our only business.



### Plaza Companies

9401 W. Thunderbird Rd., Suite 200, Peoria, AZ 85381  
623-972-1184 • [www.theplazaco.com](http://www.theplazaco.com)

The Plaza Companies is an Arizona-based innovative and full service health care real estate firm with expertise and capabilities in all facets of development, finance, sales, leasing and property and asset management. The Plaza Companies, a highly regarded locally embedded company manages a 5.5 million square foot portfolio. Areas of focus and expertise include medical office/healthcare, biotechnology/research, and highly amenitized senior living communities. Please contact Dyanna Bentley, The Plaza Companies at (623) 972-1184.

## RJ King & Associates

3550 Buschwood Park Dr.  
Tampa, FL 33618  
813-874-1515  
[www.rjkingassociates.com](http://www.rjkingassociates.com)



HealthCare Real Estate Development

### Westage Cos.

200 Westage Business Center Dr., Suite 120, Fishkill, NY 12524  
845-897-3800 • [www.westage.com](http://www.westage.com)

Westage Companies has been a leading provider of real estate development within the greater New York region for over four decades. Westage provides an array of development services to hospitals, healthcare systems and physicians. Westage has extensive experience in the design, engineering and space programming that is essential to accommodate state-of-the-art medical equipment and medical specialties. We offer creative solutions, flexible development and ownership approaches, each uniquely designed to meet your needs for success.

## Real Estate Advisors & Consultants

### **Buxton Company**

2651 S. Polaris Dr.  
Fort Worth, TX 76137  
817-332-3681  
www.buxtonco.com

## COGDELL SPENCER ERDMAN

### **Cogdell Spencer ERDMAN**

4401 Barclay Downs Dr., Suite 100, Charlotte, NC 28209  
800-322-5117 • www.cogdell.com

Cogdell Spencer ERDMAN is the nation's premier integrated healthcare facilities company. Our clients count on us as a trusted partner in defining their healthcare delivery strategies and developing innovative facilities solutions to support them. We are widely recognized for creating sustainable, efficient healing environments for our clients and their patients. We're not here to fix the healthcare system. We're here to build a better one.



### **Colliers International Healthcare Advisors**

50 Milk St., 20th Floor, Boston, MA 02109  
617-722-0221 • www.colliers.com

Colliers International is a global affiliation of leading real estate firms committed to delivering consistently superior commercial real estate services, wherever and whenever needed. Our Healthcare Services professionals identify, analyze, advise and provide solutions for any challenging real estate decision. Whether you are leasing, purchasing or selling healthcare real estate, our experienced professionals will ensure the best possible outcome for any transaction.



### **DASCO Companies**

11360 Jog Rd., Suite 200, Palm Beach Gardens, FL 33418  
800-452-8121 • www.dascomed.com

Since 1987, DASCO Companies has helped and advised hospital systems and physicians improve operations efficiencies and medical outcomes. As a national full-service medical real estate company, our solutions and services include: new development and campus expansion, monetization, project management, and property management. With a solid reputation for reliability and commitment to developing long-term relationships, DASCO is a constant, trusted partner in health care. For more information, call 1.800.452.8121 or visit www.dascomed.com.

### **Ernst & Young LLP**

55 Ivan Allen Blvd.  
Atlanta, GA 30308  
404-541-7255  
www.ey.com



### **Healthcare Trust of America**

16427 N. Scottsdale Rd., Suite 440, Scottsdale, AZ 85254  
480-998-3478 • www.htareit.com

Healthcare Trust of America, Inc. is an existing, self-managed, active and public, non listed real estate investment trust, or REIT. We own a select real estate portfolio that is poised to benefit from fast-growing, non discretionary consumer demand for healthcare. Our strategy is to continue investing in a diversified portfolio of medical office buildings and healthcare-related facilities with the proceeds from our initial offering and subsequent follow-on offering.

### **HealthTrust**

6801 Energy Court, Suite 200  
Sarasota, FL 34240  
941-363-7514  
www.healthtrust.com

## *KaufmanHall*

### **Kaufman Hall & Associates**

5202 Old Orchard Rd., Suite N700, Skokie, IL 60077  
847-441-8780 • www.kaufmanhall.com

Kaufman, Hall & Associates, Inc. is an independent strategic financial and capital consultant, working nationwide with healthcare providers. The firm provides strategic advisory; financial advisory; strategic, financial, and capital planning; capital allocation design and implementation; and merger, acquisition, real estate and joint venture advisory services. Real estate advisory services include strategic real estate review, monetization, own-lease analyses and developer and capital selection. Call Joe Euphrat at 415-419-5081 or Bryan Burgett at 847-441-8780, ext 196.



### **Lillibridge**

200 W. Madison St., 32nd Floor, Chicago, IL 60606  
312-408-1370 • www.lillibridge.com

Lillibridge acquires, designs and builds healthcare destinations that appeal to patients, physicians and health systems. Our approach includes integrating funding solutions that align the interests of all parties with an investment vehicle for physicians that strengthens loyalty, and compliant property management practices that enhance hospital-physician relationships. Most important, we build relationships that last ... one square foot at a time. Our Physicians FirstSM customer service approach is engrained in our culture.

# Resource Guide Directory



**Lincoln Harris**  
4201 Congress St., Suite 175, Charlotte, NC 28209  
704-714-7600 • [www.lincolnharris.com](http://www.lincolnharris.com)

Lincoln Harris CSG helps to save money and create value by providing a range of best in class services that include development and finance, facility management, transaction management and project management. Having over 12 years of healthcare real estate experience, Lincoln Harris CSG currently manages and supports over 20 million square feet of medical facilities in 21 states. We deliver client-first, strategy-first solutions for users of healthcare real estate.



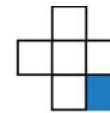
**Navigant Consulting**  
30 S. Wacker Dr., Suite 3100, Chicago, IL 60606  
312-583-5700 • [www.navigantconsulting.com](http://www.navigantconsulting.com)

Navigant Consulting delivers integrated strategic, operational, financial and facilities solutions which result in reduced costs and increased operational performance for hospitals and health systems nationwide. Navigant Consulting's services include strategic and operational planning, program/project management, real estate advisory, development, and third party capital.



**Meadows & Ohly LLC**  
Two Sun Court, Suite 350 • Norcross, GA 30092  
678-282-0220 • [www.meadowsandohly.com](http://www.meadowsandohly.com)

Meadows & Ohly, LLC is a full-service healthcare real estate firm. For 37 years, we have specialized in serving hospitals and physicians with a full array of services including: asset optimization, property management, development, project management, strategic consulting and recapitalization relative to medical office buildings and outpatient facilities. We unbundle these services to fit the objectives of our hospital clients. Meadows & Ohly has significant experience with physician ownership models as well as private capital resources that can support projects of any magnitude. Healthcare real estate is our only business.



**PACIFIC MEDICAL BUILDINGS**

**Pacific Medical Buildings**  
12348 High Bluff Dr., Suite 100, San Diego, CA 92130  
858-794-1900 • [www.pacificmedicalbuildings.com](http://www.pacificmedicalbuildings.com)

A full-service healthcare real estate firm that can provide leadership and advice from the inception of a project can spell the difference between success and failure. Pacific Medical Buildings has been providing that kind of leadership for more than 35 years. We offer our clients fully integrated development, leasing, property management, acquisitions and advisory services. Maybe that's why 75 percent of our business involves repeat clients. For details, contact Barry Weinbaum at [bweinbaum@pmbllc.com](mailto:bweinbaum@pmbllc.com) or 858.794.1900.

Wouldn't it be good if you knew this...

...then?

**Real Capital Analytics** offers the latest Medical Office transactions and trend analysis.

Medical Office Report

Make tomorrow's smart investment decisions today—with Real Capital Analytics.

**Transactions.** Property and transaction details, including pricing, buyer, seller and property specifics.

**Trends.** Trend analysis of volume, prices and capital flows from industry-leading researchers and analysts.

**Tools.** In-depth market reports, powerful search tools and the most complete database of commercial real estate transactions and trouble assets.

Better investment decisions start with better information. Find out more at [www.rcanalytics.com](http://www.rcanalytics.com) or email [service@rcanalytics.com](mailto:service@rcanalytics.com).



**Shattuck Hammond Partners**  
630 Fifth Ave., 29th Floor, New York, NY 10111  
212-314-0400 • [www.shattuckhammond.com](http://www.shattuckhammond.com)

Shattuck Hammond Partners, a division of Morgan Keegan & Company, Inc., is an investment banking and financial advisory firm with offices in Atlanta, Chicago, Dallas, Nashville and San Francisco. The firm offers a broad array of strategic and financial services related to real estate, capital markets, and mergers and acquisitions. Shattuck Hammond professionals have executed over \$7 billion in real estate transactions.

## Trammell Crow Company

**Trammell Crow Company**  
2001 Ross Ave., Suite 3400, Dallas, TX 75201  
214-863-3260 • [www.trammellcrow.com/healthcare](http://www.trammellcrow.com/healthcare)

Founded in 1948, Trammell Crow Company is one of the nation's leading developers and investors in real estate. TCC has completed projects totaling 500 million sf and over \$50 billion in value. Since 2002, we have completed healthcare projects valued at \$2.5 billion for market leaders across the country. These valued relationships have consistently produced repeat assignments as a result of TCC's performance. TCC has the experience and capital to exceed your expectations.



### Up to Your Eyeballs in RFPs? Get Marketing Help from the Industry Experts!

No other marketing firm knows this sector like do. Why? We're also the publishers of **Healthcare Real Estate Insights™**. So don't waste time and money "educating" an ordinary PR or ad agency. Contact the experts today!

Please call Murray Wolf today at 1-800-613-8731



THANK YOU FOR ATTENDING THE 2<sup>ND</sup> ANNUAL  
**RealShare**

## MEDICAL OFFICE BUILDINGS

*Hosted by Real Estate Forum and GlobeSt.com*

**November 12-13, 2009** in Dallas.

More than 200 investors/owners, developers, brokers, financiers and healthcare real estate executives/CFOs attended ALM's 2<sup>nd</sup> annual networking and information event for the healthcare real estate sector.



Mark Your Calendar for **RealShare MEDICAL OFFICE BUILDINGS** in November, 2010

For conference updates, dates and agendas please visit [www.RealShareConferences.com](http://www.RealShareConferences.com)

An **ALM** Event

## Advertiser and Directory Index

- Aardex LLC (27)  
 Alter+Care (27)  
 Arnall Golden Gregory LLP (32)  
 ASA Project Management (24)  
 BBL Medical Facilities (26)  
 BE&K Building Group LLC (24)  
**BOMA (29, 33)**  
 Bovis Lend Lease Inc. (24)  
 Brasfield & Gorrie LLC (24)  
**BremnerDuke (inside front cover, 21, 24, 27, 34)**  
 Burmark Group LLC (21)  
 Buxton Company (36)  
 Cain Brothers (31)  
 Cambridge Healthcare Properties (18, 27)  
 Carl Walker Inc. (26)  
 CB Richard Ellis (22)  
 Choate Construction Co. (24)  
 Clark Construction Group LLC (24)  
 Cogdell Spencer ERDMAN (24, 26, 27, 34, 36)  
 Colliers International Healthcare Advisors (22, 27, 34, 36)  
 Collins and Arnold Construction Co. LLC (24)  
 Constructors and Associates (24)  
 Corcoran Wexler Health Care Properties (22)  
 Cornerstone Cos. Inc. (27)  
 Curasalus.com (22)  
 Cushman & Wakefield (22)  
 DASCO Cos. (18, 27, 35, 36)  
 Davis & Kuelthau (32)  
 DPR Construction (24)  
 Epstein Becker & Green PC (32)  
 Ernst & Young LLP (36)  
 Frauenshuh Healthcare Real Estate Solutions (18, 28, 31)  
 Garfunkel Wild & Travis PC  
 GE Healthcare Financial Services (31)  
 GIB Investments LLC (18, 31)  
 GPE Commercial Advisors (22)  
 Granary Associates (26)  
 Grubb & Ellis Co. (22)  
 Grubb & Ellis Healthcare REIT II Inc. (18, 22, 35)  
 Hall Render Killian Heath & Lyman PC  
 Hammes Co. (28)  
 Haskell Co. (26)  
 HBE Corp. (26)  
 HCP Inc. (18)  
 HDR Inc. (26)  
 Health Care REIT (18, 28, 33, 35)  
 HealthAmerica Realty Group (19, 23, 28, 35)  
 Healthcare Real Estate Capital (31)  
**Healthcare Real Estate Insights (30)**  
**Healthcare Trust of America (19, 21, 36, inside back cover)**  
 HealthTrust (36)  
 Henry S. Miller Brokerage LLC (23)  
 Hines (28)  
 HKS Inc. (26)  
 HOK Group Inc. (26)  
**HREI Executive Briefing (21, 34)**  
 Hunt Construction Group Inc. (24)  
 InnoVative Capital (31)  
**InterFace Conference Group (25, 33)**  
 Irgens Health Care Facilities Group (28)  
 Jacobs Engineering Group (25)  
 JE Dunn Construction Group Inc. (25)  
 Karlsberger (26)  
 Kaufman Hall & Associates (36)  
 Kenneth Weston & Associates Inc. (23, 28)  
 KeyBank Real Estate Capital (31)  
 Kimley-Horn and Associates Inc. (26)  
 Kincaid Development Partners (28)  
 King & Spalding LLP (32)  
 Klingbeil Medical Partners LLC (19)  
 Lighthouse Real Estate Services LLC (35)  
**Lillibridge (11, 19, 28, 36)**  
**Lincoln Harris (20, 37)**  
**Marcus & Millichap Real Estate (9, 23)**  
 McCarthy Building Cos. (25)  
 Meadows & Ohly LLC (29, 35, 37)  
 Navigant Consulting (29, 34, 37)  
 NBBJ LP (26)  
 Neenan Co. (26)  
**NexCore Group (7, 19, 29, 34)**  
 NorthMarq Investment Services (23)  
 Noyack Medical Partners LLC (29)  
**Pacific Medical Buildings (5, 19, 37)**  
 Perkins+Will Inc. (26)  
 Plaza Companies (23, 30, 35)  
**ProMed Properties Inc. (19, 20, 21)**  
**Real Capital Analytics Inc. (33, 37)**  
**RealShare Conference Series (33, 38)**  
 Realty Trust Group (30)  
 Rendina Cos. (30)  
 River Oak Investment Corp. LLC (20)  
 RJ King & Associates (35)  
 RM Crowe (20)  
 Robins & Morton (25)  
 Rogers Builders Inc. (25)  
 Sanders Trust LLC (20)  
 Savills LLC (31)  
**Seavest Inc. (17, 20, 21, 30)**  
**Shattuck Hammond Partners (32, 38, back cover)**  
 Skanska USA Building Inc. (25)  
 Stan Johnson Co. (23)  
 StoneCreek Company (30)  
**Trammell Crow Co. (13, 20, 30, 34, 38)**  
 Turner Construction Co. (25)  
 USAA Real Estate Company (30)  
 Ventas Inc. (20, 21, 32)  
 Waller Lansden Dortch & Davis PLLC (32)  
 Westage Cos. (30, 35)  
 Whiting Turner Contracting Co. (25)  
**Winstead PC (15, 32)**  
**Wolf Marketing & Media (23, 33, 38)**

**Bold blue type** denotes display advertisers.