

OUTPATIENT

SURGERY



HALL RENDER ADVISORY SERVICES

REAL ESTATE CONSULTING

Hall Render Advisory Services, a Hall Render company, is a team of consultants and advisors who assist health care organizations with a variety of educational, operational and strategic initiatives.

Many of our clients are non-profit mission-driven health care providers serving the greater good of their communities. Hall Render Advisors aligns our mission with those we serve: stewardship, transparency, objectivity and no conflicts.

Today's health care business environment is more complex than ever. The consolidation of hospitals, health systems and physician practices presents challenges to in-house real estate teams in terms of time, capacity, expertise and opportunity.

Real estate, whether owned or leased, is a major expense category for hospital operations - in some cases up to 15% of costs - and can carry 35-50% weight on the balance sheet.

Leveraging our available expertise to unlock underlying real estate value can provide significant cost savings or value creation for our mission driven clients.

WE CAN HELP

1. Assist hospitals, health systems and physician practice groups in navigating the complexities of their real estate portfolio.
2. Provide objective, ethical and transparent guidance and subject matter expertise.
3. Serve as an extension of or an outsourced expert for a real estate and facilities team.

CONTACT

For more information on these services, please contact:

**John Marshall at
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or

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Real Estate Consulting

REPRESENTATIVE CONSULTING SERVICE ENGAGEMENTS

1.

REAL ESTATE CAPITAL CONSIDERATIONS

Unlocking Capital Tied Up in Leased or Owned Assets

- Foundation ownership model – Non-profit third-party facility ownership
- Portfolio optimization and lease v. own analysis
- Traditional sale-leaseback guidance for traditional market investment transactions
- Provide guidance on the options available and engage expertise as needed to execute the best transaction

2.

OUTSOURCING OF DEVELOPMENT AND PROJECT MANAGEMENT SOLUTIONS

- RFP for strategic outpatient facility development
- RFP for engagement of project management services
- Selection of owners representation services in hiring GC and AE partners

3.

OUTSOURCING OF PROPERTY, FACILITY AND MANAGEMENT

Guidance and Partner Selection

- Facility operations and maintenance guidance
- Facility accounting and compliance guidance
- Facility infrastructure and sustainability analysis

4.

OUTSOURCING TRANSACTIONAL MANAGEMENT

Guidance and Partner Selection

- RFP process to engage third-party brokerage
- RFP process to engage facility network planning
- Site selection process coordination and outsourcing

5.

COMPLIMENTARY FACILITY SOLUTIONS (EXAMPLES)

- Repurposing retired or non-compliant assets
- Short-term post-acute facility guidance
- Consulting for urgent care or FSED/micro-hospital strategies
- Freestanding de-novo ASCs capitalization/ownership/development

6.

SPECIALIZED PROJECT ENGAGEMENT AND SOCIAL DETERMINANTS OF HEALTH

- Community health/wellness development concepts
- Hospital participation in affordable housing solutions
- Behavioral health facility solutions
- Mixed use health care environments

Hall Render Advisory Services' real estate consulting group does not provide legal services but draws upon the experience and knowledge of Hall Render's legal team. Trusted by health systems locally, regionally and nationally, our consultants are well equipped to find the best solutions for the real estate challenges facing our health care clients.

