



# REAL ESTATE & FINANCE SERVICES

Hall Render Advisory Services is the consulting arm of Hall Render, the nation’s largest health care-focused law firm. Our team regularly works with a wide range of health care providers across the country, providing actionable plans and hands-on support on everything from compliance to mergers and acquisitions and more.

## WE CAN HELP

Health care is complex, and real estate within the health care industry presents many unique challenges. With the support of the real estate and finance professionals at Hall Render and Hall Render Advisory Services, your company can tackle these issues. Give us a call to help – we know your business.

## REPRESENTATIVE CLIENTS

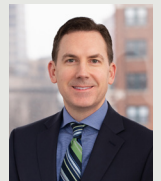
- Numerous general acute care hospitals and health care systems across the county
- National long-term care provider
- National home health and hospice provider
- Numerous physician practice groups
- Regional and national health care real estate developers

## CONTACT

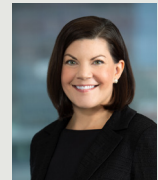
For more information on these services, please contact:



**John Marshall**  
317.670.8527



**Andrew Dick**  
317.977.1491



**Danielle Bergner**  
414.721.0913



**Jennifer Shoup**  
317.977.1478



# Real Estate & Finance Services

## REPRESENTATIVE PROJECT TRANSACTIONS

- Represented the seller in a \$1B hospital and health care system transaction in North Carolina.
- Represented the borrower in a \$197M credit tenant loan for a build-to-suit specialty hospital, surgery center and medical office building in Indiana.
- Represented a non-profit real estate foundation in a \$60M sale-leaseback of 4 micro hospitals in Washington state.
- Represented a national long-term care provider in the development of over 20 inpatient rehabilitation hospitals in different states across the country.
- Represented a Big 10 university foundation in the sale and redevelopment of an innovation district that will include a new general acute care hospital.
- Represented a national health care provider in a \$20M sale-leaseback of a behavioral hospital in Florida.
- Represented a regional hospital system in the acquisition of a hotel in Minnesota that will be used to house homeless residents.
- Represented a regional hospital system in the development of a build-to-suit surgery center.
- Represented a national home health care provider in connection with the restructuring of over 50 home health and hospice leases.
- Represented an academic medical center in the acquisition and lease of physician practice locations in North Carolina.
- Represented a health care system in the acquisition and lease re-structuring of multiple ambulatory surgery centers through the use of a nonprofit real estate foundation.
- Represented a health system in the acquisition and lease re-structuring of its administrative headquarters through the use of a nonprofit real estate foundation.
- Represented a joint venture rehabilitation hospital in the development and financing of a new rehabilitation hospital.

- Represent Health Systems in the solicitation and negotiation of Developer Selection Process for large ambulatory care developments.
- Represent Health Systems in the evaluation financing options for new development or existing medical office facilities.

## FINANCE

- Represent regional and national health systems in the issuance of publicly offered and privately placed debt.
- Represent leading national investment banks in the offering and sale of health system debt securities.
- Represent commercial lenders in the making of loans to and purchases of debt securities of regional and national health systems.
- Represented various developers and construction firms in numerous public private partnerships relating to the design, financing and construction of public projects.
- Represented a health care system in connection with a public private partnership utilizing city and state funding to make improvements on the system's campus.
- Represented health care systems in the pursuit of economic development incentives including tax increment financing in connection with system projects.

