

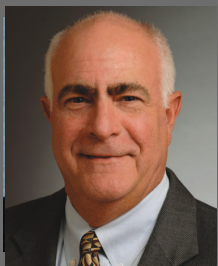
"Our partnership with Lillibridge is a benefit to both of us."

Don Beeler

Regional President and CEO
CHRISTUS Santa Rosa Health Care
San Antonio, TX



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CHRISTUS Santa Rosa Health Care Partners with Lillibridge to Attract More Physicians

After completing a major expansion, CHRISTUS Santa Rosa Health Care turned to Lillibridge to free up capital and help it reinvigorate its physician recruitment efforts. It sold Lillibridge four medical office buildings located near its two hospitals in the San Antonio area.

Together, CHRISTUS and Lillibridge developed and executed a strategy for retaining physicians, attracting new practices and accommodating expanding hospital services in the buildings.

"We work closely together to make each other a success," says Don Beeler, regional president and CEO, CHRISTUS Santa Rosa.

Needed Investments

After renovating the buildings and upgrading the mechanical systems in one downtown facility, Lillibridge teamed with the hospitals to address their specific needs and growth opportunities. For South Texas Medical Center, Lillibridge upgraded space for an ambulatory surgery center in one facility while adding wound care and hyperbaric centers. Since orthopedics is a major focus of the hospital, Lillibridge also persuaded a number of physicians to move to different floors to allow a large orthopedic practice to occupy the entire first floor of one location.

"Lillibridge really is helping us achieve our strategy," notes Mike McBride, regional vice president and administrator of CHRISTUS Santa Rosa Hospital.

Lillibridge's renovation investments and management expertise are helping the downtown hospital in a very competitive market for doctors and patients. Upgrades to the mechanical systems included replacing an elevator, ventilation, and the water system in one building – while adding fire sprinklers and security systems, and ensuring compliance with all ADA regulations. Common spaces were also refurbished.

"Lillibridge clearly made significant investments in the buildings, raised the standards and is managing them better," says Beeler. "Our partnership is a benefit to both of us."

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