

CAPITAL FUNDING



Lillibridge
... excellence in
healthcare real estate



CAPITAL FUNDING

PROPERTY MANAGEMENT

ADVISORY

FACILITY DEVELOPMENT



In healthcare, transactions should lead to partnerships.

With Lillibridge as a capital partner, you can be confident that the transaction is only the first step. Our real estate investment structure encourages physician investment in the medical buildings. With strategic, operational and financial benefits to the hospital and its physicians, our approach provides long-term value.

From the transaction and beyond, our team supports you and your goals.



TOM CZERNIAK
Senior Vice President

Today's economic reality means healthcare providers increasingly turn to external sources for capital, like Lillibridge, to help support their growth. Choosing the right partner to entrust the ownership of the hospital's facilities comes down to finding common ground.

Lillibridge has been a trusted source of funds for our clients, and has completed approximately \$1 billion in transactions. Our philosophy is simple: We will only be successful as long as our customers are successful.



Excellent because ...

We provide capital not only to acquire or construct your buildings, but to continually enhance the properties. Our hospital clients avoid further capital commitments for medical office assets, preserving capital to implement their strategic plan.

CONVERT BRICKS AND MORTAR TO CASH.

We invest in your long-term success.



To us, property acquisitions and development funding are only the beginning of a long-term relationship with each healthcare provider. Through ongoing professional property management and real estate investment opportunities, we serve your physicians.

Economics

We provide the cash you need to support your growth.

- Firm capital commitment
- Creative deal structures
- Certainty of timely closing
- Capital for building improvements
- Competitive pricing

Physician Alignment

Physicians and their patients lie at the heart of a successful facility, and we make sure their needs are met.

- Physician investment options
- Property management best practices
- Competitive rental rates
- Realistic business plans

100% Healthcare

Our healthcare-only focus allows us to contribute to your future success.

- Significant healthcare asset investment experience
- Post-transaction hospital controls
- Mutual goals of full occupancy in support of the hospital's strategy

CASE STUDY

In November 2004, Lillibridge acquired eight properties from Borgess Health in Kalamazoo, Michigan. Four buildings are located on the Borgess campus and include two multi-tenant buildings, a single-user medical building, and a facility currently used for Borgess training classes and meetings. Four buildings are located off-campus and include two medical buildings, a health and fitness center, and an office building housing the Borgess outpatient nursing staff.

SOLUTION

Subsequent to the original transaction, Lillibridge purchased The Heart Center for Excellence, a 58,000 sf building located on the Borgess campus that was constructed in 1986. Borgess maintained certain rights over management and leasing of the acquired properties on the Kalamazoo campus.

“When we sold The Heart Center for Excellence, we were glad to have a company with the expertise of Lillibridge purchase it. They are known for their excellent relationships with physicians and they also have a reputation for being excellent property managers. Borgess and Lillibridge have had a good working relationship for years.”

– Patrick Dyson
EVP Corporate Services
Borgess Health



Relationships, not transactions.

Tom Czerniak, SVP Acquisitions

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ABOUT LILLIBRIDGE

Excellence in healthcare real estate ... for 30+ years we've been working collaboratively with more than 250 healthcare clients of "all shapes and sizes." Lillibridge offers hospitals and systems an integrated solution for all their healthcare real estate needs: Advisory, Capital, Development, Hospital Project Management, and Property Management. We manage the risk of ownership, financing, and execution. National footprint built on local experience and strong relationships with physicians.

Call us today | put us on your next RFP.



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