COMPREHENSIVE REAL-ESTATE STRATEGIES
for HEALTHCARE SYSTEMS

HEALTHCARE ADVISORY GROUP

Developing environments that begin the healing process
PROJECT DEVELOPMENT

More than ever, the practice of medicine has become financially challenging. The inevitable expansion of the insured patient base, combined with shrinking reimbursements and contractions of managed care industry, have underscored the need to control costs and expand revenue. This is where we come in.

Whether it’s the expansion of a hospital, construction of a new medical office building (MOB) or the development of ancillary service facilities, PMRG can provide sound, efficient solutions to healthcare providers.

We understand construction methods, building costs and design ramifications, that have an effect on budgetary controls. We can deliver maximum value per dollar on facilities or buildings that are aesthetically pleasing, fully functional and competitively positioned. We also offer an array of financial and ownership options, to meet the needs or challenge of our clients.

PERFORMANCE IS OUR MANDATE.

It’s a daunting challenge. Maintaining the financial viability of a hospital or healthcare system requires coordinating a wide range of competing priorities: quality of care, technology, reimbursements, managed-care contracts, regulatory compliance and physician relationships.

Mergers, acquisitions and system growth have further complicated these prospects, forcing healthcare CEOs and CFOs to integrate real estate strategies into their financial oversight. Once treated merely as an operational expense, real estate has become a critical balance-sheet factor—one that can dramatically impact planning, financial performance, physician alliances, even the ability to deliver effective care.
PORTFOLIO MANAGEMENT

PMRG offers a full spectrum of property-management services, including landlord leasing, property accounting and facility management for all types of medical real estate. With proven systems and advanced technology, we design and develop comprehensive, property-specific plans to meet the objectives for each healthcare asset, and the needs of each medical client.

Because we recognize the importance of physician relations to our clients, we also maintain an in-house quality-control department that provides system-wide evaluations of operating performance and program implementations through annual tenant satisfaction surveys. Our commitment to achieving the highest level of satisfaction has resulted in 95% historical occupancy levels for our medical office properties.

CAPITAL MARKETS AND INVESTMENTS

Many healthcare providers have considered monetizing real-estate assets to raise cash for operational needs. With our extensive knowledge of debt-market players, like healthcare REITs and institutional investors looking for credit quality investments, PMRG is positioned to provide solutions.

Acquisitions that might not be feasible with traditional funding and ownership can be effectively and appropriately realized by PMRG’s broad financial relationships. Potential transaction structures include: joint ventures with healthcare systems, hospitals, or physicians; the assumption of existing debt; or traditional equity and debt financing.

HEALTHCARE ADVISORY GROUP:
MERGING INSIGHT WITH EXPERTISE

With PMRG’s Healthcare Advisory Group, we’ve combined our extensive experience in commercial real estate with a history of servicing privately held and publicly traded healthcare clients. With expertise in development, property services and capital markets, our team is uniquely qualified to leverage sound business solutions and generate effective revenue opportunities.
A HISTORY OF MAKING SUCCESS LOOK EASY

Headquartered in Houston, Texas, PMRG is one of the nation’s leading real estate companies focusing on comprehensive property services, development and acquisitions. With a strategic presence in 30 markets, PMRG provides the highest quality services to its clients and investors.

As a full-service real estate firm, PMRG provides oversight to a portfolio comprised of a diversified client base, including healthcare providers and medical REIT’s. We create value for our healthcare partners and clients, by offering a wide range of real estate services, including development, property management, medical leasing, marketing, investment sales, construction management and engineering. We also provide debt and equity in comprehensive developments and joint venture investment programs.

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