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# revista MEDICAL REAL ESTATE INVESTMENT FORUM 2018

[tinyurl.com/revistaforum18](http://tinyurl.com/revistaforum18)

January 29-30, 2018

MIAMI MARRIOTT, BISCAYNE BAY, MIAMI, FLORIDA

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## WHO SHOULD ATTEND?

- Physician Group Owners/ RE Executives
- Brokers & Leasing Agents
- Buy-Side & Sell-Side Analysts
- Investment Banking Professionals
- Financial Services Professionals
- Hospital & Health System RE Executives
- Healthcare Facilities Managers
- Institutional Investors
- Property Managers
- Healthcare Service Providers
- Other Medical Real Estate Professionals

## ABOUT REVISTA

Revista serves as a one-stop source for healthcare and real estate executives to obtain comprehensive, unbiased and medical real estate industry-focused data; healthcare industry statistics, market reports and other resources; plus to connect you with other professionals with educational networking events.

The Revista Team has decades of experience in healthcare real estate. They collaborate with an industry-leading advisory board and with founding partners that are well-known companies in the healthcare real estate industry.

[revistamed.com](http://revistamed.com)

# WELCOME TO THE NATIONAL HEALTHCARE REAL ESTATE EVENT

...where industry analytics and executive networking take center stage.

What makes us different? DATA...and we have it in spades! Before 2014 the healthcare industry was lacking in solid, industry-focused data. With our unique medical real estate database, we are able to dive deep into our healthcare data, analysis and expert contacts to deliver insightful dialogue and take-home "Data Briefs" for every session.

Surrounded by the sandy beaches of Miami, Healthcare Real Estate professionals will have the opportunity to network with, learn from, and share your own strategies with top experts in the field to improve your medical real estate business!

Networking is easy to do in this elite, VIP, non-trade show atmosphere. With golf, speed networking and upscale receptions, this is an event you simply cannot miss. Join Us!

## HOTEL & LOCATION

Miami Marriott Biscayne Bay  
1633 N Bayshore Dr.  
Miami, FL 33132  
(305) 374-3900  
[tinyurl.com/revistahotel](http://tinyurl.com/revistahotel)

### Room Block

The general Revista rate is \$219/night. Follow the reservation link at Revista website or call the hotel to make a reservation in the "Revista" room block at (305) 374-3900.

### Stylish Bayfront Downtown Miami Hotel

Our hotel, at the intersection of the Miami Arts and Design districts and near the Port of Miami is the only marina-front downtown hotel and features a sparkling contemporary lobby, jaw-dropping views, rooftop pool deck and outdoor dining at Catch Grill & Bar. Escape to our Port of Miami hotel today!

## REVISTA DATA BRIEFS

For each Executive Session you attend, you will receive a take-home "Data Brief" with useful data and analysis to enhance the presentation/session you are attending.



## GOLF TOURNAMENT ON KEY BISCAIYNE

Crandon Golf at Key Biscayne the perfect alternative to civilization where you can spend a day enveloped by the tropics. Crandon Golf is an explosion of color and light surrounded by water, mangroves and lush, tropical foliage. Secluded and inviting, Crandon Golf at Key Biscayne is, in many ways, Miami's signature golf course.

**Optional 18 Hole Golf Tournament – Fee \$275**  
[www.revistamed.com/events/events-golf](http://www.revistamed.com/events/events-golf)

## GENERAL SESSIONS:

### Medical Real Estate Market Trends: What the Data Is Telling Us

This informative, data-driven session will provide an overview of the current state of the Medical Real Estate industry from the perspective of our comprehensive, national database of more than 55,000 medical properties. This popular session offers charts, graphs and specific market trends on construction, transactions and more that will help providers and investors make more informed, strategic decisions about their healthcare portfolio. How are hurricane ravaged metros recovering from a healthcare real estate perspective?

- **Forum Welcome:** Erik Tellefson, Managing Director, Capital One, 2018 MREIF Co-Chair
- **Speakers:** Mike Hargrave, Principal, Revista; Hilda Martin, Principal, Revista



Hargrave Martin

### Capital Markets 2018: Executive Panel Discussion

These exceedingly qualified panelists will share their insights and advice on the debt and equity markets and their impact on medical real estate. They will touch on topics such as: What the Investors look like and what is their appetite? Who are the Major Players and is this changing? Where are the opportunities? What will the next 2-5 years look like for the sector? How are healthcare REITs viewed as opposed to other REITs? And, are there any surprises on the horizon related to underwriting standards, interest rates, valuations, demand for new development and more! You won't want to miss this panel.

- **Moderator:** Peter Martin, Managing Director, JMP Securities
- **Speakers:** R. Steven Hamner, EVP, CFO, Medical Properties Trust; Robert Milligan, CFO, HTA (Publicly traded REIT); James Seymour, Senior Managing Director, Capital One; Peter Westmeyer, President & Managing Director, MBRE Healthcare



Hamner Milligan



Seymour Westmeyer

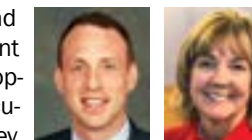
### Healthcare Real Estate Strategies 2018: A Health System Executive Panel Discussion

Join these top executives as they discuss their real estate strategies for 2018. What did they learn by reading the tea leaves from 2017 and what innovative ideas do these systems have for growth in 2018? Gain their insights on how they are re-imagining ambulatory real estate design in their systems and hear what types of partnerships are important to them for their objectives. Don't miss this opportunity to learn what motivates these executives and what keeps them up at night as they position their organizations for success.

- **Moderator:** Dan Klein, Senior Vice President, Deputy Chief Investment Officer, Physicians Realty Trust
- **Speakers:** Terry J. Wood, VP, Real Estate, Kaiser Permanente; Peter Volas, Senior Director of Real Estate, Cleveland Clinic; Andrew Haslam, Chief Asset Officer, Real Estate and Construction, Providence, St. Joseph Health; Kathleen Moorman, Baptist Health Florida South
- **Forum Closing:** Steven Stubbs, Regional Director, Clinic & Archillary Development, Adventist Health, 2018 Forum Co-Chair



Wood Volas



Haslam Moorman

## SCHEDULE AT A GLANCE

### MONDAY, JANUARY 29

7:00am - 2:00pm	Optional Shotgun Golf Tournament
12:00pm - 7:45pm	Registration & Networking Lounge Open
2:00pm - 3:00pm	NEW! Earlybird Sessions
3:00pm - 3:30pm	Coffee & Networking Break
3:30pm - 4:30pm	Speed Networking Session
4:30pm - 5:30pm	Opening General Session
5:30pm - 6:30pm	Coffee Break
5:30pm - 6:30pm	VIP Founders Reception, Invitation Only
6:30pm - 7:45pm	Welcome Reception on the Roof, All Welcome

### TUESDAY, JANUARY 30

7:00am - 3:30pm	Registration & Networking Lounge Open
7:00am - 8:00am	Networking Breakfast
8:00am - 9:00am	General Session
9:00am - 9:30am	Coffee & Networking Break
9:30am - 10:45am	Two Concurrent Sessions:
10:45am - 11:00am	Coffee & Networking Break
11:00am - 12:15pm	Two Concurrent Sessions
12:30pm - 3:00pm	Networking Lunch & Panel (Panel begins approximately 1:15)

## EARLYBIRD SESSIONS (JAN 29):

### Revista User Session: How Do Investors & Health Systems Make the Best Use of Data?

Did you know that there are more than 55,000 investment grade medical properties in the United States? Or that within just a few seconds you can easily access a real-time map of those facilities in any area, nationwide, complete with details about the property type, status, age, size and uses of each property? Join Revista and key healthcare industry executives to unlock the potential uses of Revista data and analysis within your own company. This live demonstration and discussion will review Revista's – and other tools, to show how data can be used to enhance your market analyses, site selection, reporting and benchmarking during this informative session.

- **Moderator/Speaker:** Hilda Martin, Principal, Revista
- **Speakers:** Alex Wilburn, Vice President, Global Medical REIT; Lisa Glidden, Director of Operations, Zeustra; Rachel Watson, Assistant Vice President, Research, Welltower; William Beasley, Executive Vice President, Real Estate Consulting, Altus Group

### Medical Real Estate Debt: From Construction to Perm Across Asset Classes

Panelists will discuss stable, value add and construction on MOB's and other Medical Properties. Find out if there are Medical Property Assets that the panelists do not finance and why – AND hear what their preferences are. You'll get real world examples of MOB and Medical Property Deals...from the largest to the smallest as well as the most interesting transaction in 2016 and 2017. Don't miss the commentary on volume and the markets for 2016 and 2017, plus their forecast for 2018!

- **Moderator:** Erik Tellefson, Managing Director, Capital One
- **Speakers:** Winston Abbott, Vice President, Siemens; Jim Barnes, Senior Banker, Synovus

# REGISTRATION FEES & INFORMATION

[www.tinyurl.com/revistareg2018](http://www.tinyurl.com/revistareg2018)

General Rate

**\$725**

Healthcare  
Provider  
Executive Rate

**\$299**

## EXECUTIVE BREAKOUT SESSIONS (JAN 30):

### Rise of the Ambulatory Strategy - Transitioning Inpatient Census to Outpatient Volumes

What are the drivers of change in the medical real estate market and how will the delivery of care shift to better meet the needs of patients? Plus, patient experience is a hot and challenging topic right now - and one where facility design and operations plays an important role. How do health systems and other healthcare industry experts evaluate the market - and patients - to develop their emerging delivery strategies? Should providers focus on medical office buildings (including multi-specialty MOB); freestanding emergency departments; urgent care facilities; surgery centers; mixed-use healthcare, office and retail facilities; or physician-owned group practice clinics, among others? Join our experts to discuss ways to create new points of access by providing more specialized services and how this will affect the design and development of the real estate supporting it.

- **Moderator:** Kevin Kirn, VP, Welltower
- **Speakers:** Bob Reilly, Chief Financial Officer, Anne Arundel Health System; Charles Black, CEO, Real Estate Strategies Inc.; Sean Keathley, President, Adrenaline / Gina Bleedorn, Chief Experience Officer, Adrenaline; Steven Stubbs, Regional Director, Clinic & Ancillary Development, Adventist Health Physicians Network

### What's It Worth? Medical Real Estate Valuation & Pricing Trends

In this jam-packed session, you will learn about the latest trends and factors influencing the value of medical real estate. The panel will reveal critical real-time value metrics and trends for capitalization rates, price per square foot and other measures for a variety of medical office and healthcare property types. Panelists will describe how vital characteristics of these properties such as location, market, facility type, tenant credit ratings, and EBITDA coverage affect investor appetite and pricing. The discussion will include an analysis of the impact of secured and unsecured debt markets on value trends, absolute investment returns and overall cost of capital for investors, plus find out how to leverage Revista data to determine the value of a property.

- **Moderator:** John Trabold, Managing Director - Director Real Estate Services, VMG Health
- **Speakers:** John Winer, Sr. Managing Director & CIO, Seavest Healthcare Properties; James Schmid, Chief Investment Officer, Anchor Health Properties; John Pollock, CEO, Meridian

## The Most Interesting Deals of 2017!

2017 is turning out to be an extraordinary year for healthcare transactions. What are the most interesting deals of 2017, offering unique scale, distinctive capital structure and/or hospital activity? Revista will be featuring the 2017 deals that just simply must be highlighted! The final deals won't be finalized until we see this year through. Find out what deals and executives are selected as we get closer to the end of the year. This is sure to be a "Can't Miss" session!

- **Moderator/Speakers:** Mindy Berman, Managing Director, Healthcare Capital Markets, JLL; Murray Wolf, Publisher, Health Care Real Estate Insights

## Construction, Development & Innovative Repurposing

Join this data-filled session for detailed construction and development stats from the top 50 metropolitan areas - including a drill-down into the Miami market. We'll examine the differences between third-party and hospital lead development. See what product types are hot in which markets. What size are projects? Are they on or off-campus? Who are the most active players in new construction, remodeling, expansions, and innovative repurposing? Is there a construction cost premium for healthcare systems for non-acute projects, if so how do you reduce it? Discuss answers to these questions, ask your own, and hear about specific projects from some of the most experienced stakeholders in the business!

- **Moderator:** B. Alan Whitson, RPA, President, Corporate Realty, Design & Management Institute
- **Speakers:** Scott Selig, AVP, Real Estate, Duke University Health; Richard M. Rendina, Chairman & CEO, Rendina Healthcare Real Estate; Steve Bolen, Managing Director, LaSalle Investment Management; Jon Sullivan, Vice President, Real Estate Operations; Bryan Lewitt, Senior Vice President, CBRE

## REVISTA'S ADVISORY BOARD

- ◆ Mindy Berman, *Managing Director, Capital Markets Healthcare, Jones Lang LaSalle* MREIF Chair Emeritus
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- ◆ Erik Gainor, *Principal/CEO, Zeustra Real Estate Investment Services*
- ◆ Andrew Haslam, *Chief Asset Officer, Real Estate and Construction, Providence St. Joseph Health*
- ◆ Todd Kibler, *Principal, Hammes Partners*
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- ◆ Scott Selig, *Associate VP - Capital Assets and Real Estate, Duke University Health*
- ◆ Steven Stubbs, *Regional Director, Clinic & Ancillary Development, Adventist Health* 2018 MREIF Co-Chair
- ◆ Jon Sullivan, *VP Real Estate Operations - Texas Health Resources*
- ◆ Erik Tellefson, *Managing Director, Capital One, Healthcare Financial Solutions* 2018 MREIF Co-Chair
- ◆ Murray Wolf, *Publisher & Founding Editor, Healthcare Real Estate Insights*