



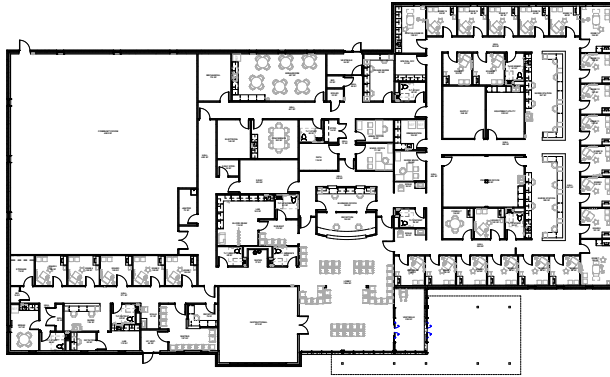
LEBANON MOB



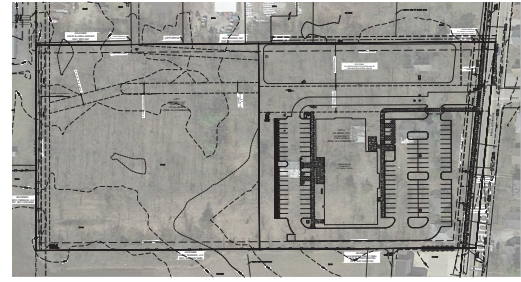
20,000 SQ/FT MOB

DESCRIPTION OF SITUATION AND HOW IT RELATES TO HEALTHCARE

Innovcare | Innovative Healthcare Real Estate developed a 20,000 sf ground up medical office building for American Health Network (AHN) a Company of Optum Health (UHG-\$256B). American Health Network has been in the Lebanon market for over thirty years. The CEO of AHN currently operates this practice. Lebanon was identified as a low healthcare access market thus Optum's request for a new facility. The property was a ground up development. The original parcel was an old farm property consisting of two parcels, totaling eight acres, owned by twelve relatives. The title work was complicated given the family history; the site construction was also complicated given the water supply lines running through the property supplying Lebanon. The site also had a lack of sanitary supply lines, utility lines, and storm water collection. After completion of the site and spending over \$700K in site improvements the property was developed for a medical office building consisting of occupational health, primary care, specialty care, x-ray, lab, urgent care, and community health center space. The site offers adjacent land for an assisted living and senior housing facility. Innovcare received no municipal incentive for the development. The Land pays over \$65,000 in taxes per year. This project is considered a keynote project for American Health Network and Lebanon, IN.



Floor Plan



Site Plan



Aerial

CHALLENGES PRESENTED AND OUR SOLUTIONS

Healthcare Operating Credit | Developer had to navigate through the credit of the Indiana Entity. Optum owns over a hundred companies. AHN is one of them. The parent company is \$256B, Optum is \$60B, and AHN is \$200 million in annual revenue. The developer creating a financing structure to utilize the corporate relationship with no corporate guarantees thus reducing the cost of capital for the job.

Complicated Title | 12 Property Owner with Multiple Power of Attorneys. The developer got all 12 property owners to close on 2 parcels within 2 hours of each other even during the unfortunate passing of two owners

Non-Pad Ready | Sanitary issues, the site sanitary line was not recorded. The developer helped the city create an easement for the major sanitary line through running through its property. The line fine the major Lebanon Duke Realty business park.

Water Supply | Lebanon Utilities - A major supply line runs through the property with no easement history and unknown City and original property owners. The line was recorded an easement was create. IF this line was damaged through the development process all water would have been shut down in Lebanon

City Request for Utility Upgrade | The City of Lebanon asked for a new standard for this location changing the storm water, sewer, utility, and infrastructure requirements. The developer credit more than \$700,000 in City utility infrastructure for the future use of the park.

INNOVATIONS AND ACCOMPLISHMENTS ON THIS PROJECT

“Turnkey” Healthcare Development. Developer committed to fully funding the entire project upon lease execution. The project was within budget at completion.

The project was a New Healthcare Delivery Model for American Health Network and Optum.

Facility was designed by thinking about the impact of Medicare Advantage Patients.

