

CASE STUDY

CANCER CARE CENTER

9461 Huron Street, Thornton, Colorado

QUICK GLANCE

- ▶ 18,000 SF MOB
- ▶ Completed 12/06
- ▶ Includes Oncology Infusion, Pet Imaging and Oncology Radiation suites

BENEFITS

- ▶ Smooth Transition of New Ownership upon Sale
- ▶ Experienced Medical Office Building Management
- ▶ Alleviated Tenant Stress upon Ownership Transition

SERVICES PROVIDED

- ▶ Property Management
- ▶ Owner Liaison
- ▶ Physician Relations
- ▶ Lease Administration
- ▶ Vendor Relations
- ▶ Owner Liaison

THE CHALLENGE

Health Connect Properties, Inc. (HCP) was awarded the management of the Cancer Care Center in November, 2007 upon completion of construction. In November, 2008, the property was sold to a new investment group and HCP was retained to continue management of this property. The challenge was to ensure a seamless transition for the tenants of the property and assist the new ownership (made up of 32 separate individuals) with familiarity and guidance on the financial statements, budgets and needs of the medical office building and its occupants.

THE SOLUTION

Upon the sale of the property, HCP met with the owner representative (NREF Holdings, Inc.) to tour the property, introduce the tenants and discuss the budget and financial statements and set up parameters for communication. In addition, the new owner was brought up to speed with the unique needs of the tenants of an oncology related building. The HVAC and electrical systems are quite complex and the costs associated with this equipment are quite high. Regular communication with the new owner on these issues for the past year has resulted in a productive partnership between HCP and the owner. The sale of a building creates stress for the tenants and HCP was successful in alleviating the tenant's concerns about the new ownership. There were some major changes to the manner in which rents were to be paid and HCP was able to work with the tenants, the ownership's lender and the owner to come up with an appropriate payment process. The new ownership has been pleased with the management of the property and the transition.



REFERENCES

Jim Ross, National Real Estate Holdings, Inc. (916) 941-9977
Lisa Bae, National Real Estate Holdings, Inc. (916) 941-9977

