



"Hospitals are embracing a unique role in their communities by creating 'health destinations' that include both on and off campus projects. In new growth markets they can help shape the community, and in more established locations they can be the catalyst for broader redevelopment. Physician groups, retailers, ancillary business operators, not for profit groups and housing developers can all play a part in these health destinations."

**Margie McHugh, SVP Lillibridge Advisors 312 846 4564**

"Our inpatient Owner's Rep / Program Management staff believe there will be increased pressure from hospitals for a value proposition that delivers the savings of Lean thinking, real quality improvement from new design initiatives (BIM), and project teams who share in the risks of the hospital projects."



**Jim Young, VP Program Management 614 734 8414**



"The issues associated with off balance sheet financing became more complicated in 2007, and we don't see them getting any easier for clients to deal with in 2008. It is going to be more important than ever to work with a healthcare real estate firm like Lillibridge with the expertise to keep updated on these ever-changing requirements."

**Al Seeley, EVP Development 972 248 9100 | 800 433 1005**

"The volume of acquisitions in 2008 promises to be strong. In addition to hospitals continuing to divest their non-core real estate assets, developers are selling their portfolios to take advantage of strong demand for medical office properties."



**Tom Czerniak, SVP Capital Funding 312 846 4760**



"On campus MOB tenancy is moving away from primary care due to higher rents, the use of hospitalists, and growth in outpatient medical malls and health villages. Emerging MOB tenants are highly specialized physician practices, recruited by the hospitals to grow their core service lines and to address the increased acuity of the inpatient population."

**Chuck Fendrich, SVP Property Management 312 846 4787**

**Lillibridge**  
*... excellence in  
 healthcare real estate*

**THE YEAR AHEAD**

Lillibridge executives share their knowledge about what to look for in the upcoming year.

Insights on trends, possible pitfalls – get ready for change ...

- **Advisory**
- **Capital Funding**
- **Development**
- **Program Management**
- **Property Management**

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 Include us in  
 your next RFP.**

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