



# RENDINA COMPANIES<sup>®</sup>

REAL ESTATE DEVELOPMENT



INTEGRITY - LOYALTY - PROFESSIONALISM - ENTREPRENEURSHIP - PASSION - TEAMWORK

# THE RENDINA DIFFERENCE

**FULL-SERVICE** - Rendina Companies is a full-service real estate development company dedicated to the development of medical office buildings and healthcare-related properties throughout the country. We have been a trusted partner for health systems, hospitals and physicians for more than 20 years. Our unique development programs help providers establish a network of facilities and services necessary to create responsive and efficient delivery systems that meet the needs of the communities they serve.

**RELATIONSHIP-BASED FIRM** - We truly understand the value of our client relationships. Our experienced team has an impeccable track record that has enabled us to form strategic business alliances with many of the nation's leading healthcare systems. Our commitment to delivering quality medical facilities on the most competitive terms is second to none.

**SUPERIOR FLEXIBILITY** - One of the key components in our continued success as a leader in healthcare real estate development is our ability to create unique solutions for each healthcare client. The Rendina Team has worked successfully with hundreds of physicians and many of the country's leading medical centers, and thoroughly understands the complexity of development issues and the rapid pace of change facing the healthcare industry.

*"We are committed to upholding our legacy of superior client service and continue to focus our efforts on what we do best – developing first-class medical facilities in key markets throughout the country in a way that maximizes value for our hospital and physician partners."*

- Richard M. Rendina  
Chairman & Chief Executive Officer



Wellington Regional Medical Center  
Universal Health Services, Inc.

**Wellington Medical Arts Pavilions I – IV** are 50,000 square foot facilities located on the campus of the Wellington Regional Medical Center in Wellington, Florida. In 1998, Rendina Companies and the hospital forged a partnership to develop an outpatient facilities master plan for the hospital's campus. Over a decade later, Pavilions I-IV have been completed, totaling 200,000 square feet, with plans for additional buildings in the future.

*"Wellington Regional Medical Center has partnered with Rendina Companies on several medical office buildings, and we plan to work with them in the future as well. They have been a trusted resource for our healthcare real estate needs and have provided our hospital and physicians outstanding service for over a decade."*

- Kevin DiLallo  
Chief Executive Officer - Wellington Regional Medical Center



Centennial Medical Center  
Tenet Healthcare Corporation

**Centennial Medical Arts Pavilions I & II** in Frisco, Texas, are two 72,000 square foot medical office buildings. These facilities served as a recruitment tool for the new Tenet Healthcare Corporation hospital via our Equity Participation Program. The first building was 100% leased prior to completion of the new Centennial Medical Center, with Pavilion II coming online two years ahead of schedule.

# RELATIONSHIP ORIENTED

The principals of Rendina Companies have developed over 5 million square feet of medical office space throughout the country and have forged long-term relationships with more than a dozen of the nation's leading healthcare systems, as well as many independent hospitals.

## BENEFITS FOR HOSPITALS

- Development and ownership of first-class facilities on an off-balance sheet basis, without the associated risk and capital investment.
- Partnering with a relationship oriented, privately-owned firm that focuses on flexibility and being responsive to our partners' needs.
- Aligning with a team that specializes in recruiting and retaining physicians on a long-term basis.

## BENEFITS FOR PHYSICIANS

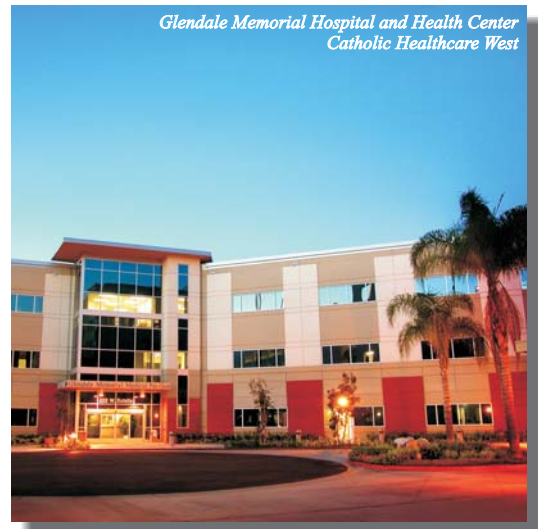
- State-of-the-art facilities designed to maximize efficiency and functionality.
- Partnering with a team who has the healthcare knowledge to understand and assist a physician's practice, all the way from the initial project meeting to the move-in and day-to-day management of the office suite.
- Substantial ownership opportunities.

*"Rendina worked with our hospital staff and physicians to develop a spectacular building and did it clear up in Alaska without delays or surprises. Great job!"*

**- Norman Stephens**  
Chief Executive Officer - Mat-Su Regional Medical Center



**Mat-Su Regional Medical Plaza** is a 62,000 square foot, on-campus medical office building located in Palmer, Alaska. Rendina Companies deployed its team of professionals to this remote location, and was able to successfully fast track the development process and 100% pre-lease the building prior to completion.



**Glendale Memorial Medical Pavilion**, in Glendale, California, is a 60,000 square foot, on-campus medical office building. Rendina Companies faced significant site challenges, including a city street that intersected the site, yet completed the building on time and under budget for this Catholic Healthcare West hospital.

*"We knew this would be a challenging project, and their executive team did an excellent job of coming up with a creative solution that solved our problems and achieved our goals. Rendina Companies exceeded our expectations."*

**- Catherine Pelley**  
Chief Executive Officer - Glendale Memorial Hospital and Health Center

# FINANCIAL STRENGTH

**RENDINA COMPANIES** has established outstanding relationships with multiple lenders and investors throughout the United States. We continue to be a preferred client with major lending institutions and have never failed to commence or complete a project because of an inability to obtain financing. Our lenders understand our approach to project development and are eager to provide financing that meets our criteria.

- Rendina Companies has a proven track record of being able to navigate the debt market challenges and provide the lowest cost of capital available in any market situation.
- Rendina Companies has completed over \$1 billion of financing placements.
- All guarantees required for project financing are provided by the principals of Rendina Companies.
- The principals of Rendina Companies have the ability to personally provide debt and equity financing at highly attractive rates, and are willing to do so to ensure the success of a medical office development.
- Rendina Companies can also obtain project financing through strategic relationships established with various capital partners in the healthcare industry.

*“We have been partners in the Des Peres Medical Arts Pavilion I since it was first developed by Rendina Companies. Our practice has thrived in this location; so much that we are now expanding into the second facility that they have developed on the hospital campus. Rendina Companies has been great to work with in the past, and we look forward to continuing our successful relationship with them in the future.”*

- Michael J. Meyer

Associate Dean of Finance and Administration - Saint Louis University School of Medicine



**Des Peres Medical Arts Pavilions I & II** in Des Peres, Missouri, are two 50,000 square foot medical office buildings. The only campus area available for these projects contained a protected waterway, so the buildings were designed to coexist with the natural environment while maximizing the development potential of the site.



**Oro Valley Medical Office Building** in Oro Valley, Arizona, is a 70,000 square foot, on-campus medical office building. Rendina Companies developed this building in unison with the construction of the new Oro Valley Hospital. The new medical building and new hospital projects were completed and fully operational simultaneously.

*“Deciding to relocate our practice from its prior location of eighteen years was a major decision. Looking back at the process and the finished project, I can say with absolute certainty that the decision we made to partner with your company in this venture turned out to be a solid one. The success of our new office is due in no small part to your company’s contribution.”*

- Richard M. Hays, M.D., F.A.A.F.P.  
Wellington Medical Arts Pavilion III

# FLEXIBLE DEVELOPMENT OPTIONS

## EQUITY PARTICIPATION PROGRAM

**Rendina Companies has been the pioneer in providing equity ownership opportunities for hospitals and physicians.**

Designed to allow healthcare clients to develop facilities on an off-balance sheet basis without assuming the development or ownership risk, our Equity Participation Program provides the following unique advantages:

- Development and ownership of a first-class facility with no development risk or mortgage liability for hospital or physician clients.
- Significant ownership provided to tenants with no equity investment.
- Tenants share in operating cash flow as well as proceeds from project sale or refinancing.
- Cash flow effectively reduces base rental expense.

## TRADITIONAL LEASE PROGRAM WITH INVESTMENT OPTION

Rendina Companies offers a Traditional Lease Program that is designed to assist healthcare providers develop new facilities on an off-balance sheet basis while offering an investment opportunity to physician tenants.

- Development of a first-class facility with no development risk or mortgage liability for hospital or physician clients.
- Extremely competitive base rental rates due to increased investment by Rendina Companies.
- Opportunity for tenants to invest capital in exchange for a significant ownership interest.
- Investors receive operating cash flow as well as proceeds from project sale or refinancing.

## ASSET CONVERSION PROGRAM

The Asset Conversion Program is designed to monetize existing assets, allowing healthcare clients to reposition capital currently tied up in non-core assets.

- Provides liquidity and improves the hospital's balance sheet.
- Flexible program can include a significant ownership interest for physicians at no cost and with no development risk.
- Hospital can retain long-term controls over tenancy and use of the facility.

## ADDITIONAL PROGRAM OPTIONS

Rendina Companies recognizes that every medical building requires a unique solution to achieve the goals of hospitals and physicians. In each case, we evaluate the needs of our client and recommend multiple options for ownership and leasing of its facility. Our team is trained to listen and to work in a cooperative manner to ensure that the client's vision is realized.

# RENDINA COMPANIES®

## REAL ESTATE DEVELOPMENT



### MISSION STATEMENT

To be the trusted national leader in healthcare real estate development, providing innovative solutions to our clients and the communities we serve.

### CORE VALUES

**INTEGRITY** - We are honest, fair, and trustworthy in all of our activities and relationships.

**LOYALTY** - We conduct ourselves with an uncompromising commitment to our clients and to achieving their objectives.

**PROFESSIONALISM** - We are dedicated and responsive, always maintaining the highest standards of quality and performance.

**ENTREPRENEURSHIP** - We create value for our clients by employing a flexible approach to each opportunity, taking calculated risks, and bringing together the resources necessary for success.

**PASSION** - We approach everything we do with energy, enthusiasm and a sincere desire to exceed expectations.

**TEAMWORK** - We operate collaboratively with an intense focus on common goals, and we recognize that we can always achieve more by working together.

#### Western Region Headquarters

875 Prospect Street  
Suite 300  
La Jolla, California 92037  
877-456-7212

#### Eastern Region Headquarters

661 University Boulevard  
Suite 200  
Jupiter, Florida 33458  
866-630-5055

#### Dallas Office

14785 Preston Road  
Suite 550  
Dallas, Texas 75254  
866-630-5055

[www.rendinacompanies.com](http://www.rendinacompanies.com)

INTEGRITY - LOYALTY - PROFESSIONALISM - ENTREPRENEURSHIP - PASSION - TEAMWORK