



Healthcare Real Estate Services



When it comes to operating medical buildings, standards are high, image matters, and clients expect the best. With nearly two decades of experience creating, owning, and operating its own highly regarded healthcare facilities, the Westage team is proud to offer its expertise to hospitals, healthcare networks, and physician practices located in the Tri-State area.



What makes Westage unique is our perspective: we treat every project and property we work on as if we own it. This management model has earned us the respect of our many healthcare clients, as well as the trust of our tenants, resulting in much repeat business. Our capabilities range from small project management, to property management, to the development of new facilities. Westage's team also has experience with local markets and is well equipped to guard against price and schedule overruns.

As healthcare services move into the community to facilitate convenience and improve access for patients, providers will have to manage real estate needs at more remote locations. Collaborating with Westage reduces stress on in-house staff by providing a consistently high level of accountability and support, and ultimately peace of mind for everyone. **Before you make a commitment, talk to Westage, the experts in healthcare real estate.**

How can Westage help?

Westage has the **flexibility** to offer its clients as many, or as few services as they require. Since 1978, we have exemplified an unparalleled **dedication** to real estate **excellence**.

Asset Management



- Financial services, including financing, re-financing, rent collections, accounting, budgeting, and reporting
- Real estate tax analysis and assessment appeal support
- Risk management, legal, and insurance oversight
- Real estate portfolio lease abstraction and organization

Property Management

- Comprehensive analysis of building systems to create preventative maintenance programs
- Adherence to all accrediting authority requirements, including departments of health and Joint Commission
- Work order system accessible via e-mail, phone, or fax
- Remote monitoring and adjustment of building control systems

Sales & Acquisition



- Determination of asset value and investment viability
- Maximize revenue generation from non-strategic assets
- Oversee acquisitions of facilities in retail locations to improve brand visibility and access
- Help clients realize the value embodied in their real estate through property monetization

Leasing

- Familiar with the marketing and communication skills needed to attract physicians
- Ability to provide owner and tenant representation services for complex healthcare transactions
- Lease preparation, review, and negotiation
- Coordination with needs analysis, design, and budget

Property Evaluation



- Due diligence services for proposed transactions
- Site selection and feasibility analysis
- Evaluation of existing structures for deferred maintenance, architectural, structural, and mechanical issues
- Budget development to facilitate "Go/No-Go" decisions

Owner's Representative

- Knowledge of healthcare regulations and codes
- Experience in building successful design/construction teams
- Stringent cost and schedule management controls
- Transparent and frequent reporting to clientele

Asset Management



What is Asset Management and how can it benefit your company? Simply put, Asset Management is a strategic approach to maximizing your property's investment return by increasing income, reducing expenses, and improving property value. It deals with the financial performance of the building, not the physical aspect of the structure.

- Financial engineering services, including property financing and re-financing
- Rent collections and operating expense reconciliation
- Accounting services, including cost entry and segregation, budgeting, and reporting
- Tracking of capital reserves, expenditures, and depreciation
- Real estate portfolio abstracting and organization, especially in support of mergers and acquisitions
- Evaluation of non-strategic assets for potential divestiture
- Production of real estate investment models and cash flow reports
- Obtain appraisals and opinions of value for client properties
- Administration of risk management, insurance, and legal services
- Real estate tax analysis and assessment appeal support
- Commercial condominium association or maintenance association management
- Analysis of general office space for conversion to medical use

Property Management



Let Westage Companies utilize its Property Management expertise to enhance the image, operations, and safety of your property. As an owner and operator, Westage has the internal capabilities, expertise, and personnel necessary to provide complete property management services.

- Preventative maintenance and responsive maintenance services
- Development and tracking of operating and capital improvement budgets
- Utility monitoring and analysis of operating expenses
- Utilize a work order system to track tasks, costs, priority levels, scheduling, and reaction time
- Tenant access to the work order system via phone, fax, or e-mail
- Property-specific protocols for after-hour emergencies, including 24-hour coverage
- Experienced with the use of remotely monitored building control systems to efficiently adjust equipment settings
- Complete analysis of all electrical and mechanical systems
- Periodic testing as mandated by federal, state, and local agencies
- Bookkeeping, and as required all administration and monitoring of vendors and contractors

Sales & Acquisition



Westage provides real estate solutions for owners interested in selling and acquiring commercial real estate. We can facilitate the sale of your property with a highly effective marketing campaign. Westage can also find you your next investment property.

- Assist with the analysis and disposition of property
- Monetize properties, enabling clients to extract the highest value of their real estate
- Establish the market value of assets and investigate the viability of proposed investments
- Oversee the selection of properties that meet the clients specific investment criteria
- Manage the performance of title search and title insurance services
- Perform market analyses for new areas of geographical penetration
- Provide support and assistance regarding real estate capital markets and current benchmarks
- Maximize the sales price and obtain the best terms through effective negotiations
- Act as an intermediary to facilitate the acquisition of real estate on behalf of a client
- Act as the buyers brokerage services for complex transactions

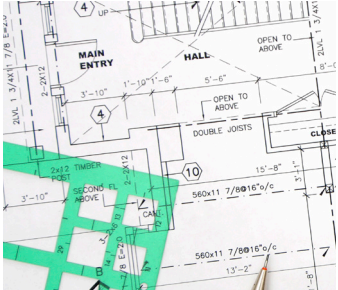
Leasing



Westage can develop and implement your leasing in minimal time. Westage is not your run-of-the-mill commercial broker. We understand how to position and actively market the property, thus resulting in fully occupied buildings and frequent lease renewals.

- Analysis and documentation of deed restrictions, land use covenants, and non-compete clauses
- Oversight of lease preparation, review, negotiation, and the establishment of rental rates
- Commercial lease preparation, review, and negotiation
- Tenant representation services
- Analysis of comparable properties and leasing rates in a geographical market
- Coordinate a leasing plan in the context of the Owner's strategic plan, adjacencies, and shared services
- Employ marketing and communications skills proven to attract tenants
- Support in marketing under-utilized space to potential sub-tenants
- Evaluation of the leasing demand market to determine strategy
- Integration of space programming, schematic design, and budgeting as part of the leasing process

Property Evaluation



Westage Companies provides evaluation and planning services which can help our clients leverage their in-house staffs.

- Identification and comparative evaluation of development options
- Ensure that the client's locational and branding needs are met
- Evaluation of parcel geometry, topography, and zoning to ensure that it meets the client's needs
- Review of stormwater management and green space requirements
- Evaluation of existing infrastructure and available capacity for greenfield sites
- Analysis of existing structures: architectural, mechanical, and electrical
- Identification of land use covenants, easements, and rights-of-way
- Oversight of title analysis
- Analysis of required zoning and land use approvals
- Management of wetlands and environmental investigations; oversight of mitigation and remediation
- Development of parking solutions

Owner's Representative



Westage Companies has extensive experience which helps us to develop creative real estate solutions and eliminate waste on projects. Our understanding of local regulations and codes allows Westage to facilitate site and building approvals, leading to faster speed to market for clinical programs. Not only can we integrate with your workforce, we can readily adapt to your firm's internal processes.

- Formation of design and construction teams
- Project bid and award oversight
- Schedule review and optimization
- Budget development and value engineering support
- Coordination of equipment installation and utility upgrades
- Strict adherence to Owner's budget and deadlines
- Transparent project reporting and accounting controls
- Coordination of MEP equipment design with Owner's maintenance personnel
- Oversight of risk management and safety initiatives
- Development of phasing plans to ease the impact of capital projects on Owner's operations and cashflows
- Coordination of Owner's Furniture, Fixtures, and Equipment (FF&E)