



**Complex Challenges, Smart Solutions**  
*For Healthcare Real Estate*

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# **Real Estate for Healthcare and Life Sciences**

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# RTG Integrates Healthcare Real Estate

RTG provides real estate services across the continuum of care to ensure all segments of care are integrated.

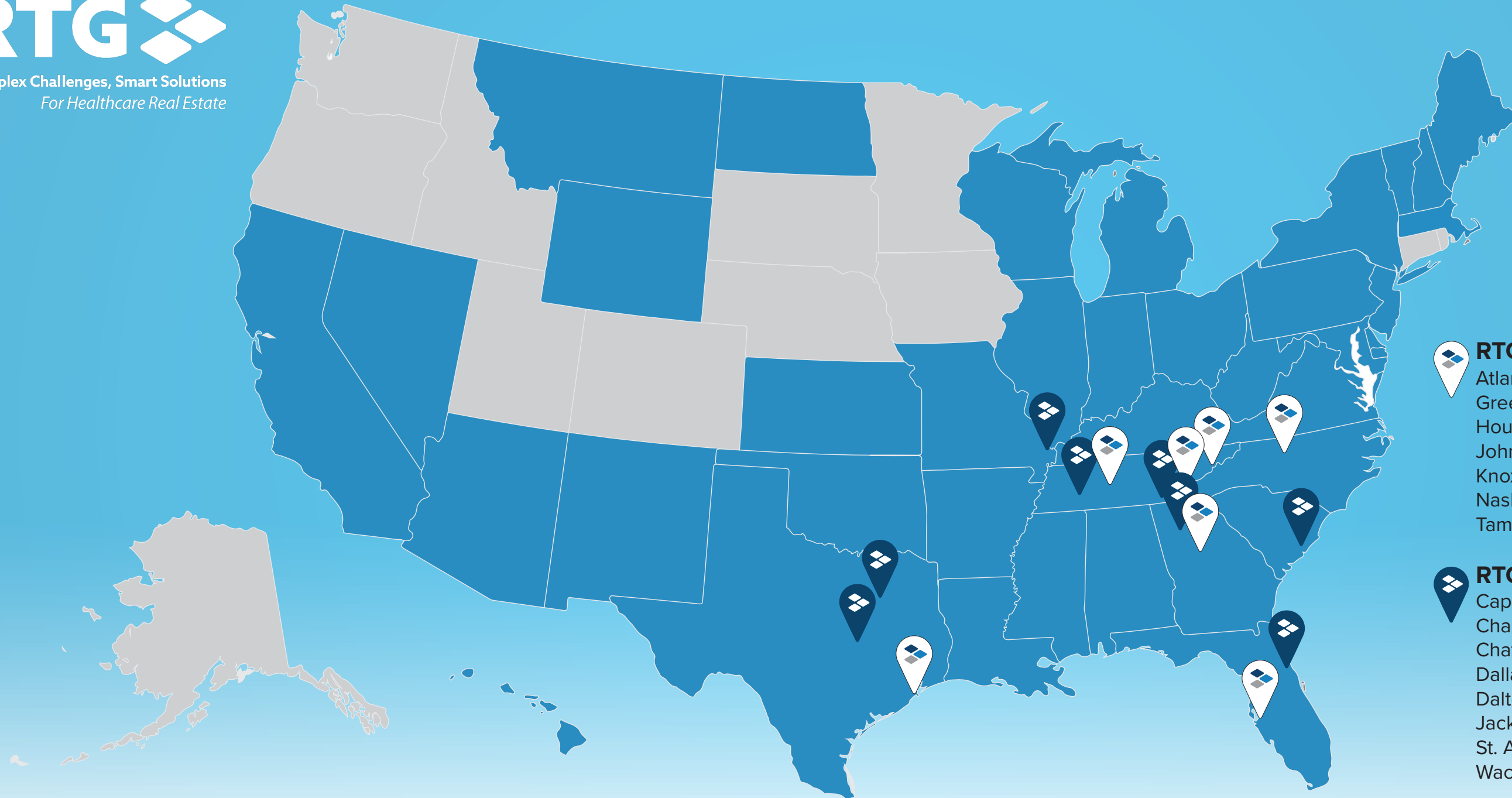
Life Science • Hospitals • Post-Acute • Ambulatory







Complex Challenges, Smart Solutions  
For Healthcare Real Estate



**RTG Offices**  
Atlanta, GA  
Greensboro, NC  
Houston, TX  
Johnson City, TN  
Knoxville, TN  
Nashville, TN  
Tampa, FL

**RTG Team Members**  
Cape Girardeau, MO  
Charleston, SC  
Chattanooga, TN  
Dallas, TX  
Dalton, GA  
Jackson TN  
St. Augustine, FL  
Waco, TX

## 25+ Years Serving the Healthcare Industry

Providing innovative real estate solutions so that healthcare and life science leaders can **save money**, **manage risks**, and **enhance delivery of care**.

Affiliate  
Company of **PYA**

**130+** Team  
Members

Worked in **35+** States

**19M SF**  
Assets Under  
Management

**\$2.8B**  
In Completed Healthcare  
Transaction Volume

**4,300+**  
Healthcare Access  
Points





# Comprehensive Healthcare Real Estate Platform

RTG provides innovative real estate solutions so healthcare and life science leaders can save money, manage risks, and enhance delivery of care.



- ADVISORY**
- Strategic Planning
  - Portfolio Optimization
  - Project Feasibility
  - Ownership & Capital Planning



- DEVELOPMENT**
- Project Launch
  - Facility Planning
  - Program Management
  - Activation / Transition



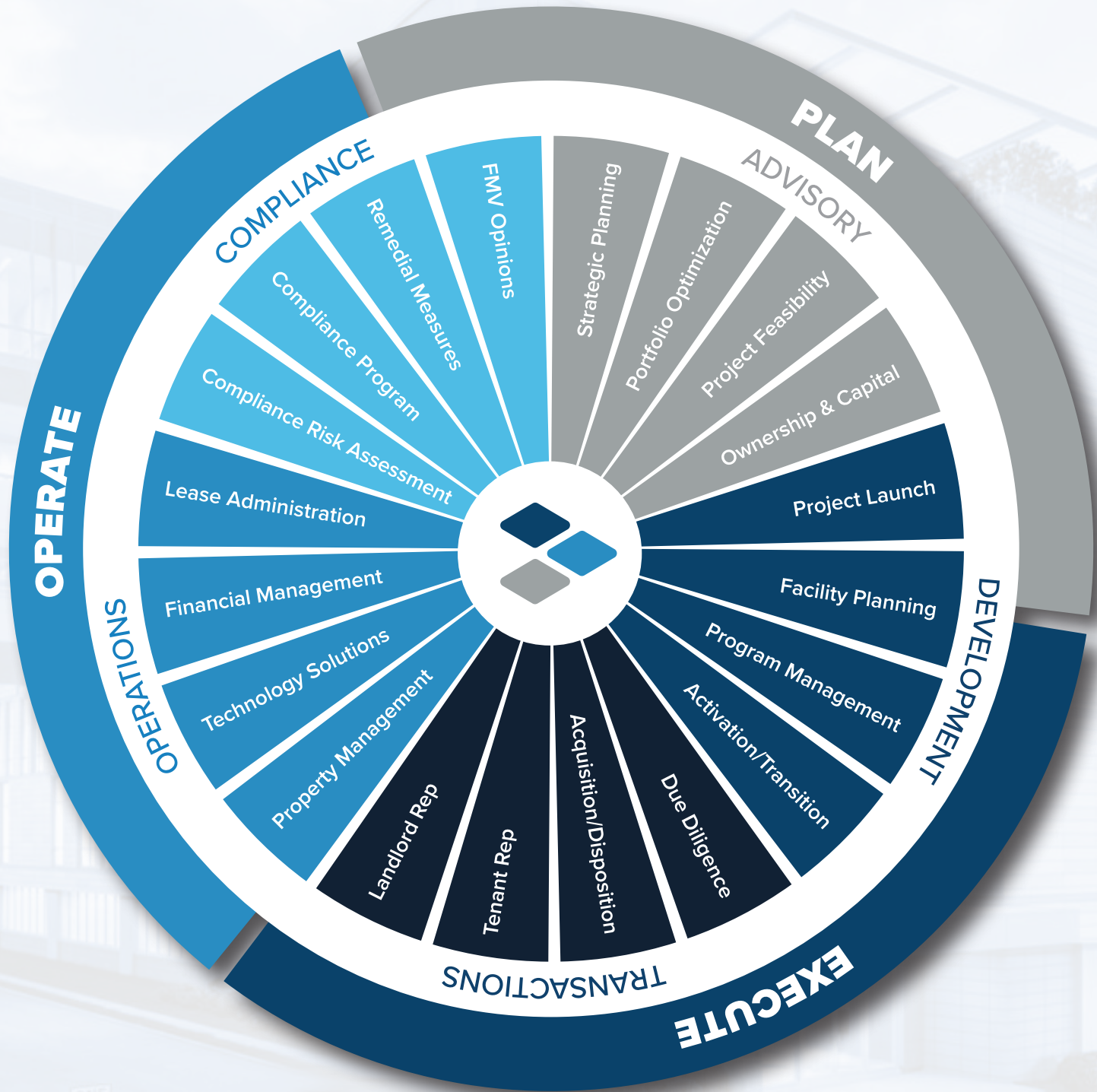
- TRANSACTIONS**
- Landlord Representation
  - Tenant Representation
  - Acquisition / Disposition
  - Due Diligence



- OPERATIONS**
- Property Management
  - Technology Solutions
  - Financial Management
  - Lease Administration



- COMPLIANCE**
- Compliance Risk Assessment
  - Compliance Program Development
  - Remedial Measures
  - FMV Opinions





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# Life Science

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# Integrating Life Science and Healthcare

As healthcare continuously evolves, RTG identifies strategies to **position real estate as a strategic asset** rather than a cost of doing business.

## Acute Care



Inpatient / Acute-Care  
Medical Labs  
Academic COE  
Rehab / Behavioral

## Ambulatory Care



Medical Office Building  
Ambulatory Surgery  
Imaging  
Primary / Urgent Care

## Life Science Research



Wet / Dry Lab Space  
Cell Analysis / Transfer  
Blood Banks (Plasma)  
Biomarker Diagnostics

## Advanced Manufacturing



Manufacturing Facilities  
Fill / Finish Facilities  
Cold Storage Repository  
Bio-Parks

## Precision Medicine

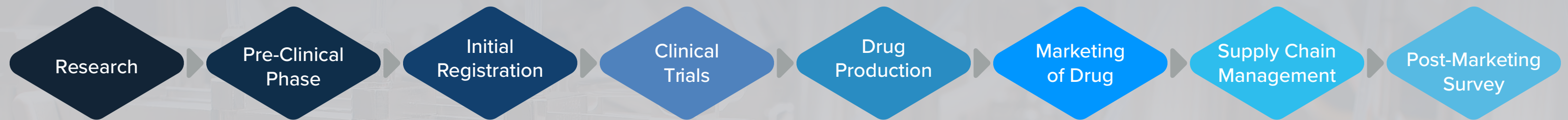


Modified Ambulatory  
Infusion Centers  
Genetic Testing  
Pharmacy (Robotics)



# Speed To Market

“Where is your innovative technology in the current life cycle?”



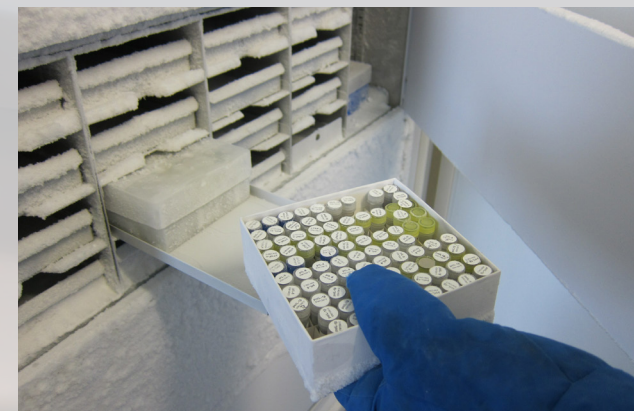
The velocity around research and development to commercialize innovative medicine needs to take place in a physical space. RTG partners with Health Systems, Life Science organizations and their ecosystem partners, to create tailored real estate solutions that follow your strategy, and your product’s life cycle.



Cluster Visioning & Creation



Lab Space



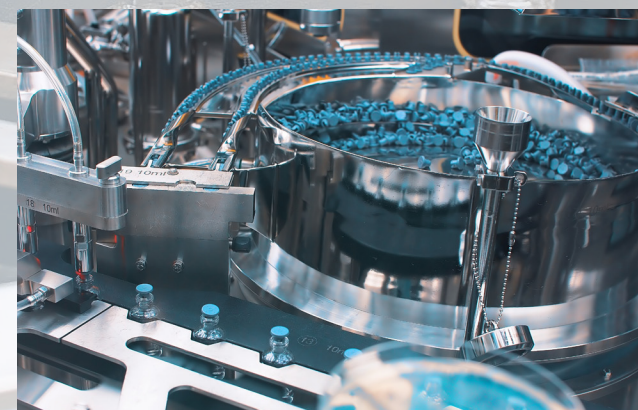
Biorepository



Flexible Manufacturing



Cell & Gene Therapy



Fill / Finish Facilities



Genomics and Data Science



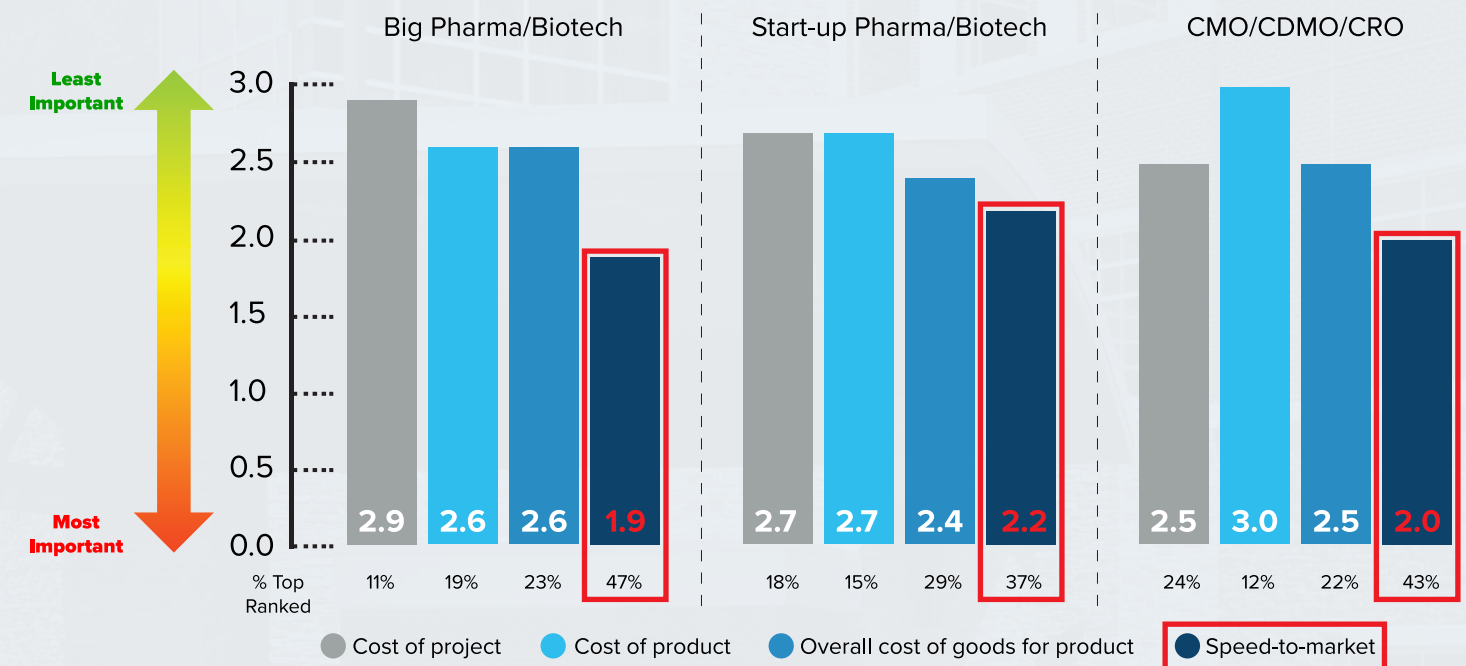
# Speed to Market is Critical

“Why is it critical to secure real estate to support capacity?”

**S**peed to market is critical. When survey respondents were asked about their post-pandemic business drivers, **One (1) being most important**, they ranked **speed to market** as their top priority, outranking other drivers by a long shot.

Post-pandemic organizations are under tremendous pressure to reach the market faster with innovative medicine and technology, **even if it means spending more to get there.**

## Post-Pandemic Business Drivers



Source: CRB Horizons Report <https://go.crbgroup.com/horizons-life-sciences-report>



# Why choose RTG

**R**TG acts as an extension of your leadership team to bring a comprehensive view to your existing & planned real estate portfolio. RTG empowers healthcare and life science companies to **position their real estate as a strategic asset** rather than a cost of doing business.

**RTG is an architect of complex structures, we take a long-term strategic partnership approach with our clients by :**



Understanding Healthcare & Life Science ecosystem fundamentals. We can bring the right partners to you and build your organization for success.



Enabling speed to market and replication. RTG has a history and track record of providing valuable strategic solutions for +20 years.



Providing customized solutions tailored to your needs. This enables clients to focus on core competencies, lower expenses, and manage their credit rating.

# Select Experience



UT MEDICAL CENTER'S ADVANCED ORTHOPAEDIC INSTITUTE  
Knoxville, TN



HAMILTON PEEPLES CANCER INSTITUTE  
Dalton, GA



UT RESEARCH PARK – CHEROKEE FARMS  
Knoxville, TN



NORTHSIDE HOSPITAL - MIDTOWN  
Atlanta, GA



# Case Study

The University of Tennessee Medical Center - UT Research Park at Cherokee Farm in Knoxville, TN focuses on entrepreneurship development and commercialization of regional technology-based start up companies.

RTG has served as one of the advisors and developer partners for The University of Tennessee Research Park at Cherokee Farms including the Spark Innovation Center.

## RTG initiatives include:

- Spark Innovation Center building feasibility
- Life science recruiting efforts
- UT Orthopaedic Institute developer
- Master plan update and parking study

The Spark Innovation Center works closely across the entire Tennessee startup community to ensure that the region can grow and retain its best entrepreneurial companies. The park boasts 1.6M SF of development space, 16 building sites, and \$31M of infrastructure investments.



## UT Orthopaedic Institute Knoxville, TN

### Facility Breakout

3–Story: 91,000 SF

Orthopaedic / Ambulatory Surgery

Physical Therapy / Imaging

Research Space



- Innovation South (In Design) - 80,000 SF
- UT Orthopaedic Institute - 91,000 SF
- Joint Institute for Advanced Materials - 143,000 SF
- Innovation North - 45,000 SF
- Future Sites Available





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**RealtyTrustGroup.com | 865.521.0630**

**Atlanta, GA      Johnson City, TN**  
**Greensboro, NC      Knoxville, TN**  
**Houston, TX      Nashville, TN**  
**Tampa, FL**



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Since joining RTG in 2003, Joe has participated in projects involving virtually every aspect of healthcare real estate planning, development, and asset management. Joe is an Executive Vice President / Principal and leads the Development service line as well as Life Science and the Florida market. Joe has served as an outsourced executive for health systems with leasing, operations, project management, and compliance responsibilities.

**RTG RESOURCES**

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