



GROW BEYOND THE EXPECTED.

Today's healthcare demands a great deal from its facilities—and with good reason.

Besides serving as a venue for patient care, each new facility must improve competitive standing, attract the best and brightest practitioners, boost patient satisfaction, incorporate state-of-the-art technology, *and* control cost while reducing risk.

In short, it must help the whole organization grow.

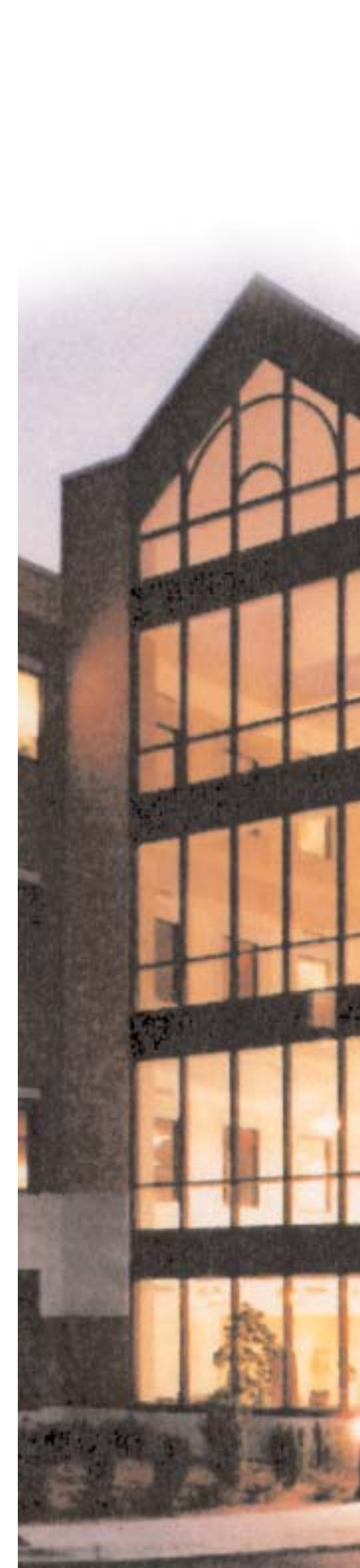
These demands have rendered traditional solutions obsolete. They call for a developer whose expertise in healthcare construction provides fresh, unexpected thinking—thinking that fulfills all client objectives in an outstanding space.

This is the thinking that occurs daily at Columbia Development Companies.

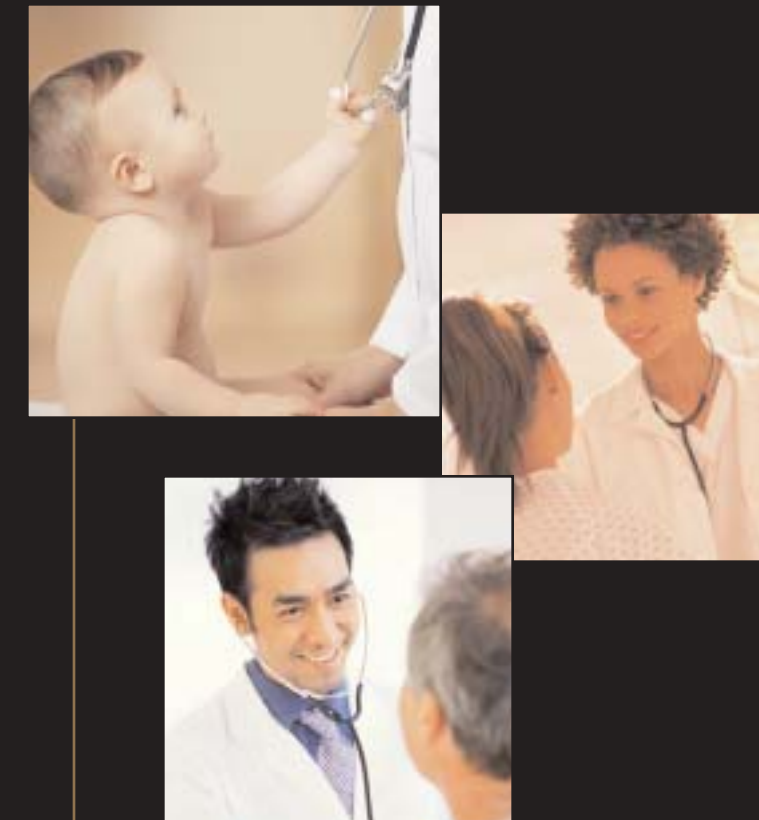


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BUILD YOUR MOMENTUM



YOU FOSTER  
THEIR GROWTH...



WE'LL FOSTER YOURS.



## PREMINENCE IN HEALTHCARE DEVELOPMENT.

The fresh thinking at Columbia Development arises from a deep well of expertise. Together with our local partners, we rank as the largest developer of first-class medical office space—and the largest design/build contractor—in the Northeast. Since 1988, our principals have developed over six million square feet of space, with a value surpassing \$750 million. Our healthcare clients and facilities include some of the most distinctive in the nation.

We have a supremely professional team with diverse talents and over 150 years in combined real estate experience. Our intensive focus includes:

- acute care
- ambulatory care
- surgery centers
- multi-specialty practices



AS A PREMIER DEVELOPER OF MEDICAL FACILITIES, COLUMBIA DEVELOPMENT COMPANIES USE THEIR INTENSIVE FOCUS ON HEALTHCARE, THEIR EXPERTISE, AND A UNIQUE 10-STEP PROCESS TO CREATE AND MANAGE WORLD-CLASS FACILITIES THAT IMPROVE YOUR COMPETITIVE STANDING.



We are very pleased with the quality of our ambulatory surgery center, and look forward to serving our community in a state-of-the-art facility.

Kathleen Brodbeck, VP Patient Care Services  
St. Peter's Hospital

With Columbia Development's expertise, guidance and quality control, the project was executed in record time.

Frank Hemrick, VP Corporate Development  
St. Francis Hospital

We now enjoy a Bone and Joint Center that is both strikingly beautiful and practical. What's more, we had no disruption to our practice. They listened—and it shows.

David E. Quinn, MD  
Capital Region Orthopedic Group

## A 10-STEP PROCESS THAT BUILDS SUCCESS.

Central to our clients' success is our 10-step *Practice-Ready™* development process—a process like no other in the design and construction industry. Clients and tenants enjoy guaranteed costs, lease rates, date of occupancy, and construction quality at the early stages of development.

### 1. Feasibility Study.

We identify and contact physicians, physician groups, and related entities that you would deem desirable tenants.

### 2. Analysis of Interest.

After gauging the responses, we prepare marketing materials for your prospective tenants.

### 3. Meeting with Prospective Tenants.

We review the plans, financial terms, and space planning.

### 4. Suite Design.

We meet individually with tenants to discuss suite designs, then prepare them for your review.

### 5. Revisions to Suite Design.

Tenant approval at this stage allows us to finalize the details.

### 6. Execution of Lease Agreements.

We review base-year expenses and confirm the occupancy date.

### 7. Size Determination.

After finalizing the size of your building, we submit the site plan for your approval.

### 8. Construction Documents.

We prepare the documents, solicit your feedback, and obtain a building permit.

### 9. Subcontracting.

Our standing in the market enables us to select from the finest contractors in the industry.

### 10. Management.

Following completion and occupancy, we can provide property management.



## THE CHOICE IS YOURS.

At Columbia Development, you have choices at every stage and gain the facilities, occupants, and arrangements that meet your needs—and optimize your growth. We provide a range of services and can handle any or all of the following phases of your project: site selection, financing, planning, and approvals; design and construction; marketing and leasing. We can create new spaces or redevelop existing space.

We also have creative ownership options, again the choice is yours:

- **Plan/design/build.** We create and build the new facility for ownership by the client.
- **Lease.** We create the facility, retain ownership, and lease the space to you and your tenants.
- **Condominium.** Individual practices and practice groups purchase their own suites.
- **Joint venture/partnership.** We collaborate with many clients in joint arrangements for the maximum benefit of all.
- **Turnkey.** We oversee every phase of the project: site acquisition, planning, approvals, construction, and assistance in obtaining financing.



LET COLUMBIA DEVELOPMENT COMPANIES POSITION YOUR ORGANIZATION FOR OPTIMAL GROWTH.

FOR MORE INFORMATION, PLEASE CALL (518) 862-9133

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