

OVER A DECADE OF VAST EXPERIENCE

DEVELOPMENT OVERVIEW

875k

SF Healthcare Developed

\$321M

Healthcare Developed

53

Development & Healthcare System Relationships

DEVELOPMENT PROCESS

HTA's vertically aligned approach brings all aspects of the development, lease, construction, and management process under one roof with an experienced staff of professionals attentive to your needs. Starting from project conception and continuing through the move-in, an HTA professional will lead the development process, keeping key stakeholders abreast of the processes while soliciting real-time input at every step.

PLANNING AND DESIGN

HTA recognizes the need to identify the objectives of all stakeholders by bringing its team together to review and confirm the strategy, short and long-term planning and design objectives, branding programs and value engineering alternatives. Together we will determine the impact of each of these factors on the overall structure of the development transaction, budget and timeline. Once these guidelines have been established, the design process can proceed.

Our skilled team will ensure that your facility is right-sized and designed for maximum operational efficiency. Our shell specifications include healthcare-minded features to make your transition to occupancy smoother and less costly. From design to move-in, you can rely on the HTA development team to coordinate every detail to deliver your project on time and on budget.



DEVELOPMENT PROCESS

- Programming and Market Demand
- Market Location/Demographics
- Site Evaluation
- Development Planning and Preliminary Design
- Development Budgeting and Schedule

- Land Acquisition Strategy
- Space Lease(s)
- Engagement and Reimbursement Agreement

- Construction Management
- Overall Project Budget/Schedule Management
- Project Communication
- Commissioning and Turnover

- Focus on building critical relationships directly with physicians and health systems
- Strategic leasing to maximize tenant synergy and retain tenants that are expanding practices
- Regional dedication and knowledge of surrounding MOB leasing terms and tenancy

The asset management team at HTA is responsible for the overall operational function of each property managed - from directing the actions of its engineering staff to oversight of the accountant assigned to the property.



YOUR PREMIER DEVELOPMENT PARTNER



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ENTERPRISE PLATFORM FOR DYNAMIC HEALTHCARE REAL ESTATE

Healthcare Trust of America, Inc. (NYSE: HTA) is the largest dedicated owner and operator of medical office buildings in the United States.

\$7.3B

Invested in MOBS

~25M

Square Feet Owned

10

Markets with Greater than 1M sf

DEDICATED MEDICAL OFFICE BUILDING SPECIALIST

- Dedicated MOB focus
- Medical office utilization is changing, design and location are critical

OWNERS OF CORE-CRITICAL REAL ESTATE IN KEY GATEWAY MARKETS

- HTA focuses on 20-25 key markets with superior economic and healthcare demographics, with 94% located in top 75% MSA's
- Scale in key markets allows for operating efficiencies and superior growth
- Investments target locations with provider demand: 66% located on-campus and 33% in community core outpatient locations

PROPERTY OPERATING PLATFORM DRIVES EFFICIENCY

- Operating capabilities provide best-in-class performance for healthcare provider tenants: property management, leasing, and construction/development
- Same store NOI growth with efficiencies for tenants
- Development platform enables strategic growth with healthcare partners

LONG-TERM OWNER & OPERATOR

- Currently own and operate over 450 MOBS
- Focused on asset retention

DEVELOPMENT SERVICES

- Strategic planning and growth
- Vertical integration
- Internal financing with no external financing contingencies
- Available capital to start projects quickly
- Investment grade balance sheet with Baa2 and BBB credit ratings
- In-house engineering and construction management

HTA TEAM

EXECUTIVE TEAM

Scott Peters | Chairman of the Board, CEO, and President
Robert Milligan | Chief Financial Officer
Amanda Houghton | Executive VP, Asset Management

DEVELOPMENT & CONSTRUCTION

Caroline Chiodo | Senior VP, Acquisitions and Development
Jeff Spiller | VP, Development
Dave Cohen | Director, Business Development
Chris Clements | Corporate VP, Construction Management
David Perkins | Project Manager, Design
Brian Sudkamp | Project Manager, Construction Management

FACILITIES & OPERATIONS

Brock Cusano | Corporate VP, Operations
Al O'Connor | Director of Facilities
Jeff Croniser | Corporate Facilities Manager
David Thomas | Building Automation Systems Manager

KEY MARKETS

Albany	Indianapolis
Atlanta	Miami
Austin	New York MSA
Boston	Milwaukee
Charlotte	Orange County LA
Chicago	Orlando
Dallas Ft. Worth	Phoenix
Denver	Pittsburgh
Hartford New Haven	Raleigh
Houston	Tampa

Corporate Headquarters

16435 North Scottsdale Road Suite 320
 Scottsdale, AZ 85254
 (480) 998-3478

East Coast Corporate Office

39 Broad Street
 Charleston, SC 29401
 (843) 628-3800

www.htareit.com/investment-portfolio/development/

Benefits of partnering with HTA

- Fully-Integrated Construction, Development and Asset Management Platform
- Capital Solutions
- Long-term Owner & Operator

REPRESENTATIVE DEVELOPMENT PROJECTS

Jackson South MOB | FL

ROLE:
 Developer, Project Manager,
 Capital Partner

ESTIMATED PROJECT COST:
 \$21,331,000

BUILDING SIZE:
 51,000 SF

ANTICIPATED COMPLETION:
 2021



Pavilion III MOB | TX

ROLE:
 Developer, Project Manager,
 Capital Partner

PROJECT COST:
 \$59,608,000

BUILDING SIZE:
 114,000 SF

ANTICIPATED COMPLETION:
 2021



WakeMed Medical Park of Cary | NC

ROLE:
 Developer, Project Manager,
 Capital Partner

ESTIMATED PROJECT COST:
 \$43,897,000

BUILDING SIZE:
 125,000 SF

ANTICIPATED COMPLETION:
 2020



Eskenazi Administration Building | IN

ROLE:
 Developer, Project Manager,
 Capital Partner

PROJECT COST:
 \$90,000,000

BUILDING SIZE:
 274,000 SF

COMPLETION:
 November 2013

