



Healthcare Properties: Rx for Success
May 1, 2008 Lunch Program
103 West

SPEAKER BIOS

Program Moderator

CHRISTINE GORHAM, CCIM – Project Manager, Northside Hospital

Christine Gorham has over 18 years of healthcare-related experience, with over 8 of those years being focused on the real estate aspect of the industry. She has negotiated extensive long term leases, totaling over \$51 million dollars in value, with over 200 physicians, medical groups, and medical providers while leveraging the knowledge of the complex dynamics between each physician, medical group, and medical provider.

Christine currently manages and markets long-term leases for both medical and commercial office properties in excess of 2 million square feet in metro Atlanta, as well as manages extensive construction “upfits” (typically \$60 - \$120/sf) throughout the project lifecycle from plan design to budgeting to construction kick-off and management to certificate of occupancy issuance – all for the entire Northside Hospital System – made up of the Atlanta/Sandy Springs, Cherokee and Forsyth hospitals and their associated offsite properties.

Other financial, healthcare, and construction-related experience which has contributed to Christine's extensive understanding of the healthcare real estate arena includes the positions of Project Coordinator, Accounting - Northside Hospital; State Director of Administration for Virginia - Medical Innovations (Home Health) in Richmond, VA (based in Houston, TX); Sr. Financial Analyst - PHP Healthcare and Finance Manager – Paragon (surgery center division of PHP Healthcare) in Reston, VA; Project Accountant, Finance – Edward R. Carr Residential Development and Construction division in Alexandria, VA. In these positions, Christine has worked with medical administrators, physicians, medical groups, healthcare consultants/advisors, medical partnerships, medical architects, engineers, contractors, developers, managed care companies, medical directors, brokers, property owners, government officials, property managers and a variety of medical clinicians.

Christine has been an active member in CREW-Atlanta since 2002, and is a Member of the CREW Leadership Class of 2008. She is also a Member of the National and Georgia CCIM Chapters, and serves in the Parent Teacher Student Associations in her children's schools.

Panelists

VAN FLETCHER, Principal of Meadows & Ohly, LLC

Mr. Fletcher has more than twenty years of real estate experience incorporating the design, financing, construction, development, marketing and leasing of general office and medical office facilities. His experience has varied from 400,000 s.f., \$90,000,000 Class “A” office buildings to 10,000 s.f., \$1,200,000 medical office buildings. Mr. Fletcher has managed the development or financing of more than \$250,000,000 of medical office building assets.

While actively involved in all aspects of development, financing, property management, strategic consulting and partnership arrangements, Mr. Fletcher primarily serves Medical & Office clients with strategic consulting services, as well as development activities including: feasibility studies, project planning, leasing, site/facility acquisitions, recapitalization, construction management, tenant/investor relations and project financing.

B.S., Civil Engineering, Georgia Institute of Technology, 1981, MBA, Emory University, 1988

LEE EASTWOOD, CCIM- owner of Eastwood Real Estate Services

Lee Eastwood CCIM, owner of Eastwood Real Estate Services, has 25 years of experience leasing medical and office buildings in Atlanta. She has leased more than five million square feet to such tenants as IBM, Total Systems, Target, Genentech, Kaiser Permanente, Resurgens Orthopaedics and Emory Hospital, to name a few.

She has represented owners of the city's leading commercial properties including Mutual of New York (MONY), Laing Properties, Taylor & Mathis, Cousins Properties, The Landmarks Group, Trammell Crow, Faison, Emory Hospital, Northside Hospital and Saint Joseph's Hospital.

Most recently, Lee was responsible for filling Cousins Properties medical portfolio. This included almost 1,000,000 square feet in Atlanta. Lee accomplished the goal by getting the 360,000 square foot Crawford Long Medical Office Tower to 95% leased ahead of schedule and within proforma.

Because of her extensive medical background, she understands the often unique politics of hospitals and their special needs along with CON issues and letters of non-reviewability. Coupled with these skills, she is familiar with the nuances of medical leases, tenant improvements and space requirements exclusive to the medical field.

Lee is a Georgia licensed real estate broker and a Certified Commercial Investment Member (CCIM). She has served on the board of the Atlanta Commercial Board of Realtors, the Grady Board of Visitors, is a Past President of Commercial Real Estate Women (CREW) and sat on the Chair's Council of the Atlanta Women's Foundation. She has been named several times to the *Atlanta Business Chronicle's* Who's Who In Commercial Real Estate.

Eastwood Real Estate Services was founded to represent building and property owners in leasing or selling of their properties and to assist medical and office tenants who desire the highest level of professional assistance for their commercial real estate needs. Tenant services include location selection, lease or purchase negotiations, build to suit or sales of existing properties. Owner services include professional marketing and leasing of properties to credit worthy tenants.

DAVID PFLEEGER-President of AOS USA, Inc.

David Pfleeger has served as President of AOS USA, Inc., an Atlanta-based facility management and real estate consulting firm, since January 2005. Prior to that, Mr. Pfleeger was Principal of the Charlotte office and later Principal in charge of Operations for the firm. AOS is a subsidiary of AOS, headquartered in Paris, France, with offices throughout Europe, North and South America, and Asia.

David came to AOS from the Army where he was the commander at Fort Chaffee, Arkansas. He was responsible for operations at the 72,000 acre, 1,282 building site which hosted several important Department of Defense missions. During his Army career, he was a strategic planning officer with NATO and program manager for NATO's deployment to Bosnia from 1993 to 1996. When he was stationed at Fort Bragg and led the deployment of a 2,000-member artillery brigade to Desert Storm in 1990. He has been awarded the U.S. Bronze Star Medal and the French Croix de Guerre, both for action in combat, as well as the Legion of Merit Medal, Defense Meritorious Service Medal and others during his 20+ year career. David retired from the Army at the end of 1997 and moved to Charlotte, NC.

During his tenure with AOS, David has pioneered new services to existing and new markets and has helped to lead AOS to be a leader in their industry. Of special note is work in the healthcare industry where he has led major project work for Duke University, Wake Forrest University, Louisiana State University, and the University of Alabama, Birmingham, Medical Centers as well as the Wellstar HealthCare, Carolinas HealthCare and Self Regional Health Care Systems. Mr. Pfleeger brought innovative logistics tactics and techniques to the health care industry, making it the fastest growing market for AOS services.

David graduated from the University of Miami with a bachelor of business administration and from Webster University with a master's degree in business administration.