



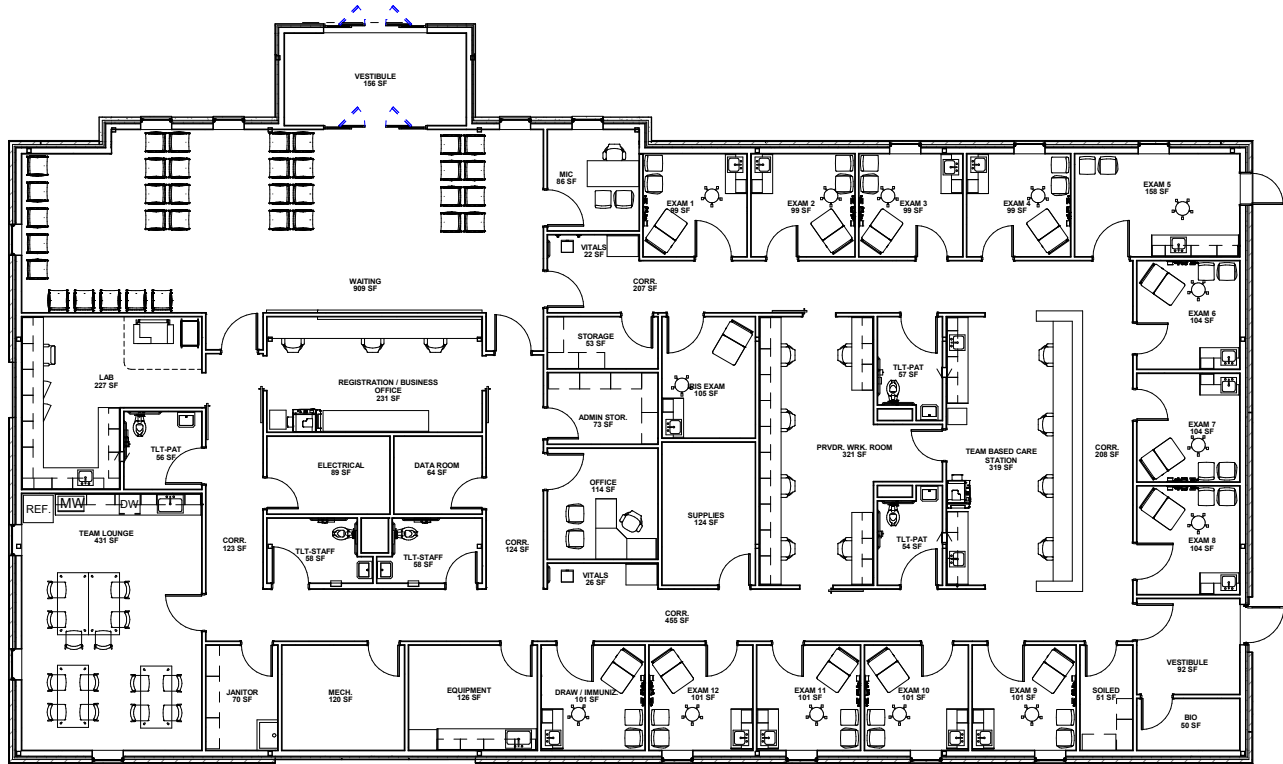
AHN OPTUM HEALTH



7,500 SQ/FT NEW DEVELOPMENT

DESCRIPTION OF SITUATION AND HOW IT RELATES TO HEALTHCARE

Innovcare | Innovative Healthcare Real Estate developed a 7,500 square foot ground up medical office building for American Health Network (AHN) a Company of Optum Health (UHG-\$256B). This is a new location for American Health Network. The site will service the Medicare Advantage insurance market, along with Indianapolis Public School (IPS) employees, and surrounding residence. The development location was identified as a low healthcare access market thus Optum's request for a new facility. The property was a ground up development. The original property was a dilapidated condo project. In 2008 TWG Development an affiliate of Innovcare demoed the site and redeveloped the parcel into affordable housing apartments. The site had major FEMA flood map issues. After reengineering of the site, the development site is no longer in the FEMA flood plain. The property is being developed for a medical office building consisting of occupational health, primary care, specialty care, lab, and urgent care. The site will serve the local community along with a fixed contract agreement with IPS. The site is on a bus route. The site access is off of Binford Blvd and Allisonville Rd. The intersection is a stop light. The traffic count at this location is thousands of cars per day. The developer Innovcare received no municipal incentive for the development. The Land pays over \$14,000 in taxes per year. This project is considered a keynote project for American Health Network and Indianapolis, IN.



One Story Building

CHALLENGES PRESENTED AND OUR SOLUTIONS

Healthcare Operating Credit | Developer had to navigate through the credit of the Indiana Entity. Optum owns over a hundred companies. AHN is one of them. The parent company is \$256B, Optum is \$60B, and AHN is \$200 million in annual revenue. The developer created a financing structure to utilize the corporate relationship with no corporate guarantees thus reducing the cost of capital for the job.

Complicated Zoning | Site presented flood plain issues that were resolved by developer.

Site Compaction Issues | Developer created plan to stabilize site through Geo Pier methods.

Size of Site | Given the site is in Indianapolis, IN the site had to be efficiently designed to meet the needs of AHN’s footprint and parking demands.

INNOVATIONS AND ACCOMPLISHMENTS ON THIS PROJECT

“Turn Key” Healthcare Development. Developer committed to fully funding the entire project upon lease execution. The project was within budget at completion.

The project was a New Healthcare Delivery Model for American Health Network and Optum.

Facility was designed by thinking about the impact of Medicare Advantage Patients and Occupation Health, Capitation Contracts.

