

WHAT WE'RE DOING

CDG Closes \$8.1 Million Loan, Breaks Ground on 32,000 SF Ambulatory Surgery Center/Medical Office Building

CDG Healthcare Facilities broke ground in March on an outpatient center that will include a 13,000 square foot ambulatory surgery center, with the capability of expanding the ASC to 19,000 square feet. The balance of the building will be occupied by a sleep lab and local physicians. The project, which will be owned by CDG Healthcare Facilities, is located in Flowood, Mississippi, a suburb of Jackson. The anchor tenant is River Oaks Hospital.

CDG Healthcare Facilities was brought into this project late after other firms were unable to obtain financing and move the project forward. Of particular concern was a time-sensitive certificate of need for the surgery center that would have been in jeopardy without a timely ground breaking. CDG Healthcare Facilities was able to obtain financing, move forward and preserve the CON.



**Rendering – River Oaks Hospital Outpatient Center
Flowood, Mississippi**

WHAT WE'RE SEEING

Great Financing Terms are Still Out There, But it Takes Time to Close the Loan

Many of our friends in the real estate and construction industry are surprised when we tell them that we're still able to negotiate and secure aggressive financing terms. To be sure, there was a brief period when virtually all lenders sat on the sidelines, but over the past few months the well-capitalized lenders have begun venturing back into the commercial real estate lending market. Of key importance is identifying the lenders that are actually seeking new business and not just "kicking tires," then finding the one that can provide terms that best suit your project's needs.

Many of the larger lending institutions that were historically active in the market continue to be hampered by a virtual real estate lending freeze, whether self imposed or by federal regulators that discourage lending at this time.

Depending on the size of your project, the medium – to large community banks are a great place to seek financing. Although many have reduced their single project lending limits, you can still find a local or regional lender for projects under \$15 million.

WHAT WE'RE SEEING

By their nature, smaller banks, when compared to larger institutions, tend to have a more personal and streamlined process for obtaining terms and having those terms approved by a loan committee. Terms and conditions can still be tailored to meet the particular requirements of the borrower, whether it is in the form of limited guarantees, equity requirements, or fixed rate financing.

In exchange, however, lenders are expecting more from their borrowers. The process is relationship-driven, requires commitment and more importantly deposits, from the borrower and end-users. Borrowers must be prepared to move meaningful accounts to their new lenders.

WHAT WE CAN DO FOR YOU

Upfront Planning & Budgeting

We provide in-house planning and estimating, ensuring that the project will be controlled and built to exact specifications as well as on-time and on-budget.

Site Planning – Maximizing Site

One of the biggest mistakes a hospital or physician group can make is not to plan to utilize as much of their site as possible for outpatient buildings and medical office buildings. We are experts at designing and building facilities to maximize the site, securing the entitlements for future development, and utilizing land to its highest potential use.

Next Quarter's Newsletter

CDG Healthcare Facilities establishes a real estate arm with a very unique approach to healthcare real estate sales, leasing and construction.

Doing it the Right Way the First Time

Because of our vast experience with the development and construction of outpatient facilities including medical office buildings, ambulatory surgery centers, laboratories and clinics, we provide a seamless experience for all involved and projects are always done right the first time.

Let Us Know How We Can Help You

To learn more about the aggressive financing terms we have secured to move projects forward, or to take advantage of our upfront, no cost space planning services, please contact Scott Dunkle at (407) 875-1590 or via email at sdunkle@cdg-fl.com. We look forward to hearing from you.

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