

HEALTHCARE REAL ESTATE, CONSTRUCTION, DESIGN & FACILITY PLANNING

Concourse at Bridgemill Sold to Realty Trust

Concourse at Bridgemill located in Canton, sold to Realty Trust, Inc. of Hilton Head, SC for the price of \$5,050,000. The property is a 21,915 sq ft multi-tenant medical office building. The initial cap rate is approximately 8.11%. The building is 92% occupied and tenants include Wellstar Healthcare Systems and other local medical tenants. Coleman O'Gwynn, a broker with Healthcare Real Estate Advisors (HREA), a division of Lynx Real Estate, represented the seller and said that, "Cherokee County is a rapidly growing area, and the medical community is certainly following suit. This sale is the perfect opportunity for the new owners to locate themselves in the heart of an area experiencing tremendous commercial growth."



DeKalb Medical Expands, Renovates and Beautifies Its Facilities

DeKalb Medical continues to grow to serve the growing needs of the Decatur community.

DeKalb Medical has earmarked \$21 million for capital improvements in fiscal year 2008, including:

- \$1.5 million for the renovation and improvement of 38 medical surgical rooms on the second floor of DeKalb Medical at North Decatur.
- \$1.5 million for renovations and conversions into all private rooms for long term acute care (LTAC) on the sixth floor of DeKalb Medical at Downtown Decatur.
- \$600,000 for renovation of the Professional Office Building Lobby at North Decatur.
- \$600,000 for renovation of the main lobby and circular drive at North Decatur.
- \$1.2 million for the addition of six Labor & Delivery beds, and the construction of a new baby nursery at the Women's & Surgery Center at North Decatur.
- \$1.5 million for the construction of 13 additional acute care beds in the west wing of DeKalb Medical at Hillandale.

In addition, cancer patients will soon have access to a new, \$5.4 million Hillandale Cancer Center. The new facility will feature state-of-the-art technology, including a linear accelerator to treat cancer patients who need radiation therapy. Radiation Oncologist, Dale McCord, M.D., is partnering with DeKalb Medical to develop this facility, scheduled to open in late 2008 or early 2009.

"DeKalb Medical is investing in clinical excellence, from patient care to information technology. Our theme, 'Pushing Beyond' underscores our daily mission here at DeKalb Medical," said DeKalb Medical President & CEO Eric Norwood.



Main lobby at North Decatur.

Visiting Nurse / Hospice Atlanta's Inpatient Hospice Facility Gets a Face Lift

When the nonprofit Hospice Atlanta Center opened in 1996, it had everything that clinicians, patients and families could want in an inpatient hospice facility. But a lot has changed in healthcare since then. Like many other healthcare organizations, Visiting Nurse / Hospice Atlanta realized the need for improvements and decided to update the 36-bed Center. Patients now have easier access to staff members through an interactive call system; families can relax with Starbucks coffee and wi-fi internet access in the refurbished living rooms; and clinicians have double the space in which to work when they're not with patients.

"Our goal was to improve efficiency, streamline communication, and ensure every room supports patients' and families' needs," explains Myra Downs, Hospice Atlanta's Executive Director. "We wanted to meet all the requirements of a modern healthcare facility while still maintaining the home-like environment that the Hospice Atlanta Center is known for."

To meet these goals, Downs paired a residential decorator with a commercial designer. They started by remodeling the nurses' stations – or cottages -- to better support workflow and enhance communication. Instead of having windows and narrow doors, these areas are now in an open-plan style, with beautiful wood and granite finishes. The new design is more welcoming for family members when they want to speak with clinicians. The stations are also much larger, with enough desk space for 6 to 8 clinicians on each shift.

The new central call system has made an enormous difference to the Center's efficiency. Every staff member wears a beeper and can respond to patient requests even more quickly than before. "Our staff can also text one another and get immediate answers. It's a tremendous time saver," says Downs.

For families, spending hours or days in a hospice center with a loved one can be very isolating. With wi-fi now available through-



out the Center, they can easily email family and friends or work on their laptops. They can also get a cup of Starbucks coffee in the renovated family kitchen. Downs' design team doubled the size of the kitchen and added many home-like touches.

"The philosophy of hospice is all about living fully until you die," says Downs. "These small changes help patients and families live as normally as possible during this challenging time."

What used to be a gift shop is now a private study with comfortable sofas and soft lighting. Here families can talk confidentially with staff members when going through the difficult process of deciding on hospice care. The room is known as Jay's Study in honor of a loving father who died at the Center last year. His family donated funds to create this important space.

The rest of the renovation was made possible by a foundation that has requested anonymity. Next steps include new patient beds with improved functionality, updated blinds, drapes and bedspreads and a fresh coat of paint. "We would have done the patients' rooms sooner, but we rarely have rooms open long enough to do the renovations," explains Downs.

"Anyone who gave money to build the Hospice Atlanta Center 12 years ago can be assured we are taking care of their investment while being responsive to today's healthcare needs."

For more information contact Weyman_Perry@vnhs.org, (770) 936-1155, or www.vnhs.org.



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Marietta (770) 690-0800 • Tampa (813) 225-1013 • Jacksonville (904) 687-8476
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