



Complex Challenges, Smart Solutions
For Healthcare Real Estate

Overview of
**HEALTHCARE
REAL ESTATE
COMPLIANCE
SERVICES**

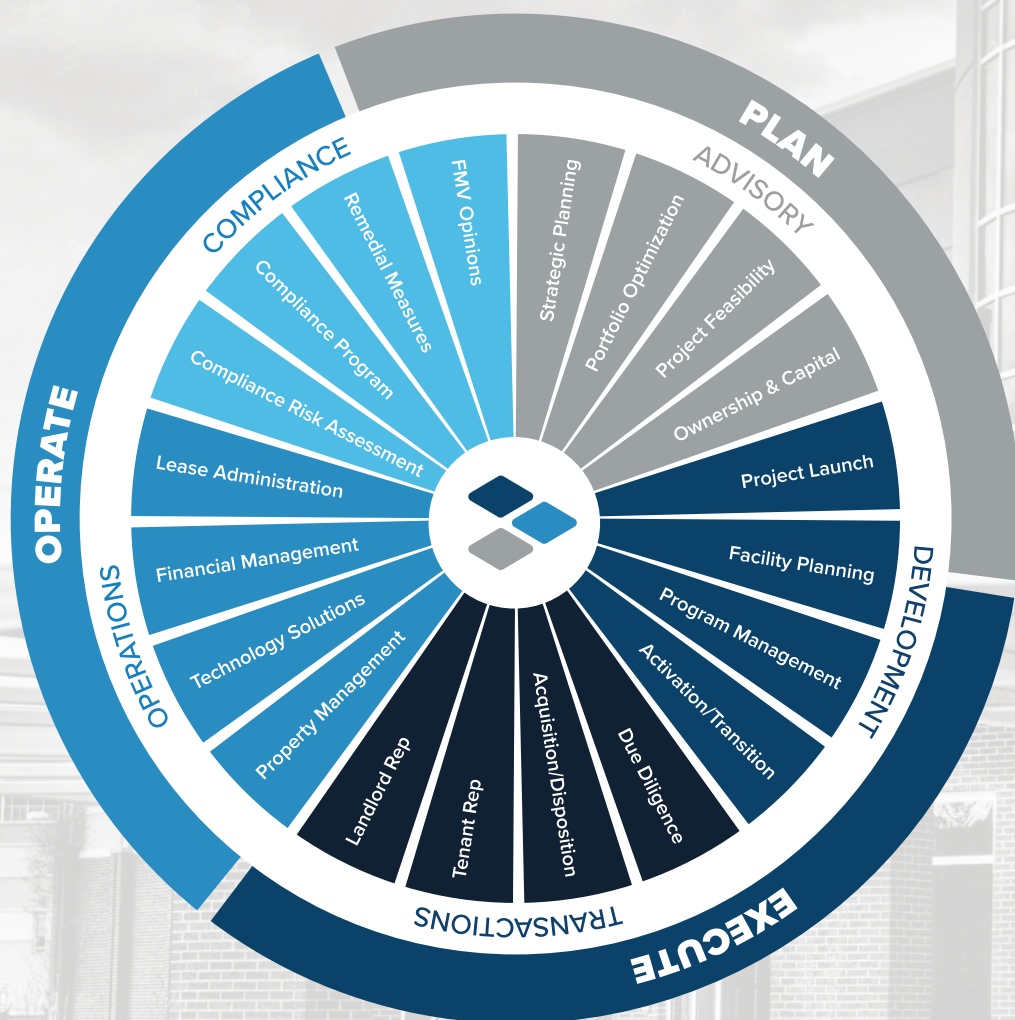
SOUTH ENTRANCE

700



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OUR HEALTHCARE SERVICES



ADVISORY

Objective real estate advisory services spanning strategic, operational, and financial planning considerations.



DEVELOPMENT

Professional program management services that ensure the successful delivery of acute care and ambulatory facility development.



TRANSACTIONS

Achieving profitable and compliance-driven transaction objectives that follow the strategies of physicians and hospitals.



OPERATIONS

Comprehensive real estate operations support, including property, facility, and financial management services.



COMPLIANCE

Providing comprehensive analysis to ensure compliance with all applicable legal and regulatory requirements.

COMPANY OVERVIEW

Realty Trust Group (RTG) provides innovative real estate solutions so that healthcare leaders **save money, manage risks, and enhance delivery of care.** We act as an extension of healthcare leadership teams to bring a comprehensive view of their real estate portfolio and empower the organization to utilize real estate as a strategic asset, not just the cost of doing business.

RTG BY THE NUMBERS

25+ years

Dedicated to Serving the Healthcare Industry

10 years

Modern Healthcare
Top Development Companies

35+

States Served

4,600+

Healthcare Access Points

20M SF

Assets Under Management

\$1.3B

Development Projects Delivered

\$3B

In Completed Healthcare
Transaction Volume

Providing a broad spectrum of healthcare real estate compliance services to help health systems minimize their exposure under the applicable healthcare statutes and regulations while improving operational efficiencies, streamlining processes, and identifying cost saving opportunities.

FMV OPINIONS

Competitive Market Analysis
FMV & CR Opinions
Timeshare Leasing Analysis
Litigation Support & Expert Witness

REMEDIAL MEASURES

Corporate Integrity Agreement (CIA) Support
Self-Disclosure Support
Federal Monitoring
Litigation Support

COMPLIANCE PROGRAM DEVELOPMENT

Policy Development
Policy Implementation
Compliance Training
Technology Implementation
Annual Program Audits

COMPLIANCE RISK ASSESSMENT

Gap Analysis
Sample Testing
Program Efficiency Recommendations

**Independent
Qualified
Experienced
Trusted**



COMPLIANCE

Healthcare real estate is unique. The Stark Law, the Anti-Kickback Statute, The False Claims Act, and various other healthcare statutes and regulations create a complex regulatory environment in which health systems must operate daily.

A course of action that may be perfectly acceptable in any other type of real estate transaction could, in the context of healthcare real estate, result in serious regulatory violations and expose health systems to significant liability.

From helping health systems create, improve, and implement effective real estate compliance programs to providing fair market value and commercial reasonableness analyses in connection with various real estate arrangements and transactions, our team has you covered.

Common Transactional and Operational Compliance Pitfalls Involving Real Estate Lease Arrangements with Referral Sources

COMPLIANCE PITFALLS	TRANSACTIONAL	OPERATIONAL
Rent	Rent Rates, Abatements, Escalators	Rent Collection, Escalation Late Fees Holdover Premiums
Square Footage	SF Measurement	Space Creep
Tenant Improvements	TI Allowances	Change Orders and TI Overages
Operating Expenses	Types of Leases (NNN, MG, Gross) Operating Expense Components	Operating Expense Reconciliations
Off-Lease Benefits	Unaccounted for in the Rent Rate Not Defined in the Lease	Medical Waste Removal Parking and Valet Services Telephone and Internet Furniture, Fixtures, and Equipment
Timeshares/Shared Space Arrangements	Office Rental Exception Timeshare Exception SF Allocation	Schedule Enforcement Space Creep Supplies and Staff Sharing

CONTACT US



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Senior Vice President

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Goran serves as the leader of RTG's Compliance Service Line, providing a broad spectrum of real estate compliance advisory services, which include helping health systems create, improve, and implement effective real estate compliance programs to minimize their exposure under The Stark Law, The Anti-Kickback Statute, and The False Claims Act. He also oversees the team of appraisers and valuation consultants who provide fair market value and commercial reasonableness analyses concerning various real estate arrangements and transactions. Goran has experience advising health systems under Corporate Integrity Agreements and Non-Prosecution Agreements with the federal government.



Samantha Hicks, MBA
Senior Associate, Compliance

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As an Associate, Samantha supports our real estate compliance service line. Samantha has extensive experience with transactional compliance producing fair market value reports, competitive market analyses, and commercial reasonableness opinions that help health systems enter compliant real estate arrangements. Bringing the knowledge from her transactional support experience, Samantha works with our compliance team to provide operational compliance support to health systems, including real estate compliance program assessments, lease agreement testing, and real estate compliance program, policy, and procedure development. Samantha also supports RTG's real estate compliance education and training initiatives.

Healthcare
consulting firms and
healthcare providers
familiar with RTG's
healthcare real
estate compliance
experience.



RTG RESOURCES

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