

# REAL ESTATE ADVISORY SERVICES

for the senior living industry

## OUR TEAM



### WHO WE ARE

Artower Advisory Services and CT Consultants have a working alliance that combines broad experience in complex project management with deep industry knowledge and expertise.

#### REAL ESTATE ADVISORY SERVICES

##### Value Proposition

We take a holistic approach to help ensure your organization achieves valuable alignment between facility assets and the delivery of services and care to those you serve.

### WHAT WE DO

#### FACILITIES OPTIMIZATION



##### Property Conditions Assessment

Comprehensive assessment of site conditions, building envelope, MEP systems and elevators for the purposes of facility valuation and/or future capital expenditure planning.



##### Space Utilization Studies

Provide code review and engineering support to architectural studies that assess whether and how existing space can be converted and repurposed to better meet organizational needs.



##### Operating Cost-Savings Initiatives

Review facility-based expenditures and assist in achieving lower costs (e.g., bundling and outsourcing, LED conversion, utilities rate negotiations, grant solicitation).

#### DEVELOPMENT ADVISORY



##### Program Management

Program management is the oversight and coordination of all key areas involved in the successful development of a senior living or post-acute/long-term care project:

- > Market positioning
- > Operational and/or clinical programming
- > Physical programming
- > Regulatory and corporate compliance
- > Financial feasibility



##### Owner's Representative

As your Owner's Representative we can help bridge the gap of technical experience and expertise that may not exist in your organization and help ensure your project is delivered on time, on budget and with your mission serving as the primary driver of all work efforts.



##### Project Monitor

As a Project Monitor we are able to help protect the interests that third-parties often hold in construction projects (e.g., sponsors, developers, investors and financial institutions).



#### SCOT PARK, CPA

Scot is the founder of Artower Advisory Services. He has worked extensively with senior leadership teams at nonprofit senior living organizations that are seeking to be proactively positioned to succeed in a future of integrated care delivery. His background and professional experiences have included strategy, leadership coaching, real estate development, financial advisory, project feasibility, IT decision support, commercial banking and media/marketing.



#### MARK HORTON

Mark serves as Project Principal at CT Consultants. He is a civil and structural engineer with over 40 years of experience providing advisory services to public and private owners of major capital projects, ranging from professional sports complexes to healthcare facilities and multi-family luxury housing projects. Mark is recognized for his expertise in managing complex real estate transactions, construction project delivery models, and facility management solutions.



#### BILL GALLAGHER

Bill is a nationally recognized building code expert. He has a BS in Architecture from The Ohio State University and is a registered architect in the 4 states where CT has offices. Bill has served on the Board of Directors for CT Consultants for 20 years and has broad experience across all facility types.



#### ROGER HARPER

Roger has extensive experience in commercial real estate development of mixed use, retail, multi-family, senior housing, assisted living, adaptive re-use and infill urban projects totaling over \$500 million over the past 25 years. He brings a results oriented team approach to project development from concept through building commissioning. Roger also has significant experience in marketing, sales management, business development and overall enterprise operations.



#### JOHN ZACK

John has been working in the construction services industry for over 25 years. His experience includes land entitlement, project permitting, zoning, design oversight and contracting. He was previously an owner of a ready-mix company specializing in residential, commercial and industrial placement. His experience also includes six years in a national healthcare consulting practice where he worked extensively with a variety of healthcare providers in support of cost accounting and reporting.



#### TOM MICHAELS

Tom specializes in project management, owner's representation and real estate market analysis for a variety of public and private projects. He holds a Masters Degree in Urban Planning, Design, and Development and a BA in Economics from Denison University.

### Let's Start A Conversation...

For additional information, or to schedule an appointment to discuss how our team can help ensure your organization's physical assets maximize your return on investment please contact:

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