



Execution and Delivery Keep Lillibridge Coming Back to GE

Provider Profile

Lillibridge
Chicago, Illinois

Serving more than 5,000 physicians and hospital tenants in 22 markets across 13 states, Lillibridge acquires, develops and manages medical office buildings and ambulatory facilities.

The company focuses solely on non-profit hospitals and healthcare systems, providing a full complement of healthcare real estate services that include third-party property management, project management and strategic advisory consulting.

Lender Summary

GE Healthcare Financial Services supports Lillibridge with:

- Acquisition financing for medical office buildings, outpatient facilities and ambulatory surgery centers being sold by hospitals and healthcare systems
- Refinancing of Lillibridge's existing real estate portfolio
- Reliable, timely execution of transactions at agreed-upon terms
- In-depth understanding of the unique complexities of the healthcare real estate market and Lillibridge's business strategy
- Flexibility and creativity to deliver financing solutions that meet Lillibridge's needs
- Long-term commitment to Lillibridge's success

GE Healthcare Financial Services' industry focus and knowledge of the healthcare market has benefited Lillibridge over several transactions.

"GE takes the history, knowledge and wisdom they've acquired in this industry and uses it to give their real estate lenders visibility, access and understanding," notes Todd W. Lillibridge, chairman and chief executive officer of Lillibridge. "That sets them apart in the marketplace."

"We've shifted from being a real estate company that knows something about healthcare, to being a healthcare company that knows something about real estate," Lillibridge says. "For a lender to work successfully with us in this space, they've got to have people who understand the dynamics of this business. And they have to know us both as a business and a borrower."

A focus on fit

"Some large lenders fit us in between an apartment deal in Los Angeles and a commercial office building financing in New York," Lillibridge says. "But not GE. Their focus, like ours, is strictly healthcare."

"We have a lot to do just to run our business," he notes. "If we have to educate a lender's rep or loan committee about reimbursements, Medicare or major industry trends and their implications – it can be very time consuming. And frankly, a little scary. With GE, the knowledge is already there."

"GE sticks with what they commit to. Whatever they put on the table up front, that's where we end up at the closing."

Todd W. Lillibridge
Chairman and Chief Executive Officer
Lillibridge

The art of the deal

Because of GE's proven experience with hospital ground leases and purchase/sale contracts, as well as their appreciation of Lillibridge's relationship with hospitals and systems, GE is able to create solutions that meet the needs of Lillibridge and their hospital partner. "We're clearly different than other borrowers, even other healthcare borrowers," Lillibridge says. "We have our own issues, and need our deals to be structured in certain ways."

Each transaction has its own idiosyncrasies. GE approaches each transaction with demonstrated flexibility and creativity to deliver customized solutions. "When our CFO lays out a deal to a lender, he's very clear," Lillibridge notes. "Here are the issues. Here are the rules. Here's what we're looking for. Don't just start with the last deal we did with you and take a cookie-cutter approach."

"GE listens to us, understands our issues, and structures each deal to fit our needs and situation," Lillibridge says.



Consistency of commitment

Execution and delivery have been consistent throughout the multiple transactions Lillibridge has completed with GE. "They stick with what they commit to," Lillibridge says. "Whatever GE puts on the table up front, that's where we end up at the closing."

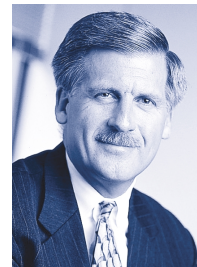
"The things we appreciate the most about doing business with GE are the very same things that we do for our own customers to set ourselves apart."

Todd W. Lillibridge
Chairman and Chief Executive Officer
Lillibridge

It's sound business sense for Lillibridge to work with a stable of lenders. "But where the separation comes in is in who continues to be highly visible to us," Lillibridge notes. "Who's there for the next deal. Who makes our life easier when it comes to execution. And that's just good customer service."

"It's much the same in our business," he adds. "We happen to be a very customer-oriented organization. And if we're not in the face of our customers, we're not going to get the next piece of business."

"The things we appreciate the most about doing business with GE are the very same things that we do for our own customers to set ourselves apart," he says.



Todd W. Lillibridge
Chairman & CEO
Lillibridge

For more information on how we can help you successfully meet your business objectives, contact us at 1-800-598-6201 or visit us at www.GEHealthcareFinance.com.

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