

Helping you succeed in an uncertain environment.



Hammes Company

A trusted advisor to the healthcare industry.

Hammes Company is comprised of a team of accomplished professionals with deep industry and functional expertise. We assist a full spectrum of healthcare clients by advising, implementing and managing key strategies and solutions that build high-performing organizations. Across this multi-disciplinary expertise, our approach is characterized by innovation balanced by a keen sense of financial stewardship.



Advising, Implementing, Managing.

Our expertise can be categorized into functional areas - Strategic Positioning, Operations Improvement, Capital / Project Management and Real Estate Optimization. This multi-disciplinary approach gives us the perspective to go above and beyond to help our clients achieve the right strategic project for their market. Ultimately, this will ensure that your project fulfills one of its most important criteria - to create a superior healing environment where people need it most.

Strategic Positioning

Planning & Market Assessment / Population Health Management Readiness / Physician Integration Strategy / Service Deployment

Establishing a solid strategic position for the future has never been more important. We can help you navigate these challenging times through a range of advisory services. Our fact-based, data-driven analysis and experience yields recommendations that are innovative yet practical and can be implemented. We offer our point of view, but also listen to your organizational needs to develop the right strategic positioning to support a competitive advantage in your market.

Operations Improvement

Clinical Operations / Functional Operations / Service Integration / Best Practice Care Environment

As change dominates our industry, we continue to transform our portfolio of advisory services to offer relevant, best-in-class advice. Our understanding of efficient operations reflects the current landscape where reducing the cost of care delivery, while maintaining quality and patient satisfaction, is a top priority. We apply lessons learned to provide recommendations that address your challenges - from crafting better patient flow and seamless throughput to helping you develop a best practice care environment across your network.

Capital / Project Management

Capital Strategy / Feasibility & Prioritization / Facility Planning & Programming / Project Management

In today's environment, it is imperative to manage capital to maximize the efficiency and value of the enterprise. The decision framework and approach for identifying both where and how capital is deployed plays a key role in the success of an organization. We offer a full range of capital and project management services, designed with the same end goal in mind - helping our clients deliver quality, cost-effective care.

Real Estate Optimization

Portfolio Strategy / Performance Improvement / Medical Office Development & Acquisition

Given that real estate can represent a sizable portion of a hospital's balance sheet, an efficient approach can bring significant cost savings and maximize the use of these important assets. We can help create value as you optimize your assets. Our perspective is shaped through the experience gained owning and managing a national healthcare real estate portfolio. We understand how the strategic positioning and effective management of your portfolio can support the mission of your organization.

By the numbers.

With over two decades of dedicated expertise, we have successfully delivered almost 600 healthcare facilities and over 300 strategic planning and real estate engagements across our continuum of services.

Our experience spans the country and includes the planning and implementation of medical office buildings, acute-care hospitals, outpatient centers, specialty clinics, children's hospitals, research facilities / laboratories and freestanding emergency departments.

325

Medical Office Buildings & Ambulatory Care Centers Assignments

75

Academic & Specialty Centers

200

New, Replacement, Renovated & Expanded Hospitals

160

Strategic, Market & Ambulatory Planning Assignments

114

Campus & Master Planning Assignments

85

Real Estate Advisory Assignments

700

Developed Facility Assignments



Your vision. Brought to reality.



Catholic Health East System-wide

Hammes Company worked with the system office of Catholic Health East to further define their capital planning and management process. This included the development of a standardized approach and associated policies and procedures which ensured the appropriate planning, financial review, implementation, closure and retrospective review for large capital projects. We also created an electronic planning toolkit to serve as an interactive guide to move through the approval process, complete with tools and templates for data submission, RFP templates for consultants, benchmarks, budget and program templates and reporting requirements for use by the regions.

Scottsdale Health Phoenix, Arizona

Hammes Company supported Scottsdale Health with the development of an ambulatory network plan to address their goals to expand and strengthen market position, deepen alignment with physicians and establish a foundation for population health management. Our strategy identified and prioritized growth opportunities and provided an implementation plan to link market goals and their real estate strategy with capital requirements. We then provided recommendations, including cost of occupancy budgets, for potential development sites and existing facilities to accommodate an ambulatory facility for their planned network expansion.

North Shore-LIJ Health System New York City

Hammes Company developed a comprehensive ambulatory network strategy to assist the regional health system to identify strategic growth opportunities for their network. As part of the robust care delivery plan, we provided an evaluation toolkit to assess market opportunities and developed facility and operational prototypes to drive efficiency, control costs and structure a consistent patient experience across all new ambulatory sites of care. Additionally, we managed the renovation and fit-out of multiple facilities using the new prototype models because the layout was already determined which greatly enhanced speed-to-market, significantly reduced the build-out costs and improved their competitive advantage.

White Plains Hospital White Plains, New York

Hammes Company was engaged by White Plains Hospital to evaluate and identify options for reducing their overall real estate cost. This analysis began with a room-by-room analysis of the existing campus to identify functions to be relocated and options to utilize vacated space. The decanting analysis identified administrative functions that would be more appropriately positioned in a lower-cost site. Moving these functions off-campus allowed White Plains Hospital to realize gains in their clinical areas, including recapturing patient rooms, expanding key inpatient services and relocating services to improve flow. This project allowed the most expensive space to be used for high revenue-producing services instead of administrative functions.

Helping to create remarkable healing environments.



St. Bernard Parish Hospital
Chalmette, Louisiana

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Chalmette, Louisiana

Aurora Health Care
Wisconsin

Swedish Health Services
Greater Seattle

Elmhurst Memorial Healthcare
Elmhurst, Illinois

After Hurricane Katrina's devastation in 2005, Hammes Company was brought in to help bring back Chalmette by providing site planning, financial feasibility and project management for a greenfield 113,000 SF hospital and 69,000 SF medical office building. We partnered with the Parish and the community to achieve local and state approvals and led efforts to secure federal and state funding and a rural hospital designation - enhancing the financial viability of the project. Our creative ideas included special engineering and design features to withstand future natural disasters, including generators built 25-feet-above ground to avoid flooding and provide power to the hospital in seconds. Both buildings were designed to sustain extreme conditions, including hurricane-force winds.

Hammes Company was Aurora Health Care's preferred partner during their 18-year growth period which resulted in the development of a robust ambulatory network across the state of Wisconsin. These efforts supported Aurora's aggressive expansion in new and existing markets and also supported the rapid growth of their employed physician group. Throughout the 18 years, we assisted with the planning and development of five new market entry hospitals, five significant inpatient expansions and over 100 ambulatory facilities. We also provided master facility planning and project management services, as well as the financing and ownership of numerous medical office facilities and ambulatory centers.

Swedish engaged Hammes Company to help augment their delivery network with the development of two ASCs / freestanding EDs where we negotiated public entitlements, assisted in the site selection, financed the development and created a standard prototype to achieve speed-to-market and preserve capital. We were then selected to manage the development of a new 615,900 SF hospital and develop, lease and own an adjacent medical office building. Additional features include a cancer center, underground parking garage and central utility plant. The project team was awarded the 2013 ASHE Vista Award for their teamwork and effective collaboration on this project. Through an IPD Agreement, we facilitated the design, construction and commissioning of the project.

Hammes Company served as Elmhurst's development partner on several key ambulatory projects totaling over 300,000 SF in suburban Chicago. Recently, we developed an 80,000 SF, four-story ambulatory center and helped identify, attract and lease space to a mix of physicians in support of the overall service offering in the hospital. Additionally, we were engaged to develop a three-story, 55,800 SF ambulatory center in a neighboring town which provides key outpatient, wellness and primary care services. Our first ambulatory project for Elmhurst was an 188,000 SF facility owned by the hospital and developed over 15 years ago. Since then, we assisted Elmhurst on an 800,000 SF, 259 bed replacement hospital adjacent to the original comprehensive ambulatory center.

National best practices. Local implementation.

As innovative thought leaders in healthcare strategy, planning, development and real estate, our professionals are constantly challenged to develop national practices and implement creative solutions to help our clients serve their communities. We contribute to cutting-edge research and are featured in numerous leading publications, such as Modern Healthcare, Healthcare Financial Management and Health Facilities Management.

We are also consistently asked to speak at industry conferences including American College of Healthcare Executives, Society for Healthcare Strategy and Market Development and Healthcare Design. We are located across the country, yet maintain a perspective grounded in our local communities and marketplaces.



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