







Analysis 1 Developing the Previous Facility Construction Management Depth MAE Requirement Scott Earley Construction Management The Washington County Regional Medical Center Consultant: Dr. Riley April 14, 2009



Analysis 1: Developing the Previous Facility

Problem:

Current financial times make it hard for owners to let old facilities to sit idle because of escalating costs. Old facilities become forgotten, vacant, and unused

Goals:

Generate additional income for the owner by developing former buildings with limited cost impacts. Show additional income can help repay bonds

The Washington County Regional Medical Center

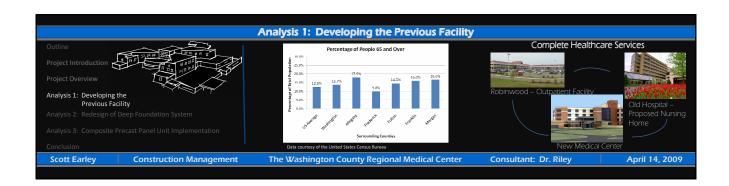
| MARKET AN | ALYSIS |
|----------------------------------|-----------------------|
| Market | Construction Spending |
| Retail and Office Construction | -20% |
| Hotel Market (Typically Resorts) | -10% |
| K through 12 | -0.6% |
| Higher Education | 17% |
| Healthcare | 26% |
| Religious | -8% |
| Public Construction | 13% |

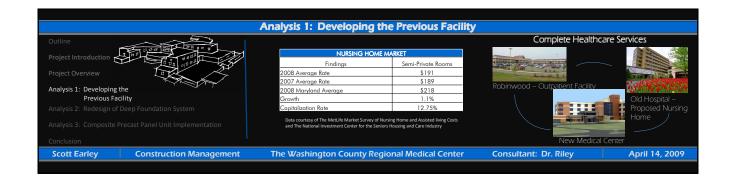
Data courtesy of the publication Consulting-Specifying Engineer titled 2009 Economic Outlook and was published January 1, 2009

Consultant: Dr. Riley

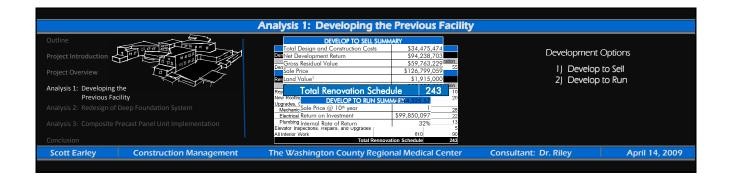
April 14, 2009

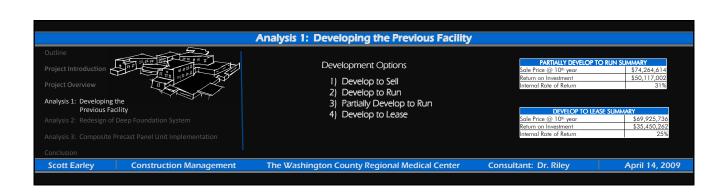
| Outline ~ | Percentage of People 65 and Over | MARKET ANA | 13/010 |
|---|--|--|---|
| Project Introduction Project Overview Analysis 1: Developing the Previous Facility Analysis 2: Redesign of Deep Foundation System | For Certainage of People Statio Over 17.705 18.705 18.705 18.705 18.705 18.705 18.705 18.705 18.705 18.705 18.705 18.705 18.705 18.705 18.705 18.705 18.705 18.705 | Market Retail and Office Construction Hotel Market (Typically Resorts) K. through 12 Higher Education Healthcare Religious Public Construction | Construction Spending -20% -10% -0.6% -17% -26% -8% -3% |
| | Surrounding Countles Data courtesy of the United States Census Bureau | Data courtesy of the publication Consulting-Spec 2009 Economic Outlook and was published Janua | ifying Engineer titled |

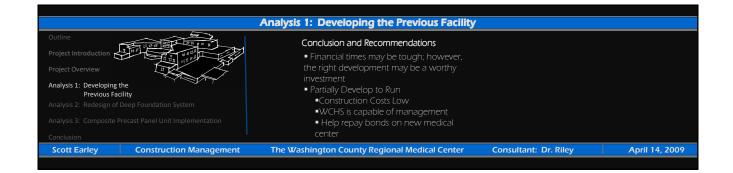




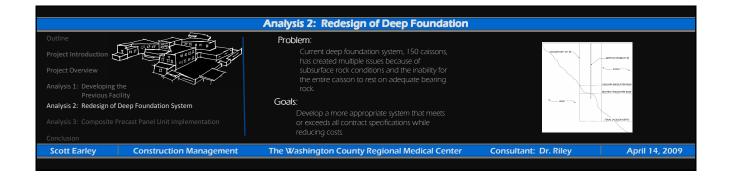




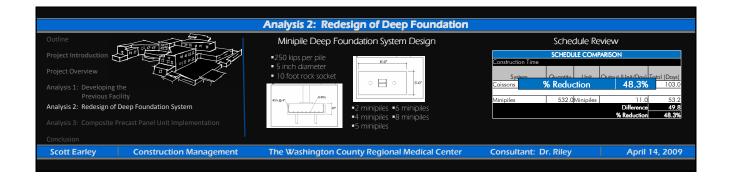


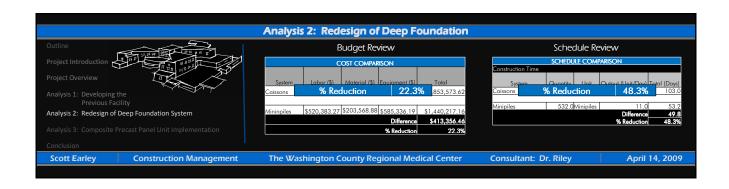


Redesign of Deep Foundation System Structural Breadth Scott Earley Construction Management The Washington County Regional Medical Center Consultant: Dr. Riley April 14, 2009



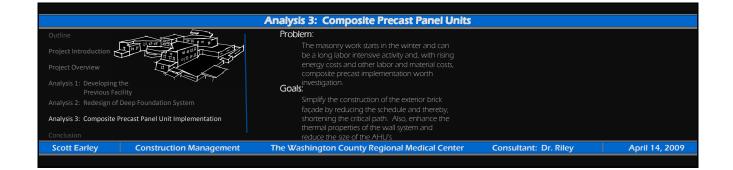






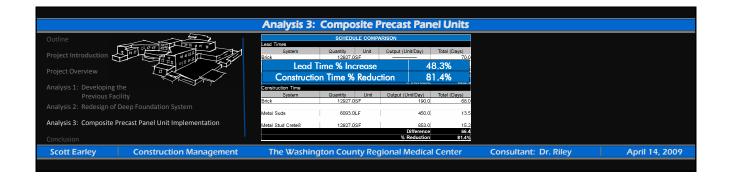


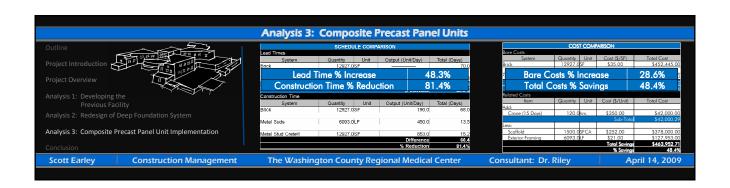
Analysis 3 Composite Precast Panel Unit Implementation Mechanical Breadth Construction Management The Washington County Regional Medical Center Consultant: Dr. Riley April 14, 2009

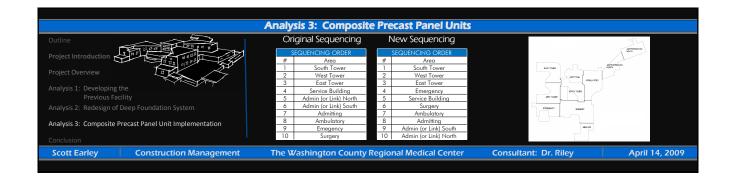


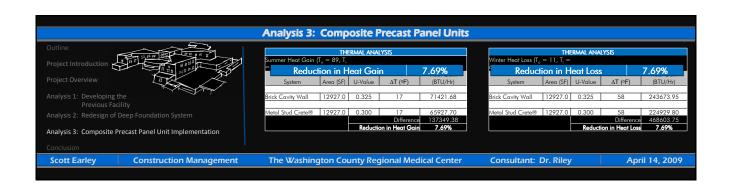
Scott Earley

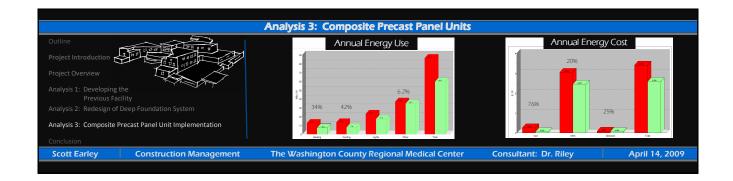


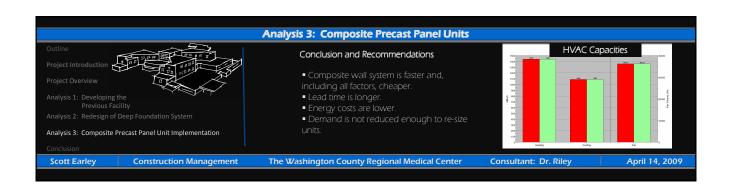


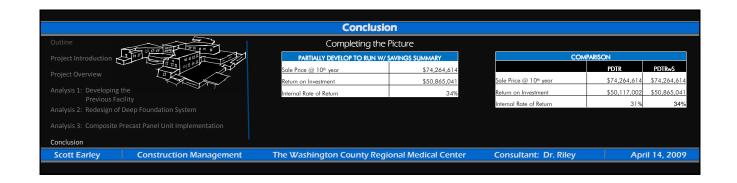


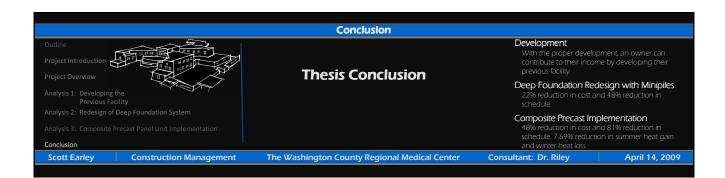


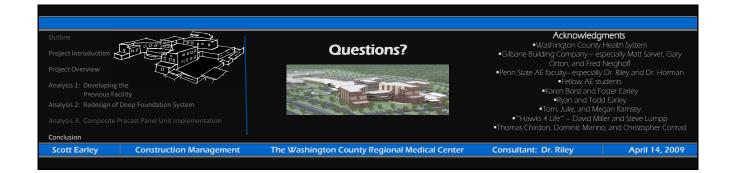












| Develop to Run | | | | | | | Develop to Sell | | | | | | Development Returns | Develop to Sell Cont'd | | | | | | | | | | |
|-------------------------------------|-------|--------------------------------|---|-------------|--------------|----------------------------------|-----------------------|--|---------------|---|---|----|---|------------------------|--------------------------------|----------------------|------------|---------|--------------------------------|------------------|-------------------------|-------------------------|-------------------------------|------|
| onstruction Cost | i. | \$34,475,4 | | DEVELO | PTO RUN | DISCOUNTE | ED CASH FLOW | _ | Ŧ | | | | | EVELOP TO SELL RESIG | UAL ANALYSIS | | 1 | | Hiciency Rate Nataling Home | | 759 # of Beds 206 | Rant \$78,480 | Cost \$16,166,880 | |
| tial Cap. Rate versionary Cap | Rate | 12.75 | 3 | | | | | | | | | | Development Costs Development Period: | | | | | | | | | Gross Rent | \$16,166,880 | |
| Aarket Reviews Sefurbishment Co. | af. | 2 year | 3 | | | | | | | | | | Approvals / Preconstruction Construction | 5 months 12 months | | | | | | | | opitalization Rate | 12,75% | |
| Haciancy Rate ear Equatraction | Emil | ncome | Sport Rate | Bar as Aus | Browth | Prostor | Sale Price | Net Cosh Ro | - Boy | Discounted | V Discounted | | Construction Cost Escalation | 4% per anni | | | | | ass the Following: | | Green Mar | 122 | \$126,799,059 | |
| Costs | 30 | en.offe | noon fiche | Person Coll | 50 | Costs | p.ze . 100 | ven Collin Pro | Factor 309 | Cash Flow | Factor Cash Flow 35% | _ | Building Costs Numina Home | # of Bed 274 | | Cost \$29,999,986 | | | | Marketi | ng/Advertisin | 15 | \$1,255,436 \$125,543,623 | |
| 0-534,475,4 | 74 | | 0\$16,166,88 | | | 6,951,75 | | -\$34,475,47 \$9,215,12 | 2 0.7693 | \$34,475,474 \$7,089,193 | 1 \$34.475 0.7408 \$6,826 | 62 | | Construction | Costs at April 201 | 9 \$29,999,986 | | | | Agent | s Commission | 1.50% | \$1,855,324 \$123,688,298 | |
| 1 | | | 316,166,88 4316,655,53 | 4 | 1.59 | 6,951,75 7,056,03 7,161,87 | 3 | \$9,215,12 \$9,599,48 \$9,493,64 | 9 0.455 | \$5,453,509 \$4,369,687 \$3,324,676 | 0.5487 \$5,056, 0.4065 \$3,902, 0.3011 \$2,858. | 92 | | Cost Escalation R | Nor to Construction | \$450,000 | | | | | Legal | 5% | \$5,889,919 | |
| | 12 | | 17517,158,93 11517,158,93 4517,477.54 | 0 | 1.59 1.59 | 7,269,30 7,378,34 7,489,01 | | -\$110.36 \$9,780,59 \$10.188.54 | 4 0.207 | -\$29,733 \$2,026,539 \$1,624,055 | 0.2231 -\$24 0.1652 \$1,615, 0.1224 \$1,247 | 54 | | Cost Escalation | Sub-Tot Suring Construction | \$30,449,986 | | | | | Vocancie | 25% | \$117,798,379 \$23,559,676 | |
| 8 | | 5% \$17,942,7 5% \$18.211.8 | 0\$18,211.87 0\$18,211.87 | 4 | 1,59 | 7,601,35 | 3 4 5144,325.57 | \$10,076,21 | 3 0.122 | \$1,235,344 \$989,820 \$11,231,680 | | 65 | | Total Construction | Costs at Complete | \$31,058,986 | | | | | | Net Proceeds | 594.238.703 594.238.703 | |
| 1 | Ë | \$18,762,3 | | | 1.2 | 7,001,10 | 3144,323,37 | 9134,700,00 | | \$2,839,296 | -\$3,669, | | | Total Design one | Atomir Fees @ 11 | \$3,416,488 | | | | | Gros | Residual Value | 159.763.229 | |
| | | | | <u> </u> | <u> </u> | | | | 8 329 | | | | | ing billy on | Constitution Co. | 134,713,714 | | | | Less Interest Ho | ldno Charge | 25 | \$1,171,828 \$58,591,401 | |
| Sco | ott I | Earle | y | | Co | nstr | uctio | n Ma | ına | geme | nt | Th | e Washington | County | Regio | nal Medio | cal Center | Consult | an | | Less Taxe | 1.858% | \$1,068,770 \$57,522,631 | 4, 2 |
| | | | | | | | | | _ | | | | | | | | | | | | | Net Residuo Value in | 157.522.631 | |

| Partially Develop to Run w Savings State | | Develop to Long. | | | | | | | | | |
|--|--|---|---|--|--|--|--|--|--|--|--|
| Company Comp | Partially Develop to Run | Develop to Lease | Partially Develop to Run w Savings | | | | | | | | |
| 1 1 1 1 1 1 1 1 1 1 | | | | | | | | | | | |
| Second column 130 | | | PARTIALLY DIVELOP TO RUN DISCOUNTED CAIN FLOW WITH SAVINGS | | | | | | | | |
| Company Comp | | Year Construction Growth Income Room Rate Refutb Cost Sale Price Net Cash Flow PV Discounted PV Discounted | initial Net Income \$5,310.000 | | | | | | | | |
| Second | | rice (n) Factor Lath Flow Factor Lath Flow | | | | | | | | | |
| March Marc | | 209 309 | | | | | | | | | |
| Companies Comp | | | | | | | | | | | |
| Company Comp | | | | | | | | | | | |
| Column C | | | Theolega Rate 853 | | | | | | | | |
| 13 13 13 13 14 14 15 15 15 15 15 15 | feor Construction Growth Market Rent Lease Rent Befurb Cost Growth Operating Sole Price Net Cash PV Discounted PV Discounted | | 4 | | | | | | | | |
| 1 | Costs No Poctor Costs Now Factor Costs Now | | The Construction Second Market Rest Lease Rest Reluis Coat Second Specifical Responsationary Second Process Net Coat Now PV Discounted By Discounted Second | | | | | | | | |
| 150 251 150 151 150 | 303 333 | | | | | | | | | | |
| 1.0 | (\$18747.612) (\$18747.612 \$18747.612 \$18747.612 | 4 1.59 \$8,190,645 \$8,069,601 \$8,069,601 0,4823 \$3,891,969 0,3503 \$2,825,97 | 4 20 20 | | | | | | | | |
| 1.0 1.5 | | 5 1.59 \$8.313.505 \$8.313.505 \$10.000.000 -\$1.686.495 0.4019 -\$677.802 0.2694 -\$454.34 | | | | | | | | | |
| 10 10 10 10 10 10 10 10 | | A 1.59 SR #38 207 SR 313 505 SR 313 505 SR 313 505 D 3240 S2 784 103 D 2072 S1 722 55 | | | | | | | | | |
| 1.50 25/21/4 1997 | | 1 50 40 54 700 40 | | | | | | | | | |
| 15 15 15 15 15 15 15 15 | | | | | | | | | | | |
| 10 1000-27 1000-27 10 | | | | | | | | | | | |
| 6 134 222.6 [1957/22] 174 13000 1514/4 [175 1504.000 107.52] 183 13000 107.52 1514.000 107.52 15 | | | | | | | | | | | |
| 1 1 1 1 1 1 1 1 1 1 | | | | | | | | | | | |
| 1 1 2564-00 | | 11 59,090,346 | | | | | | | | | |
| 100 | | NPV \$6,980.79 -57,082.16 | | | | | | | | | |
| mi 294 | | | | | | | | | | | |
| Proc. Sec | NY 18440 32.52.772 | | | | | | | | | | |
| | 189 219 | 100(25%) | | | | | | | | | |
| Scott Earley Construction Management The Washington County Regional Medical Center Consultant: Dr. Riley April 14, 2009 | | | m 345 | | | | | | | | |
| | Scott Earley Construction Management | The Washington County Regional Medical Center | Consultant: Dr. Riley April 14, 2009 | | | | | | | | |

