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PRESENTS

# HEALTH CARE REAL ESTATE SUMMIT 2010

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WEDNESDAY, NOVEMBER 10, 2010

BOSTON MARRIOTT COPLEY PLACE

## EVENT OVERVIEW

An expanding population is demanding higher levels of medical treatment while the Obama administration's healthcare policy has put the spotlight on the medical sector. The result: healthcare is one of the few areas of strong real estate opportunity.

There are several important questions when it comes to capitalizing on those chances: How will the new Obama-sponsored healthcare plan impact medical office demand? How has the credit crunch impacted hospital expansion and medical office development and acquisitions? Should health systems consider real estate monetization to create fresh capital inflows?

Join us November 10 as industry movers-and-shakers discuss issues and trends in the healthcare real estate market. As always, schmooze time will be plentiful.

**Wednesday, November 10, 2010**

**Boston Marriott Copley Place**

## FEATURED SPEAKERS



**Charles Weinstein**  
VP, Real Estate  
Planning and  
Development  
**Children's Hospital  
Boston**

Charles brings over 30 years of real estate experience, particularly in the health care sector. One current project of note is Children's expansion of its satellite campus from 6.5k to 46k SF in Centennial Industrial Park, thereby doubling the amount of patients annually and offering all 22 specialty services available in Boston. Prior to Children's, he served as director of Real Estate Services for the Johns Hopkins Institutions and Dome Corporation, where he managed office design and

110 Huntington Avenue  
Boston, MA 02116

### Agenda

- 7:00 AM – 8:00 AM** Breakfast & Schmooze  
**8:00 AM – 9:30 AM** All-Star Panel  
**9:30 AM – 10:00 AM** More Schmooze

**Early Bird Pricing \$39**

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construction, research and laboratory facilities, site improvements, voice data connectivity and NIH-funded lab operations.



**Kathryn West**  
VP, Real Estate and  
Facilities  
Partners HealthCare

Kathryn manages a 16M SF portfolio of owned and leased property. Her duties include oversight of leasing, acquisitions, and the coordination and permitting of large-scale development projects, including planning and construction activities totaling \$300M annually.



**Maria Papola**  
VP, Facilities  
Management and Real  
Estate  
Dana-Farber Cancer  
Institute

Maria is overseeing construction of the 275k SF Yawkey Center for Cancer Care, which will be ready for occupancy in early 2011. Her responsibilities include facilities operations, planning, design, construction, and real estate portfolio administration. She previously was the project executive for the development of St. Vincent Catholic Medical Centers' \$835M, 360-bed hospital in Manhattan.



**Bill Kane**  
Senior Director  
BioMed Realty Trust

BioMed owns and operates 125 buildings and 11.4M SF of laboratory and office space in seven core US life science markets. Bill is responsible for the company's east coast leasing and

acquisitions activity. Bill was formerly responsible for the development of R&D, hospital, and office real estate development projects for the Fallon Company, Davis Marcus Partners, Lyme Properties, and Turner Construction.



**Frank Nelson**  
Executive Director,  
Medical-Academic  
Group  
**Cushman &  
Wakefield**

As head of Cushman & Wakefield's Medical Practice Group, Frank has been involved in 4.8M SF of major medical and academic research transactions since '03. The most significant transactions include assisting Children's Hospital in its purchase of the new 400k SF Waltham campus and its 350k SF Peabody campus, as well as major land and building acquisitions in the core LMA area totaling 3.5M SF.

## MODERATOR



**Daniel Sullivan**  
Director  
**Goulston & Storrs**

Daniel represents medical and educational institutions, developers, lenders, and underwriters in a broad array of development, permitting and leasing projects including medical office complexes and life science buildings. He has represented a major teaching hospital in permitting, developing, constructing and financing a major research building, and life science centers in acquiring development rights and developing a major expansion to an existing clinical facility.

*\*\*\*More speakers will be announced\*\*\**