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**5th Annual New Jersey HealthCare & Medical Properties Summit  
October 18, 2018  
Metropark, APA Hotel Woodbridge | 120 Wood Avenue South | Iselin, NJ 08830  
7:30 am Registration/ Networking / Breakfast Buffet 7:55 am - 12:00 pm Program**

**PROGRAM AGENDA:**

**7:55 AM WELCOME AND INTRODUCTION**

**8:05 AM THE STATE OF THE INDUSTRY – HEALTHCARE & MEDICAL PROPERTIES IN NJ**

* Keynote speech on current healthcare landscape
* What are the needs of healthcare providers in today’s world
* What is driving the recent merger activity
* What are the development and leasing trends
* Future trends and predictions
* Construction Practices that are impacting new projects

**9:00 AM CRITICAL PLANNING, DESIGN AND CONSTRUCTION FOR MEDICAL AND HOSPITALS PROJECTS**

• Trends and drivers – How Healthcare Organizations are reshaping the industry

• New Design Trends that are impacting the industry

• Case studies

- The importance of preplanning and how it affects the construction process

- How to work effectively with healthcare administrators and facility managers

- Current healthcare project planning methods and tools

• New Construction Practices/Delivery methods that are impacting New Projects

• Important steps developers need to consider to help with planning a successful project

**9:55 AM NETWORKING BREAK**

**10:05 AM**  **DEVELOPING, INVESTING AND LEASING HEALTHCARE FACILITIES**

* Development – what does it look like, where is it happening and why
* How to make a lease a win/win for tenants and owners
* How to handle tenant improvements
* How does New Jersey stack up to the rest of the country
* How does leasing activity look in the healthcare industry and what does the future hold
* How to negotiate with owners and how to get deals done
* What does the Investment and Acquisition market look like
* What are Healthcare Providers Needs and how are they changing
* How we handle site assessment
* Retrofitting existing properties vs. new development
* Leasing requirement and building partnerships
* Future trends and prediction on the Hospital and Medical Property Industry

**11:00 AM AMBULATORY CARE – THE NEW PARADIGM IN HEALTHCARE DELIVERY**

* What strategies are hospitals and medical centers using to provide community based care
* What are the implications to their real estate and financing needs?
* How does the design of these facilities support this strategy?
* Medical office buildings vs. specialized medical practices
* Future trends and predictions

**12:00 NETWORKING**