



## Company Profile

### **HealthLink Development**

*603 B Park Grove*

*Katy, TX 77450*

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## **OVERVIEW**

HealthLink Development is a real estate development and construction services company that specializes in the long-term care/senior housing industry with special emphasis on skilled nursing and assisted living facilities. HealthLink typically functions as Project Manager for quality land development and/or investment building projects where third party consulting services are required by owners, lenders, or investors needing assistance in land development, design, and construction. Additionally, HealthLink also does occasional in-house development when the appropriate opportunity presents itself.

## **INTRODUCTION TO HEALTHLINK DEVELOPMENT**

### **OUR MISSION**

HealthLink Development's mission reflects an attitude of service and a commitment to excellence. We are dedicated to developing permanent relationships with clients, and to provide unparalleled service and performance through a responsive and innovative full-service development company upon which the client can depend — everyday.

### **ABOUT THE COMPANY**

HealthLink Development was established to provide quality development services to clients who require extensive experience in developing and constructing health care related facilities. While primarily a national healthcare facilities developer, HealthLink Development has also expanded to fill a void in our rapidly growing and changing hometown area of West Houston/Katy, Texas by providing quality investment building and development services to clients who require extensive experience in developing and constructing general use or special use facilities. Our representative projects include "turnkey" development of skilled nursing, assisted living, and independent retirement communities. Additional development projects include raw land, residential communities, master-planned business centers, and individual user or site-specific building. As an additional service to our clients, HealthLink also provides development, construction analysis, and management for major renovations and additions to existing properties.

HealthLink Development provides developmental and consulting services to assist operators, end-users, investors, and asset managers assess the feasibility and profitability of a project; and to then implement it in a timely, cost effective manner. Our team will review various facets of each project including demographics, site selection, development issues, construction services, FF&E, and interior design as requested by individual clients. We make recommendations before construction and renovation work begins in

order to save the client time and money. HealthLink will also assess existing facilities for acquisition and refinancing purposes.

## **RELATED SERVICES**

Additionally, in 2009, HealthLink brought our expertise from skilled nursing and assisted living renovation projects to individual customers by offering home accessibility services in the Houston metropolitan area to address the changing business model of skilled nursing facilities. As the business model in skilled facilities has evolved to focus more on short term rehabilitation stays, HealthLink identified an underserved market need for in-home accessibility modifications for rehabilitation patients returning to their own homes. As a result of these efforts, HealthLink is the only authorized TubcuT™ installer in Houston and south Texas; and one of only a few WingIt's Innovations distributors in the Houston area.

The TubcuT™ is the cost effective alternative to convert a traditional bathtub into a walk in shower for a fraction of the time and cost of replacing a bathtub with a traditional walk-in shower. The process is completed in a single day and is reversible creating exceptional cost savings and flexibility for senior housing facilities and home owners alike.

WingIt's Innovations provides a “blind” fastening system designed for anchoring and installing grab bars in existing construction where there is no blocking in existing walls. This is a preferred solution for facilities needing to add grab bars without having to worry about what is in the walls behind the tile or sheetrock.

By applying the same tools that have made HealthLink Development the preferred choice for skilled nursing and assisted living owners and operators, HealthLink Construction is able to provide additional services to homeowners that are not generally available through most contractors working in a residential setting. More specific information about accessibility services may be found on-line at [www.healthlinkconstruction.com](http://www.healthlinkconstruction.com).

## **EXPERIENCE**

The HealthLink team has extensive experience in the development and construction industry and has completed numerous acquisitions, development, and construction projects across the United States. HealthLink Development's leadership and staff are qualified to analyze projects from inception through completion to make sure the client's goals are achieved. HealthLink's extensive knowledge in real estate development helps the client avoid many of the pitfalls involved with developing and constructing projects in a rapidly changing market. The principals and primary management team of HealthLink Development are:

**Eric W. Hansen, President**

Eric Hansen heads HealthLink Development, and is responsible for the development, design and construction of retirement, assisted living and skilled nursing projects nationally. Eric has a broad background in the development, construction, and design of various real estate projects on a local and national level. Eric's experience includes the development, planning, design, and construction of new senior housing developments, including assisted living and skilled nursing facilities; the pre-acquisition evaluation of existing facilities for operators, insurance companies, and financial institutions; and the planning and implementation of major renovations and additions to existing facilities. Eric has also been responsible for evaluating, planning, and implementing commercial and residential projects from inception to completion. Representative non-healthcare projects include an 80-acre retail development, a 50-acre business park, a 12-acre corporate headquarters complex for Ryan Landscaping, Inc., an 811-acre master planned community, a full service carwash, detail, and lube center, and an upscale salon and massage facility. The estimated completed value of projects worked on by Eric is in excess of \$600 million. Eric is a licensed real estate broker and holds educational degrees from Texas A&M University in College Station, TX, which include a Bachelor of Environmental Design (architecture), a Masters of Science in Land Development, and a Masters of Science in Construction Management.

**David C. Townsend, Construction Project Manager**

David Townsend has been with HealthLink since 2002 and typically serves as a “floating” on-site project manager for new, large, and complex construction projects. David has a rich history in construction dating to 1976, with a majority of that experience being in senior housing construction. David’s career experience of building industrial, commercial, custom residential, and multi-family housing makes him a valuable asset to any construction project. David is involved in all aspects of construction including pre-construction estimating, bidding, subcontractor selection and on-site project management. He excels in problem solving and has saved clients untold and immeasurable amounts of cost savings by being able to anticipate problems before they become an issue and by solving other problems in the field rather than by committee. David holds a degree in Construction Technology from Southern Adventist University in Collegedale, Tennessee.

**M. Cody Crosland, Construction Project Manager**

Cody Crosland joined HealthLink in 2008 as an in-house project manager and has been involved in the construction industry since 2002. Cody attended South Plains College, and served in the United States Marine Corps / Marine Corps Reserves from 1995 to 2002 where he specialized in communications and as a radio operator. Cody was responsible for company communication readiness and was an integral member of the team responsible planning and communication for both company and battalion sized operations. After serving with the Marines, Cody worked with RKL Cabinets, a custom cabinet and millwork company, and then for himself working on high-end residential remodeling and custom homes with values ranging from \$250,000 to \$850,000. Cody’s

prior experience in the Marine Corps and custom home construction provide the foundation for management of renovations and jobs requiring complex scheduling and coordination of limited and specialty trades. Cody is responsible for budget analysis, pre-job coordination and scheduling, subcontractor identification and bid soliciting, project implementation, and contractor supervision and management for multiple off-site managed projects. Cody also provides logistical and auxiliary support to other projects/project managers to maintain project momentum and when additional oversight is needed.

**Dale Sartin, Interior Design Project Manager**

Joining the company in 2010, Dale Sartin brings 30 years of experience in healthcare design to HealthLink Development. In 1981, she left the field of residential design when she was asked to join the construction/design department of Beverly Enterprises which was, at that time, the largest owner of skilled-care nursing homes in the country. In this huge, fast-paced proving ground, Dale was integral in helping to develop the change of esthetics in nursing home interiors while also having the opportunity to work with furniture manufacturers in the creation of furniture designed exclusively for an aging population, fabric designers in creating more sophisticated and appealing patterns for healthcare upholstery, and tableware that was more functional for people with limited abilities. Leaving Beverly in 1986, Dale opened her own design firm and focused her attention on design for Assisted and Independent living completing over 200 projects in 24 states before partnering with HealthLink. Working in a clean, eclectic style with an understanding of location, demographics and market area, Dale continues to make each project a unique and restful environment.

## **PERFORMANCE**

HealthLink's principal measure of its own performance is the degree to which it satisfies the goals of its clients. Individual client goals differ in many respects, and from project to project. Design goals and tastes also differ markedly; however, clients can also hold many goals in common. Every client seeks to create an economically successful project that fulfills its intended purpose. Each client expects responsive service and individual attention. Deadlines and schedules are expected to be met or bettered. Budgets must be met and the quality level must be consistent with that budget. Because of our diligence in achieving satisfied clients, a significant majority of HealthLink's projects are from repeat clients or referrals from satisfied clients.

## **PERSONAL SERVICE**

HealthLink Development is service driven. Our full-service capacities provide our clients with demographics, acquisition, development, construction and interior design administration. We strive to establish a Developer/Client relationship that is based upon "open" communication through participatory planning involving all aspects of the project. Our team's experience means that the "right" questions are asked at the outset, saving time and misdirected efforts. Therefore, our clients are provided with an efficient delivery system based on "personal attention" tailored to their specific needs and requirements.

## **ON-TIME PERFORMANCE**

The Client will be working directly with HealthLink Development's principals and lead staff throughout the course of the project. There are no "layers" of management for the client to work through to get a quick response to questions or concerns. This permits needed adjustments without the delays of multi-layered management, therefore, keeping the project on schedule. Our team is always aware of the critical time-lines that you must adhere to, so we make your project a top priority.

## **PROJECT MANAGEMENT**

Project management is a HealthLink strength resulting both from the experience and quality of the management team. They are experienced in all phases of the design, development, construction, and interior design process. They are specialists in "getting the job done right" on time and within budget.

## **COMMUNICATION**

Underlying every successful project is a foundation of open and effective communication between the owner and developer. At HealthLink Development, owner/developer communication begins with listening -- to obtain a full and clear understanding of the owner's goals and expectations. It is sustained by continuous involvement of the owner, or its representatives, in the design and decision-making process.

Alternative concepts, approaches, and design schemes are developed for the client's review throughout all phases of the project development. HealthLink Development employs well-organized meetings to make sure the owner has the opportunity to see the progress of the project and make timely decisions to keep the project on schedule and within budget.

Effective communication is important between all parties to the development process, including communication within the project team, with consultants, with contractors and with others who have a role in the project. All decisions and discussions are well documented and disseminated immediately, to all parties involved in the process, in order to make sure that no detail is left to chance.

## **COST CONTROL**

The ability to consistently develop projects within an established budget is of critical importance to HealthLink Development. Cost control is a discipline that involves all phases of the development process.

HealthLink approaches the task of cost control by first establishing, in concurrence with the client and consultants, a realistic pre-development budget based on specific requirements of the project and current costs for comparable construction. Through analysis of the project feasibility studies and pro forma, we can establish the projected development budget before the first line is drawn by the architect. Once the budget is established, the design and major systems are evaluated and backed into the budget to reduce the risk of having finished construction documents that are designed for higher construction costs than the pre-established budget allows.

## **A FULL SPECTRUM OF SERVICES**

## **A Full Spectrum of Services**

HealthLink is dedicated to providing unparalleled expertise in the design and construction of new facilities through an innovative full-service company. Through its attitude of service and commitment to excellence, HealthLink encourages an on-going relationship with clients looking for assistance in their growth plans. To achieve these goals, HealthLink offers a full array of research, design, and construction services:

### **FEASIBILITY RESEARCH**

- ◆ Market study to confirm the demand for proposed project.
- ◆ Evaluation of competitive facilities.
- ◆ Investigation of suitable sites.

### **SITE SELECTION**

- ◆ Identify the most appropriate tract of land according to established criteria of price, configuration, visibility, availability of city services, topography, neighborhood ambiance, and compatibility with adjacent landowners.
- ◆ Negotiate the purchase with the landowner.
- ◆ Supervise the necessary environmental studies to ensure the site is free of any contamination, endangered species, protected wetlands, natural habitats, or other concerns that would prevent or restrict the development of the site.
- ◆ Secure all necessary zoning/land use approvals, including zoning changes, special use permits, and conditional use permits.
- ◆ Conduct any neighborhood meeting to cultivate awareness and support for the project and defuse any unfounded rumors or concerns by any adjacent property owners.

### **SCHEMATIC PHASE**

- ◆ Plan and conceptualize project with client to determine owners' budget and project requirements to coincide with feasibility and market reports.
- ◆ Select and retain a qualified architect for schematic design of project.
- ◆ Provide conceptual budgets and development schedules.

### **DESIGN/DEVELOPMENT**

- ◆ Select and retain balance of the consultant and design team (electrical, mechanical, structural, civil engineering, and interior design consultant.)
- ◆ Assist client with overall design requirements.
- ◆ Manage budgets and cost control during design.
- ◆ Assist client with site selection.
- ◆ Prepare a due diligence report for the site(s) selected.
- ◆ Obtain environmental studies and regional impact statements.
- ◆ Secure zoning approvals.
- ◆ Schedule control of all phases of the project.
- ◆ Select and pre-qualify contractors and/or subcontractors.

## **CONSTRUCTION MANAGEMENT**

- ◆ Update and refine construction schedule.
- ◆ Receive and review all bids and recommend award of contracts.
- ◆ Evaluate all value-engineering suggestions from contractors and subcontractors and submit recommendations to client.
- ◆ Obtain all required local and state building permits and approvals.
- ◆ Manage all construction phases to insure quality workmanship.
- ◆ Manage construction draw requests and verify if costs are in line with original budget and all lien waivers and releases are received prior to payment.
- ◆ Manage construction and design schedule to ensure project is completed on time.
- ◆ Direct regular project meetings with the contractor and subcontractors.
- ◆ Provide timely progress reports to the client.
- ◆ Coordinate all local and state inspections.

## **CONSTRUCTION ADMINISTRATION**

- ◆ Lender / Owner representation.
- ◆ Review payment applications and make recommendations for progress payments.
- ◆ Attend monthly jobsite (Owner/Architect/Contractor) meetings.
- ◆ Resolve disputes between Owners and Contractors, Contractors and Architects, and other disputes which may arise as they relate to construction progress.
- ◆ Make monthly reports back to the Client regarding any issues regarding schedule delays, governmental reviews/approvals, change orders, budget, project coordination, and any other issues which may impact the project and the Client's needs.

## **INTERIOR DESIGN (When requested)**

- ◆ Establish budget for furnishings and finishes.
- ◆ Select, procure, and manage interior design professional.
- ◆ Assist client with cost effective selections.
- ◆ Oversee all scheduling efforts for acquisition and delivery of furnishings and interior decor.

## **TURN-KEY DEVELOPMENT AND ACQUISITION**

- ◆ Provide "turnkey" development and construction for medical related projects, ready for operation.
- ◆ Provide a "turnkey" project, including arrangement of construction financing.
- ◆ Acquire existing facilities for purchase, sale-lease-back, or long-term lease depending on the client's financial requirements.
- ◆ Contribute in-depth knowledge and experience in identifying and acquiring long-term care properties through a strong network of contacts in the health care industry.
- ◆ Prepare detailed market and feasibility reports.

**BENEFITS OF HEALTHLINK DEVELOPMENT**

By contracting with HealthLink Development, our clients have national, single source development and construction management without the inconvenience of multiple contracts and a company with the flexibility to provide a service that is all-inclusive or just a single service depending on the needs of each specific client and project. In most cases, this single-source relationship will reduce the time it takes to develop, construct and open a project. Please contact us for additional information or to discuss a specific project or our services. We can be contacted by phone at 281-578-3712, by e-mail to [eric@hldllc.com](mailto:eric@hldllc.com), or by mail to 603 B Park Grove, Katy, TX 77450.

## **RELEVANT HEALTH CARE EXPERIENCE**

## HealthLink Development Relevant Health Care Experience

Project	Description	Location
<b><u>COMPLETED LONG-TERM CARE DEVELOPMENTS</u></b>		
Community Assisted Living Center	26 unit assisted living center	Rocky Ford, CO
Freedom Place	110 unit Assisted Living Center	Scottsdale, AR
Riverside Assisted Living Center	30 bed assisted living	Bainbridge, GA
<b><u>CONSTRUCTION ADMINISTRATION/LENDER OVERSIGHT</u></b>		
Regency @ Shelby* (Pending start)	New \$6,600,000 / 120-Bed / 67,000 SF SNF	Shelby Township, MI
Grand Blanc Care Center	New \$7,885,000 / 138-Bed / 70,135 SF SNF	Grand Blanc, MI
Medical Park West Rehabilitation & Skilled Care	New \$13,920,000 / 106-Bed / 60,882 SF SNF	Norman , OK
Notting Hill of West Bloomfield	New \$10,213,000 / 120-Bed / 67,000 SF SNF	West Bloomfield, MI
Regency @ Canton	New \$7,600,000 / 113-Bed / 62,000 SF SNF	Canton, MI
Regency @ Waterford	New \$8,124,000 / 120-Bed / 67,000 SF SNF	Waterford, MI
Ridgecrest Healthcare & Rehabilitation Center	New \$6,500,000 / 116-Bed / 44,686 SF SNF	Forney, TX
The Glenmary	Adaptive reuse of 11-Story apartments to ILF/ALF	Memphis, TN
HealthBridge Children's Specialty Hospital	17 bed hospital addition & major renovation	Houston, TX
The Lakes	New ILF & ALF campus development	Banning, CA
Park Regency	Alzheimer's ALF Building on existing campus	Chandler, AZ
<b><u>OWNER/LENDER DEVELOPMENT/CONSTRUCTION TROUBLE-SHOOTING</u></b>		
The Glenmary	HVAC system inadequacies	Memphis, TN
Emporia Manor	Major systems upgrades & renovations	Emporia, VA
Greenville Manor	Major building addition and development	Emporia, VA
Infinia @ Scottsdale	HVAC system failure & major renovations	Scottsdale, AZ
Texarkana Nursing Center	Roof replacement	Texarkana, TX

## LONG-TERM HEALTH CARE ADDITIONS

Broadview Memory Care @ Tallahassee (ALF) 13-Unit/4,443 SF addition & Major Renovation Tallahassee, FL

*Note: BVMC was a purpose built ALF which was closed for several years. This project involved adding a commercial kitchen, 13-unit addition, and renovating the entire existing building to re-open as an Assisted Living facility catering to early stage Alzheimer's and Dementia residents.*

Broadmore @ Bristol (ALF)

22-Unit/12,739 SF Memory Care Addition

Bristol, TN

Lakeside Nursing Center

60-Bed/22,000 SF addition

Jacksonville, FL

Twin Oaks Rehabilitation Center

Laundry facilities addition

Longview, TX

Windsor House Nursing & Rehab Center

10 bed addition & Major Renovation

Nashville, TN

## MAJOR RENOVATIONS (over \$250,000)

The Glenmary

Roof replacement

Memphis, TN

Emporia Manor

Roof replacement

Emporia, VA

Bayview Manor

Roof replacement

Bayview, SC

Chilton Care Center

Roof replacement

Chilton, WI

Broadview Assisted Living @ Pensacola

Memory Care Wing Conversion

Pensacola, FL

Broadview Assisted Living @ Pensacola

Renovation/décor/furnishings

Pensacola, FL

Broadmore Assisted Living @ Johnson City

Renovation/décor/furnishings

Johnson City, TN

Broadmore Assisted Living @ York

Renovation/décor/furnishings

York, PA

Broadmore Assisted Living @ Hagerstown

Renovation/décor/furnishings

Hagerstown, MD

Broadmore Assisted Living @ Teays Valley

Renovation/décor/furnishings

Teays Valley, WV

Villa De Palma (ALF)

Renovation/décor/furnishings/exterior renovation

Placentia, CA

Del Obispo Terrace (ALF)

Roof replacement & exterior renovation

San Juan Capistrano, CA

General Care & Convalescent Center

Roof replacement

Clarksville, TN

Southwood Nursing & Rehabilitation

Fire Sprinkler retro-fit & alarm upgrade

Jacksonville, FL

Radius @ Danvers

Roof replacement

Danvers, MA

Gilroy Healthcare

Roof replacement

Gilroy, CA

South Port Square

ILF apartment conversions

Port Charlotte, FL

General Care & Convalescent Center

Fire Sprinkler retro-fit & alarm upgrade

Clarksville, TN

San Pedro Manor

Renovation/décor/furnishings

San Antonio, TX

Southern Hills Retirement Community

Renovation/décor/furnishings

Tulsa, OK

Oak Manor Senior Living Community

Major renovation to 16-Ac retirement campus

Largo, FL

**MAJOR RENOVATIONS (over \$250,000) – *Continued***

Christian Care Center	Renovation/décor/furnishings	Texarkana, TX
Woodlawn Nursing and Rehab Center	Renovation/decor/furnishings	Everett, MA
Beverly Healthcare and Rehabilitation Center	Renovation/decor/furnishings	Beverly, MA
Danvers Healthcare and Rehabilitation Center	Renovation/decor/furnishings	Danvers, MA
Flintridge Nursing and Rehabilitation	Center Renovation/decor/furnishings	Newark, OH
Various Facilities - Nationally	Numerous smaller renovations from \$75K to \$250K	

## PROPERTY CONDITION/ACQUISITION REPORTS

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*The Governor's House* – Simsbury, CT

*The Madison House* – Madison, CT

*The Reservoir* – West Hartford, CT

*The Willows* – Woodbridge, CT

*Arden House* – Hamden, CT

*Riverview Manor* – Three Rivers, MI

*Greenwood House Nursing & Rehabilitation Center* – Warwick, RI

*Pawtuxet Village Nursing Home* – Warwick, RI

*Briarfield of Sylvania* – Toledo, OH

*Briarfield of Point Place* – Sylvania, OH

*Glenn Oaks Health Care* – Clearwater, FL

*River Chase Care Center* – Quincy, FL

*Brynwood Center of Monticello* – Monticello, FL

*Cambridge Court* – Berring Center, MI

*Baker-Brame Nursing Center* – San Angelo, TX

*Glenn Hill Convalescent Center* – Danbury, CT

*Glenn Crest Retirement Apartments* – Danbury, CT

*Gideon Care Center* – Gideon, MO

*Monticello House* – Jackson RCF

*ClaRu DeVille Healthcare, Inc.* – Fredericktown, MO

*Greentree Nursing Center* – Warrenton, MO

*Silex Community Care* – Silex, MO

*Eldon Healthcare* – Eldon, MO

*Glenwood Healthcare* – Seymour, MO

*Forsyth Care Center* – Forsyth, MO

*Lincoln Manor Nursing Center* – Chillicothe, MO

*Milan Community Care* – Milan, MO

*Grand Valley Country Manor* – Windsor, OH

*Copley at Stoughton* – Stoughton, MA

*Evergreen Manor* – Standardsville, VA

*Evergreen Meadow* – Standardsville, VA

*Evergreen Nursing Home* – Standardsville, VA

*Greenery at Danvers* – Danvers, MA

*Greenery at Beverly* – Beverly, MA

*Mary Elizabeth Nursing Center* – Mystic, CT

*Liberty Specialty Care Center* – Colchester, CT

*Watrous Nursing Center* – Madison, CT

*Fowler Nursing Center* – Guilford, CT

*Chesterfield's* – Chester, CT

*Brightview of Avon* – Avon, CT

*T.A. Cocomo Memorial* – Meriden, CT

*Elm Hill Nursing Center* – Rocky Hill, CT

*Highview Health Care Center* – Middletown, CT

*Kent Specialty Center* – Kent, CT

*New Boston Nursing Center* – Sandisfield, MA

*Plainville Health Care Center* – Plainville, CT

*Ridgeview Health Care Center* – Cromwell, CT

*Waterbury Extended Care Facility* – Watertown, CT

*Wolcott Hall Nursing Center* – Torrington, CT

*Westfield Care & Rehab. Center* – Meriden, CT

*Marian Manor Nursing Care Center* – Riverview, MI

*Cambridge West Nursing Home* – Redford, MI

*Bay Shores Nursing Care Center* – Bay City, MI

*Heart of Texas Health Care & Rehabilitation Center* – Del Mar – Corpus Christi, TX

*Heart of Texas Health Care & Rehabilitation Center* – Poteet Nursing Home – Poteet, TX

*Heart of Texas Health Care & Rehabilitation Center* – Austin Manor – Austin, TX (closed)

*Heart of Texas Health Care & Rehabilitation Center* – Anderson Lane Care Center – Austin, TX (closed)

## PROPERTY CONDITION/ACQUISITION REPORTS - CONTINUED

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*Heart of Texas Health Care & Rehabilitation Center – Mason – Mason, TX*  
*Heart of Texas Health Care & Rehabilitation Center – Heritage Residential Care Center – Devine, TX*  
*Marietta Center for Health & Rehabilitation – Marietta, OH*  
*Center for Optimum Care – Westfield – Westfield, MA*  
*Center for Optimum Care – Wakefield – Wakefield, MA*  
*Center for Optimum Care – Falmouth – Falmouth, MA*  
*Center for Optimum Care – Mashpee – Mashpee, MA*  
*Raintree Manor Nursing & Rehab. Center – McMinnville, TN*  
*Arnold Home – Detroit, MI*  
*Brookview HealthCare Center – Gaffney, SC*  
*Sunbridge Care & Rehabilitation for Elkton – Elkton, MD*  
*Almeda Health Care Center – Houston, TX*  
*West Janisch Health Care Center – Houston, TX*  
*Conroe Health Care Center – Conroe, TX*  
*Cleveland Health Care Center – Cleveland, TX*  
*Huntsville Health Care Center – Huntsville, TX*  
*Richmond Health Care Center – Richmond, TX*  
*Friendswood Health Care Center – Friendswood, TX*  
*Sugarland Health Care Center – Sugarland, TX*  
*Liberty Health Care Center – Liberty, TX*  
*College Street Health Care Center – Beaumont, TX*  
*Beaumont Health Care Center – Beaumont, TX*  
*Seven Oaks Nursing Home - Olney, TX*  
*Henrietta Care Center - Henrietta, TX*  
*Nocona Nursing Home - Nocona, TX*  
*Horizon Manor - Nocona, TX*  
*Leisure Years – Owensboro, KY*  
*Regency Health Care Center – Louisville, KY*  
*Klondike Manor – Louisville, KY*

*Pine Tree Villa – Louisville, KY*  
*Crestview Healthcare Center – Shelbyville, KY*  
*Crescent Place ALF – Shelbyville, KY*  
*Bradford Square – Frankfort, KY*  
*Grant Manor – Williamstown, KY*  
*Owenton Manor, Owenton, KY*  
*Woodspoint Health Care Center – Florence, KY*  
*St. Camillus Health Center – Stamford, CT*  
*St. Joseph's Manor – Trumbull, CT*  
*Pope John Paul II Center for Healthcare – Danbury, CT*  
*Kensington Manor – Elizabethtown, KY*  
*Edmonson Health Care Center – Brownsville, KY*  
*Hopkins Nursing Center – Woodburn, KY*  
*Wellington Parc of Bowling Green – Bowling Green, KY*  
*Colonial Manor – Bowling Green, KY*  
*Heritage Assisted Living – Owensboro, KY*  
*Heartland Villa Senior Living Community – Lewisport, KY*  
*Senior Citizen Nursing Home – Madisonville, KY*  
*Paducah Centre – Paducah, KY*  
*Wellington Parc of Paducah – Paducah, KY*  
*Countryside Health Care – Bardwell, KY*  
*Metron of Belding – Belding, MI*  
*Metron of Greenville – Greenville, MI*  
*Metron of Cedar Springs – Cedar Springs, MI*  
*Metron of Forrest Hills – Grand Rapids, MI*  
*Metron of Lamont – Lamont, MI*  
*Metron of Allegan – Allegan, MI*  
*Metron of Bloomingdale – Bloomingdale, MI*  
*Atria De Palma – Placentia, CA (ALF)*  
*Atria Del Obispo – San Juan Capistrano, CA (ALF)*  
*Chester County Nursing Home – Henderson, TN*

## **THE MANAGEMENT TEAM**

## **Eric W. Hansen – President**

### **Personal Profile**

Eric is a Houston native with a strong background in the real estate industry and is a graduate of Texas A&M University. Mr. Hansen has over 17 years of experience in design, construction, development, and real estate. Specific areas of expertise are focused in long-term health care facilities, third party project management, residential land development, and project evaluation.

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#### **EDUCATION**

**Master of Science in Construction Management**, Texas A&M University, December 1997

**Master of Science in Land Development**, Texas A&M University, August 1997

**Bachelor of Environmental Design**, Texas A&M University, May 1995

**Texas Real Estate Salesman's License**, April 1996

**Texas Real Estate Broker's License**, May 1998

#### **EXPERIENCE**

**HealthLink Development, LLC**: 2006 – present.

President – Bought out Partner's Interest's in December 2005 and assumed full responsibility for all aspects of company operations.

**HealthLink Development, LLC**: February 2002 – 2005.

Returned to HealthLink in as Executive Vice-President and a partner in the company. Responsibilities are similar to those responsibilities held at PrimeTex as well as those responsibilities performed for HealthLink in previous consulting and independent contractor roles.

**PrimeTex Development Group, LC**: April 1999 – January 2002.

Co-founder and President. Mr. Hansen has a broad background in the development, construction, and design of various real estate projects, and has performed a variety of functions within the real estate industry on a local and national level. Mr. Hansen's experience includes the development, planning, design, and construction of new senior housing developments, including assisted living and skilled nursing facilities; the pre-acquisition evaluation of existing facilities for operators, insurance companies, and financial institutions; and the planning and implementation of major renovations and additions to existing facilities. Mr. Hansen has also been responsible for evaluating, planning, and implementing commercial and residential projects from inception to completion in the local Katy market.

**HealthLink Development, LLC**: August 1997 – April 1999.

Independent contractor to HealthLink, acting in the capacity of Director, Development Services and providing consulting services in all aspects of Assisted Living and Nursing Home Development. Responsibilities include site selection, design development, architect selection and coordination, contractor selection and coordination, owner representation, pre-construction due diligence, conceptual project estimating and budgeting, and physical plant inspections of existing facilities for acquisition by clients.

**Eric Hansen – Continued**

**Royce Homes, Inc.: Summer 1996.**

Interned as a construction superintendent with responsibilities for and exposure to many aspects of new home construction including scheduling work crews, checking for accuracy and completeness at each stage of construction, and interacting with new home owners to resolve issues relating to their new homes. Participated in construction of over 40 new homes.

**Texas A&M University, AFROTC DET 805: 1991-1995**

Served as Cadet Major, supervised 88 cadets in B-Battery, Fightin' Texas Aggie Band in the capacity of 1st Platoon Officer. Supervised daily operations and training of B-Battery, 1st Platoon to ensure unit readiness. Authored and enforced platoon policies. Also served as Arnold Air Society Commanding Officer, 1995

**Lilypons Water Gardens:** February 1989 - January 1996, summers and holidays while a student.

Responsible for plant production, fish care and product sales.

**ACTIVITIES**

Society of American Military Engineers, 1992 - present

Real Estate Development Association, TAMU 1995-present

Texas Aggie Band Association, 1995-present

Houston Association of Realtors, 1997 – present

Harris County Municipal Utility District #81, Board of Directors, 2002-2009

West Harris County Regional Water Authority, Board of Directors, Nov 2009 – present

## **David Townsend**

340 Happy Hollow Lane  
Sevierville, TN 37876

(407) 716-6527

### **CONSTRUCTION INDUSTRY OVERVIEW**

Established a successful record of experience and achievements in commercial, residential, and industrial construction involving projects ranging from large residential estates to a \$26 million retirement community. Offer extensive experience in all phases of construction projects from the ground-up; maintaining key roles in the construction and remodeling of multi-million dollar projects; and communicating project status to owners, management, architects, engineers, and subcontractors.

Additional strengths include:

- Directing activities of construction personnel and subcontractors to meet cost, performance, quality, and safety objectives.
- Coordinating and supervising the work of personnel and checking finished work to assure compliance with contract specifications in all project hassles.
- Planning the acquisition and distribution of materials with construction schedules, and negotiating and obtaining bids.
- Experience analyzing manpower, machinery, and non-capital expenses, preparing budgets, monitoring project expenses, and estimating costs.

### **EDUCATION / LICENSURE**

State of Florida Licensed General Contractor – Commercial, Industrial, and Residential  
State of Tennessee Licensed General Contractor – Commercial, Industrial, and Residential  
B.S., Construction Technology, SOUTHERN ADVENTIST UNIVERSITY, Collegedale, TN  
A.S., Psychology, SEMINOLE COMMUNITY COLLEGE, Sanford, FL

### **PROFESSIONAL EXPERIENCE**

CONSTRUCTION INDUSTRY POSITIONS 1976 – Present

Employers and positions include:

- Superintendent	HealthLink Development	Various Sites throughout Florida	2002-2009
- Project Manager	Preston Management	Port St. Lucie, FL	1998-2001
- Project Manager	Manderleigh Development	Cleveland, TN	1997-1998
- Project Manager	Forrest Preston	Cleveland, TN	1994-1997
- Superintendent	Life Care Center of	Cleveland, TN	1991-1994
- Project Manager	America	Chattanooga, TN	1990-1990
- Self Employed	Self Employed	Collegedale, TN/ Baton Rouge, LA	1976-1989

David Townsend – Continued

### **SELECTED PROJECTS**

- **HealthLink Development:**
  - Superintendent on \$2.5 million, thirteen-month renovation to a nursing home, Assisted Living and Independent Living.
  - Superintendent on \$1.8 million, 62-bed addition to skilled nursing facility in Jacksonville, FL.
  - Superintendent on \$500K, 10 unit ILF apartment conversion in Port Charlotte, FL
- **Preston Management:**
  - Project Manager on a two-year project involving the construction of a \$26 million, 285,000 sq. ft. retirement community in Florida.
- **Manderleigh Development:**
  - Project Manager on a \$75 million French Country Style personal estate consisting of a 14,000 sq. ft. house, a 7,000 sq. ft. barn, and a 2,000 sq. ft. horse barn.
- **Forrest Preston:**
  - Built an Antebellum Style personal estate consisting of an 18,000 sq. ft. house, a 14,000 sq. ft. party barn, a 3 ½ acre lake, a \$1.0 million guest house, and a tennis court.
- **Life Care Center of America:**
  - Superintendent on a \$3.5 million nursing home construction, renovation, and additional project in Payson, Arizona.
- **Self Employed:**
  - Built a major project involving the construction of a 25 acre gas cleaning plant for Exxon; built several homes ranging from \$250K to \$20 million.
- **Self Employed:**
  - Built a historical – architectural replica of an Arcadian Style house in excess of \$1 million.
- **Self Employed:**
  - Remodeled a three-year commercial project for a large retail department store while under operation.

### **Responsibilities:**

- Obtained permits, read plans, scheduled work, coordinated purchase and delivery of materials, and supervised all construction project activities from start-up to completion.
- Prepared / presented job estimates including estimates for materials, manpower, and equipment.
- Reviewed and negotiated favorable construction contractor bid packages / proposals.
- Managed and scheduled subcontractors; established work plans and staffing for each phase of project and arranged for recruitment and assignment of project personnel.
- Conferred with staff to monitor project progress, provide advice, and identify / resolve problems.
- Performed site inspections to verify compliance with all project and quality specifications.

## **REFERENCES**

John Sheehan, Jr.  
Ocoee Foundation  
280 N. Ocoee  
Cleveland, TN 37311  
(423) 614-4191

R. Lee Crabbill  
Omega Healthcare Investors, Inc.  
Senior VP, Nursing Home Operations  
200 International Circle, Suite 3500  
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(253) 572-2210

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Senior Investment Officer  
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Bellville, TX 77418  
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