

*2023 has been active while challenging for HSA PrimeCare navigating the current economic climate along with our healthcare clients and partners.*



## Silver Cross Opens Wound Care Center in New Lenox, IL Medical Pavilion

In April, Silver Cross Hospital and Medical Center opened a wound care center at its Silver Cross Urgent Care Center in the Chicago southwest suburb of New Lenox.

“We’re proud to welcome Silver Cross Wound Care Center to

the Urgent Care Center, expanding the medical services offered in this state-of-the-art facility,” says Robert Titzer, executive vice president of HSA PrimeCare. “This lease underscores the growing demand for Class A medical office space in established hospital campus settings that are convenient to the patient.”

Developed by PrimeCare, the two-story, 40,000-square-foot clinic opened on the Silver Cross campus in May 2020. It also houses the hospital’s urgent care, occupational health, primary care and cardiac rehab clinics, as well as tenants Advanced Urology Associates and Dolehide Dermatology.

The wound care center covers the remaining 3,017 square feet of space, fully leasing the entire building.

We first began working with Silver Cross in 2008, when the hospital chose HSA PrimeCare to develop and manage

*(SILVER CROSS continued on [page 2](#))*

## HSA PrimeCare Recognized as Top Healthcare Property Manager by *Healthcare Business Review*

In its mid-February 2023 Healthcare Property Management edition, *Healthcare Business Review* recognized HSA PrimeCare as one of the Top Ten Healthcare Property Management Services Providers.

Per the feature:

“HSA’s property management team provides services that align with the specific needs of each practice. They understand that in this field, it is important to remain onsite and flexible when issues and emergencies occur. The team continues to improve service delivery by adapting to changing care trends and movement through educational

conferences, addressing topics such as consumerism and convenience and how they’ve reshaped provider-patient relationships.”

[Click here](#) to read the full write-up.



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a two-story, 53,000-square-foot medical office building occupied by Lurie Children’s Hospital of Chicago physician offices, Silver Cross Center for Women’s Health and Hinsdale Orthopedics. In 2011, the hospital again selected PrimeCare to develop the state-of-the-art The University of Chicago Cancer Center, operated by Silver Cross Hospital and University of

Chicago Medicine. We subsequently expanded the facility to 21,000 square feet and, in 2014, developed Silver Cross’ 30,000-square-foot business center to support offices, hospital support departments, EMS training and IT for the hospital. In 2021, we completed a further expansion of the Silver Cross Cancer Center by 5,168 square feet.

## HSA PrimeCare EVP Robert Titzer Discusses Pros of Second-Generation Medical Space



Robert Titzer, EVP

In features for *REJournals* and *The Daily Herald* during the summer, HSA PrimeCare Executive Vice President Robert Titzer discussed the pros of utilizing second-generation medical spaces in today’s market.

Given higher interest rates, among other challenges in the healthcare industry, some new development has

hit a pause, which has led to increased attention on second-generation or existing spaces. This type of space provides benefits for both users and owners, which Titzer highlights in his interviews with both publications.

In his feature for *The Daily Herald*, Titzer presented solutions to the issues of inflationary prices and higher interest

rates, namely rehabbing older medical or other commercial facilities, or leasing facilities rather than owning them.

For the *REJournals* story, Titzer delved more into the benefits of these solutions. In addition to being more cost effective, second-generation medical spaces tend to offer greater accessibility to patients and meet rising demands in a timelier fashion, all while still offering a new stream of revenue for property owners.

The greatest challenge in all of this has been keeping up with the rising population in many underserved suburban areas, such as in Northwest Indiana. Titzer says there will soon be an increase in new construction to address this shortage.



Silver Cross Health Center | New Lenox, Illinois

### About HSA PrimeCare

HSA PrimeCare partners with some of the premier healthcare institutions in the nation to create real estate solutions that address the needs of today’s patients while satisfying the strategic and financial goals of the health system. The firm provides development/ownership, project management, leasing, monetization, and property management services. Chicago-based HSA PrimeCare, a division of HSA Commercial Real Estate, Inc. is a leading developer and owner of healthcare facilities throughout the Midwest.

## Bryan Health Signs Lease for Family Medicine Clinic at Elizabeth Park South Medical Center in Lincoln



In September, Bryan Health made a major investment in the southeast Lincoln, NE community by opening a new family medicine clinic at Elizabeth Park South Medical Center. Housed in approximately 10,000 square feet of renovated space, this is a strategic location for the provider's primary care network.

Acquired by HSA PrimeCare in 2016, the 40,000-square-foot Elizabeth Park South Medical Center is also home to CHI Health Clinic.

## HSA PrimeCare and HSA Commercial Announce Addition of New Team Leader



Ken Osborne, VP of Development

After 25 years on our team, senior vice president of HSA Commercial's development division, Mark TeGrootenhuis, announced his retirement in June.

HSA PrimeCare and HSA Commercial are pleased to announce the addition of team leader, Ken Osborne, to Vice President of Development.

A graduate of Illinois State University in Construction Management with over 12 years of experience in the

construction and real estate development fields, Ken brings an array of skills to our Development team, ranging from project management, risk management, land entitlement, stakeholder management and communication, value engineering and technical knowledge.

Ken has been consistently recognized for his performance and contributions to the industry and promoted within the firms where he has previously worked. Prior to HSA, he was a Development Manager for CenterPoint Properties, where he managed overall development of projects valued from \$5 million to \$100 million and completed development of over 5 million square feet in industrial construction, as well as \$20 million in related infrastructure projects.

He also has experience as a Pre-Construction Manager at Clayco and a Cost Estimator at The Concord Group, both based in Chicago.

### Meet Our Team Leaders

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