Vital Signs:
Health Care Real Estate Opportunities and Challenges in Minnesota

ULI Urban Land Institute Minnesota

7:30am **Registration**

8:00am **Welcome:** *Ted Redmond, Managing Principal – Leo A Daly*

8:10am **Opening Remarks:** *Murray Wolf, Publisher – Healthcare Insights*
- Short presentation on national and regional state to place topics in context.

8:30am **Minnesota 2012: The Opportunities and Challenges for Minnesota's Healthcare Systems Large and Small (15 minute presentation – 5 min Q/A)**
- Healthcare Provider: *Dr. Robert E. Nesse, M.D.,* CEO - Mayo Clinic Health System
- Healthcare Provider and Payer: *Andrea Walsh,* Executive Vice President & Chief Marketing Officer - HealthPartners
- Senior Care Provider: *Julie Murray, Director Real Estate Development – Ecumen*

9:30am **Break**: Please write on cards provided, or discuss among your table and identify a topic for Fact or Fiction Panel to address:
- Wish to know more about how one of the National Trends is Effecting MN?
- Is there a trend nationally or within Minnesota not mentioned you would like to hear discussed?
- Do you have an observation you wish to have the panelists discuss?

9:40am **Medical Real Estate - A Niche Asset Class Becomes Main Stream for Investors and Developers:**
- Developer's Perspective: *Keith Konkoli,* Senior Vice President – Midwest Duke Realty
- Private Equity Real Estate Investor: *Darryl Freling,* Managing Principal and Cofounder – MedProperties Holdings, LLC
- Owner' Perspective: *Ruth Krystopolski,* Executive Vice President Development and Research – Sanford Health
- Health care REIT: *John T. Thomas,* Executive Vice President, Medical Facilities – Health Care Reit, Inc.

10:40am **Health Care Real Estate - Fact or Fiction Panel Discussion:** *All*
- Moderated by Murray: discuss the convergence of trends, answer items brought up by tables, and/or discuss what developers and owners hear often about medical real estate but don't either understand or believe what they hear.

11:30am **Wrap-Up:** *Murray Wolf* and *Caren Dewar,* Executive Director – ULI Minnesota

11:45am **Adjourn**