

## CASE STUDY: CLARIAN HOSPITAL



### THE CHALLENGE

CBRE was asked by Clarian Health Partners' Director of Real Estate to identify the appropriate site for a new south medical hospital campus. The facility was to be located on the south side of Indianapolis or in northern Johnson County. The site needed to be along a major thoroughfare with access to Franklin, Whiteland, Martinsville, Center Grove, Greenwood, and Southern Indianapolis. The new site also needed to be large enough for future expansion and development for a medical campus, alternative MOB uses, and complimentary services.

### THE STRATEGY

CBRE identified all sites for Clarian over 25 acres and site owners between Graham Road in eastern Johnson County and State Road 67 in Hendricks County to locate an appropriate site for the build to suit project. They worked with local economic development leaders, local officials, and utility contracts to identify sites, land costs, utility costs, labor costs, and available incentives. CBRE put Clarian Hospital in a competitive situation with land owners and local communities in Indianapolis and Greenwood.

### QUICK FACTS:

- ✓ Johnson County, IN
- ✓ Site Selection
- ✓ Build to Suit
- ✓ 158 Acres

### SERVICES:

- ✓ Tenant Representation
- ✓ Multi-Parcel Site Acquisition
- ✓ Option to Purchase
- ✓ Demographic Preparation
- ✓ Competitor Maps

### CBRE CONTACT:

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### THE SOLUTION

CBRE, Mark Witt, and his local land team collaborated with Clarian's staff and provided the best site alternatives to Clarian for their new South Campus location. The access to the site and ease of travel for patients and emergency vehicles was of most importance to Clarian. After an extensive site search of 31 sites that included Indianapolis, Greenwood, and Center Grove, it was determined that White River Township in Greenwood, Indiana was the most central area for accommodating their patients' and physicians' needs. The CBRE mapping department in Phoenix, Arizona put together extensive demographic information along with traffic studies and a competitive service map of other medical practices to help determine the best and final site selection.

### THE BENEFIT

CBRE confidentially assembled several pieces of property that were off the market direct from the land owners. The site allows for visibility and ingress/egress from two arteries, State Road 135 and Whiteland Road. By negotiating in confidence with several parcel owners, CBRE received a competitive price for the site. Clarian now has the ability to build their campus and also have the ability to offer MOB build to suits, lease options, and out lots and sites for complimentary health services. The central location of the site offers access to the large population base for long term patient growth in the area.