

GLOBEST. REAL ESTATE FORUM PRESENTS

HEALTHCARE

INFLUENCERS

The last twelve months have proven to be a roller coaster ride for the healthcare real estate industry sector. Like office, medical office buildings lost tenants as physicians closed operations and reduced their space. Unlike office, this niche then rebounded admirably not long after the pandemic began. It quickly became clear that medical office buildings were a solid investment that would withstand the vagaries of the pandemic. Kudos must go to the men and women who navigated this minefield. On the following pages you will read about these experts we have selected based on a range of criteria, most fundamentally the impact they have made in their industry in the last twelve months.



#### MIKE NORRIS

HealthyTenant focuses on reducing facility costs and liabilities for practices from the evaluation stage through project completion and, on an ongoing basis, handling facility management issues, operating expenses and certification compliance. At the helm of

HealthyTenant, the only tenant representation firm in the Washington D.C., area, is Mike Norris. As president, Norris is responsible for the business operations of the company and maintains a hands-on role in all projects for the practices that HealthyTenant supports. He guides the firm's strategy of evaluating non-medical spaces and buildings for conversion to medical space in an effort to achieve a practice's specialized facility needs for less. In addition, Norris has assisted practices with facility certification compliance, grant applications and Stark Law compliance, and he uses payor mix data to enable practices to make informed decisions. In the past three years, he has completed more than 100 projects totaling more than 500,000 square feet for practices and health centers. However, he points to achievements during the pandemic as his best accomplishments. Norris worked with federally-qualified health centers to set up COVID-19 testing sites in building parking lots and negotiated fair rent deferments and assisted with grant and PPP applications for private practices to weather shutdown and reopening struggles. Norris and HealthyTenant regularly support CCI Health & Wellness, a federally-qualified health center whose work in testing, vaccinations and a wide array of other medical services is indispensable for the community.