



Complex Challenges, Smart Solutions  
For Healthcare Real Estate



INDIAN CREEK CAMPUS

CASE STUDY



# THE UNIVERSITY OF KANSAS HEALTH SYSTEM KANSAS CITY, KS

## HIGHLIGHTS

**Facility Size**  
159,000 square feet

**Project Structure**  
Public-Private  
Partnership

**Project Type**  
Acute Care Expansion  
& Ambulatory  
Surgery Center

## Client Reference

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Realty Trust Group (RTG) partnered with The University of Kansas Health System (“UKHS”), a leading academic medical center based in Kansas City, KS, on a strategic real estate plan to expand its presence in a highly-competitive growth market. UKHS had an existing presence in the Overland Park community with a 40-bed acute care facility and supporting physician services, known as the Indian Creek Campus. Based on market dynamics and the strategic location of UKHS’ existing services, expansion at the existing site was necessary to continue meeting the needs of the community.

Given the strategic importance of this growth strategy and the significant capital investment required, UKHS looked to RTG to help evaluate proposed development alternatives. RTG advised UKHS on the potential of forming a joint venture public-private partnership with the landlord to finance and construct the new 120,000 SF facility adjacent to the existing 40-bed hospital. The existing facility would then be converted to an ambulatory surgery center to support growing outpatient surgical volumes.

The joint venture strategy required a keen understanding of both parties’ objectives to successfully structure the transaction. RTG worked closely with stakeholders across UKHS, including Real Estate, Strategy, Finance, Accounting, Public Relations, and Legal. By understanding both the developer’s perspective and the health system’s perspective, RTG was able to structure a partnership arrangement that achieved the health system’s strategic, operational, and financial objectives while generating **long-term value creation in excess of \$10 million** compared to a traditional lease scenario.