

The "Three Legged Stool"

CCIM July Meeting

Speaker: Shawn Cloonan, Exec. VP, General Counsel for Planning & Development at Texas Medical Center

BY RAY HANKAMER
rhankamer@gmail.com

Mr. Cloonan had some impressive information and statistics for the real estate professionals attending the June CCIM luncheon:

- The Texas Medical Center (TMC) has an annual "GDP" of \$25 billion
- It is the largest medical center in the world with 50 million SF, and 56 member institutions
- It is a 'three legged stool' with the legs being (a) clinical with 9200 beds (b) research and development and (c) commercialization of research results into products for the medical industry—this latter (c) is the main focus of TMC at the moment, in order to keep the entrepreneurial results here in Houston which derive from the research done here in Houston
- TMC is the 8th largest business district in the US
- The healthcare industry is growing strongly because of the Affordable Care Act
- Multi-institution collaboration is key to attracting vital funding from the National Institute of Health (NIH) and other sources—collaboration among the 56 members is also key to crossover innovation and commercially marketable results
- "How do we best leverage our size and quality to increase discoveries in medicine?" is the question TMC asks itself daily
- Acquisition of the 635,000 SF former Nabisco baking factory has led to the formation of a life sciences park which serves as an incubator for fledgling ideas and tiny new companies in the medical field
- The Cohort Program hosted in this facility has attracted 600 applicants for the next session, where top experts in the various medical fields have a chance to interact and to 'strike sparks' with each other
- New ideas attract funding and potential result in new companies which can be based in Houston
- Johnson & Johnson, the huge pharmaceutical company, has created J-Lab here, and it has already attracted 22 new small companies which meet its exacting standards—now other Big Pharma companies want to come into the TMC
- Linking all this research is a new electronic web where participating researchers can share results, thus facilitating new discoveries
- A vast new research area is planned south of OST on what is now a huge parking lot—construction to begin next year with occupancy by 2020

Shawn Cloonan



Offering Properties & Hotel Consulting

PROPERTIES AVAILABLE

- Hotel, Condo, Retail Site - Cruise Terminal - Galveston, TX
- Freeway Sites - I-20 - Monahan, TX
- 30 Acres Commercial/Rail Serviced - Tomball, TX
- 12 Acres Residential/Commercial - I-45 - Huntsville, TX
- Hotels - Statewide
- Hotel Sites - Katy, TX

Contact: Ray Hankamer



**HANKAMER
& ASSOCIATES**
BROKERS, L.L.C.

Hospitality Consulting Services

40 Years Experience As
Developer, Owner / Operator
and Commercial Broker

Agents:

Ray Hankamer, Jr.
rhankamer@gmail.com

Pablo Szub
szub@mail.com

Sergio Pineda
sergpineda@aol.com

Dan Zimmerman
danz@lacolombedor.com

(713) 922-8075 • www.hankamer.com

