



CTRR delivers complete end-to-end services and significant savings to growing Tampa-based healthcare training school as they expand to multiple locations

THE CHALLENGE

“CTRR are exceptional negotiators and that’s coming from someone who has done a lot of real estate negotiating. There is a big advantage to having CTRR handle the negotiations due to their expertise in every aspect of the process including the build out.”

*Steven Kemler
CEO, Co-Owner
Ultimate Medical Academy*

Ultimate Medical Academy (UMA) provides affordable, accredited and convenient training for careers in the healthcare field. Founded January 2005, today UMA educates thousands of students at its two main campuses in Tampa and Clearwater, Fla. as well as at its online campus. UMA offers industry relevant, skills-based programs that allow students to study without disruption to their current personal and professional responsibilities. Their programs give students the skills needed for new careers in specialties like Medical Billing and Coding, Medical Administrative Assistance, Health Information Technology, Pharmacy Technician and Spa Management.

In the fall of 2006, UMA was in urgent need of a larger space for its original campus in Tampa. “We had been growing fast,” says Steven Kemler, CEO and Co-Owner of Ultimate Medical Academy. “We needed additional space quickly but our business was still young and at the time did not have a significant financial track record.” An associate of Kemler’s who was the head of real estate law at a Fortune 500 company recommended CTRR, a firm that exclusively represents tenants and that specializes in healthcare real estate.

THE SOLUTION

UMA called upon CTRR again in 2009 when they outgrew their Clearwater campus. “CTRR found us a highly effective space nearby and because of our previous experience, we trusted them to do everything start to finish,” Kemler says. Soon after UMA asked CTRR to find another very large space in the Tampa area for new corporate headquarters and a call center. Since this facility was going to be revenue generating, UMA wanted to be in the new space quickly. “I’ve done a lot of real estate transactions in other businesses over 15 years so I realized the complexity of moving into a space in a timely fashion and making all the pieces work,” Kemler says. “I was impressed at how CTRR dealt with the landlord and even more impressed that they were able to bring the landlord around to our perspective.”

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Although there were a lot of challenges in this deal, CTRR was able to resolve all issues including providing for an emergency generator onsite and securing significant concessions from the landlord to pay for the build out. “In each of our negotiations we’ve been extremely happy with the outcome,” Kemler says. “We’ve never incurred any out-of-pocket costs and always had minimal transaction costs because CTRR negotiated for everything to be covered.”

THE RESULTS

On three separate projects for UMA, CTRR delivered complete end-to-end services including negotiating complex transactions, sourcing reliable and talented architects and contractors and securing significant cash for build outs. The relationship not only provided substantial savings to the growing healthcare training and certification institution but also provided thousands of square feet of high end, finished spaces.

“CTRR are exceptional negotiators and that’s coming from someone who has done a lot of real estate negotiating,” says Kemler. “There is a big advantage to having CTRR handle the negotiations due to their expertise in every aspect of the process including the build out.” Kemler explains why he continues to choose the experts at CTRR over traditional commercial real estate brokers. “CTRR offers a whole suite of value-added services that don’t wind up costing you anything additionally. I’ve worked on many real estate transactions and negotiated for hundreds of thousands of feet in my career. In my experience, CTRR is by far the best at what they do.”