EDPMA New Member Spotlight

**Xite Realty, LLC** is a Texas-based commercial real estate company that specializes in representing hospitals, physician groups and healthcare joint ventures in the site selection, lease/purchase negotiations, and development of Free Standing Emergency Centers (FSECs) throughout the nation. Xite has represented healthcare clients in a combined historical transaction volume exceeding 12,000,000 square feet. Our resources and capabilities allow us to provide a data driven approach to site selection. Additionally, with the creation of Xite Realty's sister company, Xite Project Management, we have the capability to provide independent project/process management services to our clients which insure competitive construction bidding, strict timeline management, value engineering, reporting and the coordination of all vendors/healthcare professionals involved in the construction and set up of the facility. Xite Reality has negotiated over 50 FSEC sites and managed 23 FSEC projects.

*Excerpts from a conversation with Tommy Newton, Principal at Xite Reality, LLC*

We heard about EDPMA from Tim Seay due to his involvement with Elite Care and the freestanding emergency community, which led to us to present at the 2015 Solutions Summit Focus on FSECs. Prior to this, we had always been told by our clients that EDPMA is the business side of Emergency Medicine, but we wanted to know "what does that mean?" After presenting at the Summit, we were very impressed with the collection of individuals and companies in attendance and their willingness to collaborate and discuss all aspects of emergency medicine. We were able to engage with the type of people that make the decisions to hire companies like us. Having all those people from a national breadth to focus on emergency medicine in one space was invaluable to us. After one day we knew it was an organization we needed to join.

Being headquartered in Texas has allowed us the opportunity to be exposed to both the right and wrong ways to go about the site selection process for FSECs. There is no substitute for experience. Now with the FSEC model evolving and spreading into other states, whether it is physician-owned, hospital-owned, a joint venture, or micro hospital hub and spoke model, being a part of EDPMA has allowed us to meet and collaborate with professionals throughout all spectrum's in most markets across the nation. Furthermore, EDPMA keeps us up-to-date on the issues through their newsletters and emails.

Everyone is watching what the government is doing, and waiting to see how things will change. Legislation and policies may impact physicians or patients first, but it inevitably trickles down the system and impacts us as well. Being a member of EDPMA allows us to stay on top of our game and grow our business, and in essence provide better service to our clients, which allows them to provide better access to care for their patients.