

Highlands County Hospital District Board of Commissioners Special Meeting – June 24, 2025

The Highlands County Hospital District Board of Commissioners met at 1:30pm on Tuesday, June 24, 2025, at the Highlands County Commissioner's Board Room. Notice of the Special Meeting was published in the Highlands News-Sun on June 15, 2025. The notice is filed in the Board's meeting file.

COMMISSIONERS PRESENT: Dean Gerber, Dusty Johnson, Katie Wilson

COMMISSIONERS ABSENT: Victor Divietro, Jeff Roth

OTHERS PRESENT: Bert Harris – Swaine, Harris & Wohl, PA; Gail Escobar- Clerk; Tonya Marshall - Community Programs; Henry Capote – Interim CEO HCA Florida Highlands Hospital; Myla Reizen and Jennifer Ungru with Jones Walker via TEAMS; members of the public

I. MEETING CALLED TO ORDER at 1:30 pm by Chairman Gerber.

Chairman Gerber stated that the special meeting was called to consider the contract with BBG Real Estate Services for the valuation of the hospital property.

II. INVOCATON AND PLEDGE OF ALLEGIANCE

Mr. Johnson led the pledge and gave the invocation.

III. COMMENTS FROM THE PUBLIC

No comments

IV. APPROVAL OF PAYMENT OF INVOICES

MOTION: Mr. Johnson made a motion seconded by Ms. Wilson to approve payment of invoices for Highlands News-Sun – 111.93 and Jones Walker LLP – 45,743.78 as presented by the Clerk. Upon roll call, all Members voted aye. The motion carried.

V. CONSIDERATION OF DUKE ENERGY REQUEST FOR EASEMENT

Item was tabled until the easement request documentation is received from Duke Energy.

VI. CONSIDERATION OF CONTRACT FOR VALUATION OF DISTRICT PROPERTIES AND ASSESTS

Myla Reizen provided a summary of the proposals from CBRE, Inc; Integra Realty Resources; and Stout, Risius Ross, LLC. All three companies have the appropriate credentials for project. The estimated valuation pricing for CBRE is \$50,000, Integra is \$25,000, and Stout is \$125,000. Integra is a smaller entity with a team that would be involved having experience on the topic which includes the writing of a book on the same topic for the Appraisal Institute, and they have worked opposite HCA on a number of similar projects. CBRE is billion-dollar entity that offers a wide range of services. They represented HCA on previous projects but the team that would be involved in this project would not involve those individuals. Stout falls between the other two companies with the same qualifications and has also represented HCA on past projects.

Their quote was rather high compared to the other two options, so based on qualifications and financials, Ms. Reizen said the recommendation would be between CBRE and Integra and would depend if a larger or smaller entity is preferred by the Board. Mr. Johnson asked for clarification of the quote from Stout since the written quote states \$225,000, but Ms. Reizen stated the amount of \$125,000. She said the initial proposal was \$225,000 which included the strategy and appraisal, then they provided a second proposal of \$125,000 for only appraisal work. Mr. Johnson asked if she was recommending either CBRE or Integra to which Ms. Reizen stated that either one would be a good choice. She and Ms. Ungru have spent time with both company contacts and their biographies have been provided to the Board. Both companies are competent and qualified and will provide the real estate valuation, market rent analysis, the business valuation, and strategic scenario analysis (this strategic advice is not at the same level as that of the contracted strategic advisor). She stated that Integra was recommended by a real estate advisory entity in the Tampa area as having extensive experience in the central Florida area though both recommended entities do have experience in Florida. Mr. Harris stated that he will defer to Ms. Reizen as to any recommendations that would be made regarding the two entities. Either contracts would require a few changes as to confidentiality and public records, and when and how information is disclosed. Any contract approval made today would be subject to the Chairman's ability to negotiate final changes to the legal technicalities of the contract price.

MOTION: Mr. Johnson made a motion seconded by Ms. Wilson to approve the contract with Integra Realty Resources for a cost of \$25,000 for the valuation of the District properties and assets and give approval to the Board Chairman the ability to negotiate any legal technicalities. Upon roll call, all Members voted aye. The motion carried.

VII. CONSIDERATION OF CONTRACT FOR STRATEGIC ADVISORY SERVICES

Ms. Reizen presented Sunset Healthcare Consultants, LLC, for consideration. Information for this company was provided to the Board prior to today's meeting. The contact, Don Steigman, has past experience as a hospital operator as the former COO for Jackson Health Systems, worked in senior management with Tenant Health Systems, and also has experience in the buying and selling of hospitals. Having someone like him on the team would be highly valuable, as he brings expert knowledge at a very reasonable cost relative to the impact he can make on the process.

MOTION: Mr. Johnson made a motion seconded by Ms. Wilson to approve the contract with Sunset Healthcare Consultants, LLC, for strategic advisory services for the estimated cost reflected in the proposal, and give approval to the Board Chairman for the ability to negotiate any legal technicalities. Upon roll call, all Members voted aye. The motion carried.

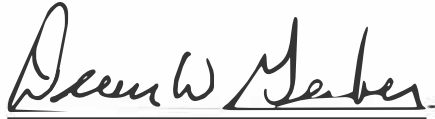
VIII. RECOMMENDATIONS TO THE BOARD OF COUNTY COMMISSIONERS THE USE OF SURPLUS FUNDS

The District Board declared surplus funds of \$374,301 at the May 22, 2025 regular meeting and made grant recommendations totaling \$361,688 which left a non-allocated amount of \$12,613.

MOTION: Mr. Johnson made a motion seconded by Ms. Wilson to transfer surplus funds in the amount of \$361,688 to be expended for grant funding as voted on at the May 22, 2025 regular meeting, and to transfer the non-allocated surplus balance of \$12,613 to be used for health services at the discretion of the Board of County Commissioners. Upon roll call, all Members voted aye. The motion carried.

IX. ADJOURNMENT

Chairman Gerber adjourned the meeting at 1:54pm.



Dean W. Gerber, Chairman



Gail Escobar, Clerk