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Capabilities & Qualifications

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Executive Experience and Education as support for Real Estate Career

John Brandeburg served at the senior level as a leader, manager, and developer within the health care field. He brought deals to the table, serving as the point person on acquisition of new buildings and in the selling of hospitals and nursing homes. Over his career he was either the buyer or seller of \$100M in real estate/business transactions. This has led to a career in real estate because of the strong experience as a Buyer and as a Seller. That experience, along with a strong current formal education, becomes the foundation for a senior level career in Real Estate. That strong health care background includes working with community bond issues in Orange County and Dade County, Florida. It includes the national sale of 1,100 nursing home beds in Ohio, Massachusetts, and Pennsylvania through Smith Barney Investment Bankers. It also involves the acquiring of certificate of need applications for new specialty hospitals in Miami, West Palm Beach, Tampa, Orlando and Jacksonville. He made the site selections and purchased the land for these new hospitals in Miami, West Palm Beach, Orlando, and Jacksonville. He was involved with the design and construction and staffing and initial supervision of new hospitals in Miami, West Palm Beach and Orlando. He purchased an operating treatment center in Tampa and converted it into a licensed hospital. In all of these he was personally involved in the bond issues, or conventional mortgage financing while also serving on the Board of Directors and the Executive Committee of the parent organization. All of this experience has benefit for his Real Estate career.

Profile Health Care Administration and Consulting

Strong Strategic Planning experience in areas of Long Term Care, Home Care, Physical Rehabilitation, Acute Care, Mental Health, the Positioning of Facilities and Services, the Establishment of Continuum of Care, and development of health care systems.

Strong Total Quality Management (TQM) skills involving health care adoption of industrial type TQM that will fully promote customer service and satisfaction, reengineering quality of elements of service and the delivery of those services, along with strong cost effectiveness.

Design, implementation, and management of Nursing Homes, Adult Living Facilities, and multi-unit Long Term Care providers.

Hospital Strategic Planning and use of TQM especially relating to areas of competition, SNF/SNU, Home Care, Physical Rehab, Physician Recruitment needs, and the overall positioning of services within the marketplace.

Skilled in utilizing Pathways and Benchmarks as a means of designing new services and providing greater quality with better satisfaction, and stronger cost effectiveness.

Inpatient and Outpatient Physical Rehab management and planning for Hospitals and Nursing Homes.

General Health Care Consulting to Hospitals, Nursing Homes, Physician and Provider Group Practices.

Nursing Home Administrator and a Specialty Hospital Administrator
(Mental Health and Substance Abuse)

Designing of New Programs or Services that produce higher quality, satisfaction, and cost efficiency.

Experience in Training and Implementation of Computer Systems in Health Care.

Experience in the design and operation of successful Subacute Services.

Broad experience in Health Care Facility acquisitions, CON approvals, Construction of New Facilities, and the Staffing, Opening, and Supervision of new facilities. (Nursing Homes, Substance Abuse Centers, and Specialty Psychiatric Hospitals)

Experience in non-profit Foundation fund raising.

Experience in issues of Compliance and Accreditation.

Capabilities

"John is a highly motivated individual with integrity and forthrightness. He's done an excellent job selling my 1,928 acres." Charlie Rogers, Mt. Dora, FL

"Thorough knowledge of the (real estate) market; integrity; and reliability. These are qualifications that John Brandenburg has that puts him head and shoulders above other real estate brokers in his area. John is also very active in his community and is well known and highly respected by the leaders in his community. I have had the pleasure of working with him and I can highly recommend him as a broker who will bring successful results"
Levy Wong, Licensed Real Estate Broker - Miami, FL

"John Brandenburg worked tirelessly to help my family maximize value in the sale of our undeveloped acreage in Fruitland Park." Casey Williams – Houston, TX

"I have cherished John's time. As a colleague, he has improved the bottom line of our organization. He has helped us in the long run and short-term as we plan new health care products and services."

"John has worked closely with me in providing a customer service level on a national basis that has improved not only the quality of patient care in the Long Term Care industry, but has increased the profitability of those customers that he directly serves."

"John, you are such a fine person and we appreciate you. This is such a relief to have our two Lake County properties sold. I'm sure God will bless you and your family as long as you live. We need more people like you. We will never forget what you did for us."
Ed, Gene & Wuanita Wells - Cedar Hill, TX

"John has a drive and passion for his work that has led his clients to dramatic and bold change that has improved quality, positioned them squarely in the market, and drives dramatic new contribution margins. He has built customer value and loyalty in the process. He has done this in healthcare and now as Broker."

"John functions at a high energy level and sets very high standards for himself and those with whom he works."

"John has provided great investment potential for me and my family. We have bought and sold commercial property through John. He is professional and very knowledgeable in his market. We have been treated honestly and Brandenburg Development Group has always represented our interests and enhanced our value through their development functions."
Harry Zyl - Orlando, FL

"He has a rare mix of effective management skills, a high level of creativity and original thinking, and the courage to change when change may not be popular."

"John is driven by a desire to continually improve his knowledge base and skills."

"His experience as an executive in the hospital industry, his long-term care background, and his focus on quality, rehab, and strategic planning, qualify him in a unique fashion to be a leader in health care."

"John has the willingness to tackle any task, assignment or problem with boundless energy and a dedication to serve his customer."

Health Care Experience

Elected to 315-bed Acute Hospital Board of Directors *January 2003 to Present*

Member of Board of Directors of the Central Florida Health Care Development Corporation, and Leesburg Regional Medical Center. This is a non-pay position with a 3-year term running through January 2006. The board has full responsibility in the running of this 315-bed acute hospital with over \$300M in annual revenue and over 1,700 employees. LPMC also owns the 60-bed Villages Regional Medical Center which opened in September of 2002. **Elected Treasurer of LPMC and the Central Florida Health Care District in February 2005.** Named Chairman of the Finance Committee in 2005. In **June 2005**, also elected to the **Board of Directors of The Villages Regional Hospital.**

Consultant to Hospital Division

December 1998 to July 1999

Polaris Group (NovaCare), Hingham, MA - Worked for the President of the NovaCare Hospital- Division. Did a three-month research study on hospitals view of Strategic Planning, Quality, Rehab, and Outsourcing. Did site visits to many U.S. Hospitals for Strategic Planning and design of new rehab services for those hospitals, or their health system, appropriate to their overall continuum.

Project Coordinator/Consultant

September 1997 to December 1998

Polaris Group, Hingham, MA - Worked with 20 nursing homes in Florida, Georgia, and the Carolinas, to do training and installation of new computer systems to track and document rehab services within two different nursing home companies.

Health Care Consultant

June 1995 to September 1997

Polaris Group, Hingham, MA - Consulted to the VP of Operations for Florida, responsible for 17 Nursing Homes in Florida of Unicare/Extendicare Corp. Made monthly site-visits and attended regional meetings. Tracked therapy and subacute operations and made recommendations to improve the quality, patient satisfaction, and reimbursement for therapy services and Medicare and other 3rd party payers.

CEO and Consultant (Sole Practice)

September 1993 to June 1995

MHSA Network of Florida, Orlando and Leesburg, FL - Worked to establish a mental health network in Central Florida of private practice and group practice therapists and psychiatrists. Consulted with those practices for managed care and network services.

Administrator and CEO

June 1992 to September 1993

Glenbeigh Hospital of Orlando, Orlando, FL - While still serving as Sr. VP for Glenbeigh, Inc., took over the administration of this 80-bed specialty hospital for substance abuse, eating disorders, and related psychiatric problems. This hospital was new but not a strong financial performer. The hospital was repositioned and established a network of private practice affiliates and dramatically improved volume of service and profitability and from December 1992 through April 1993 the hospital experienced its best months ever. (Despite this, on March 17, 1993, Glenbeigh Corporate was sued for bankruptcy)

Senior Vice President*January 1985 to August 1993*

Glenbeigh Hospitals, Inc., Jupiter, FL - Active on Board of Directors and Executive Committee of the company. Acquired CON's for 5 specialty hospitals in Florida. Assisted in financing and building the hospitals. Staffed and opened all facilities and handled initial supervision. Directed operations of the Glenbeigh Institute (Training/Workshop and Publishing Division). Point person in acquiring Care Unit of Tampa. Directed Contract Unit Operations. Did sales of new Hospital Contract Units. Leadership role in corporation for managed care and outpatient services.

VP for Long Term Care Operations*January 1980 to December 1985*

Glenbeigh Hospitals, Inc., Jupiter, FL - Responsible for all of the 1,100 Nursing Home beds in Massachusetts, Pennsylvania, and Ohio. Reported to CEO of corporation. Named to Board and Executive Committee in 1980. Full bottom-line responsibility for all SNF operations in corporation. In 1984-85 converted several nursing homes to specialty hospitals and sold remaining nursing homes.

Nursing Home Administrator/Executive Director*May 1973 to June 1980*

MARC, Inc (later became Glenbeigh), Pittsburgh, PA - Served as CEO of Wightman Health Center, 187-bed Skilled Nursing Facility. Responsible for all operations, finances, balance sheet, and facility cash management. Reported to the CEO of corporation.

Various Corporate Positions*July 1968 to May 1973*

MARC, Inc (later became Glenbeigh), Pittsburgh, PA - Nursing Home Consultant, Project Director of Research Projects, Director of Operations for Fast Food operations, Comptroller, assisted in the purchasing of nursing homes. Reported to the VP of the corporation.

Education**Engineering***1961-1962****Penn State University, McKeesport, PA.***

Attended for one year.

Associate Degree; Marketing Major with Minor in Management *1963-June 1966*

Robert Morris College, Pittsburgh, PA. This was a three-year respected business college at the time offering Associate Degrees only. Within two years of graduation it was a four-year college. **Graduated June 1966**

B.S. Health Care Administration*1997- May 10th 1999*

Saint Leo College, Saint Leo, FL. GPA: 4.0, Major GPA: 4.0. Attended weekend College programs. **Graduated Summa Cum Laude on May 10, 1999**

M.H.A. Health Care Administration*September 1999-August 2001*

University of Florida, Gainesville, FL. Successfully completed a Masters Degree in Health Administration (MHA) at UF. **Graduated on August 11, 2001**

CCIM.*(March 2004 – Fall of 2006)*

Began a 2-year certification program for national certification in Commercial and Investment Real estate. Accepted by CCIM Institute for first three one-week courses in Tampa 4-19-04, and in Ft. Lauderdale 9-20-04. Two additional course in 2005 and submission of major paper and testing to receive designation Certified Commercial Investment Member (CCIM) in 2006.

Leadership and Professional Organization Memberships

2005-present	Elected to Board of Directors of The Villages Regional Hospital
2005-present	Elected Chairman of LRMC Finance Committee & Treasurer of Hospital
2004-present	Chairman, Leesburg Partnership Design Committee.
2003-present	Board of Directors of The Leesburg Partnership.
October 2003	Elected Chairman of the Lake County Code Enforcement Board.
2003-present	Board of Directors of Leesburg Regional Medical Center.
2002- 2004	Lake County Code Enforcement Board. (Board replaced w/ Special Master 4/04)
2000-present	President and Board Member of Sunrise Kiwanis Club of Leesburg. 2003 President.
1995	Graduate of Leadership Orlando through Greater Orlando Chamber of Commerce.
1992-1995	Coordinator for southern states for the American Association for Partial Hospitalization.
1992-1995	Member of the Florida Mental Health and Substance Abuse Providers Coalition.
1992-1995	Registered Lobbyist with the Florida Legislature for Health Care issues.
1992-1996	Active in the Florida Hospital Association .
1992-1995	Member of Board of Directors for the Florida Partial Hospitalization Association .
1993-1997	Member of Board of Directors and Executive Committee of the National Association For Responsible Professional Athletes.
1987-1998	Member of the Board of Directors and Executive Committee of the International Association of Eating Disorder Professionals. (Professional Accreditation Organ.)
1976-1978	Member of the Board of Directors of the Pennsylvania Nursing Home Loan Agency . (Governor appointee to board that administered \$100 million safety improvement fund)
1974-1980	Member of the Board of Directors of the Pennsylvania Healthcare Facilities Association.

Real Estate Background

Licensed as a **Real Estate Salesperson** in April 2000. Worked as a Broker-Associate at Century 21 John C. Thomas Realty, Inc., Fruitland Park, FL from May 2000 – August 2003. Licensed as a **Real Estate Broker** on July 9, 2002 with license **AC#0480112**.

Opened **Brandenburg Development Group, Inc.**, real estate Brokerage Office in August 2003.

Specialize in the sale of **commercial and investment property**, and **vacant land for commercial developments or large tracts** of land 500 – 2,500 acres for **major housing developments**. I am also the **Leasing Agent** for about 100,000SF of upscale office space in Leesburg. Work closely with regional planning agencies, county governments and local governments throughout central Florida on issues of planning, zoning, annexation and to better understand where staff support is for the viability of certain projects or changes in the use of land or existing improvements on property. Have participated in development of Small Cities Block Grants and with planning for Community Development Districts (CDD's). **In 2004 had Sales that closed totaling \$12,300,000 and also Leases that closed in 2004 in the amount of \$1,549,000. Sales and Leases closed in first five months of 2005 total \$10,690,000. Total for 2005 projected to be \$31M. This is a very active Brokerage and Development office....**

College Teaching Experience

Thru early 2003 taught two undergraduate courses in Health Care Administration as **Adjunct Professor** at **Saint Leo University**. The classes are a mixture of traditional day students and weekend and evening students. These courses are for students in their junior or senior year of college and the courses are: *Quality Improvement in Health Care; Health Planning and Policy Management; Health Care Organization; Finance for Health Care Managers*. I also serve as Adjunct Professor at **Lake Sumter Community College** and taught Business Administration majors one or two courses per year.

Personal Background

Married and father of two sons, **Jonathan**, age 21, and **Tyler**, age 10.

Rosanne Brandenburg is the **Executive Director, Institutional Advancement** for the Lake-Sumter Community College Foundation. Have resided in Lake County, Florida since August of 1994.