



SOMERS ORTHOPAEDIC SURGERY  
& SPORTS MEDICINE GROUP



**WOHLSEN**  
CONSTRUCTION

## Somers Orthopaedic Surgery & Sports Medicine Group Case Study

### Trusted Partnership Lays Groundwork for Expansion

When one of the largest dedicated owners and operators of medical office buildings in the United States, Healthcare Trust of America (HTA), recruited Wohlsen Construction to assist with the demolition and renovation for one of their tenants at Putnam Hospital, the project was right in Wohlsen's wheelhouse. However, there was a new variable, as it was located beyond Wohlsen's traditional footprint for overseeing construction. As a result, this particular project was not just another chance to prove our expertise in an occupied healthcare setting, but it was also an invaluable opportunity to enter a new market: New York State.

With a long-standing relationship with HTA, Wohlsen was initially called on to support their budgeting efforts while downsizing the third-floor medical offices of one of their current tenants, Somers Orthopaedic Surgery & Sports Medicine Group. This budgeting helped finalize new lease negotiations for the new space, and by the end of 2022, Wohlsen was set to deliver the project.

### Familiar Expertise in a New Market

"Expanding our services and capabilities to serve our clients better is always the goal. This project represented our first entry into the New York state market," Mike Courtney, Project Executive, explained. "It was just the opportunity we needed to provide construction management services to our clients as they expand and grow their operations. We have a great relationship with HTA, and the project has enhanced our subcontractor relationships while also continuing to demonstrate our construction capabilities in an occupied healthcare setting."

Over the course of three months, starting January 1, 2023, the tenant's space was downsized from 19,000 square feet to 10,000 square feet. In addition to significant demolition, the renovation included all new X-ray rooms, remodeled waiting rooms, administrative support, and new finishes, lighting fixtures, ceiling tiles, flooring, and paint throughout.





## Turning Challenges into Opportunities

When initial permitting was delayed, what could have been a detriment to the project, Wohlsen turned into an opportunity to get ahead.

“When we faced challenges in obtaining the building permit, we took advantage of this time to order all the materials, from flooring, windows, doors, and hardware — which allowed us to hit the ground running once we had the green light. But the biggest challenge was working in an occupied healthcare building. Fortunately, it is something we have a lot of experience in!”

While construction was underway, the Somers team was fully operating out of the future vacant space on the same floor. And in addition to the new X-ray rooms the team was constructing for them, the current rooms had to remain functional and accessible to their employees throughout the project.

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“It is our priority to minimize disruption for everyone throughout the project,” Mike shared. “We manage every detail, from setting up temporary partitions and signage to separating our workspace from the medical offices to regularly collaborating with the tenant regarding power and lighting shutdowns so they can continue to support their patients. And this consideration goes for the entire building. We had to be extra aware of how and when we used the elevators to get materials up to the third floor when patients and doctors rely on them daily, so we worked many nights and overtime hours to minimize this disturbance.”

## A Growing Partnership — An Exciting Future

While Wohlsen prides itself on our storied 130+ year history of delivering successful construction projects with a specialty in healthcare, this project has now facilitated new, exciting opportunities to serve our clients across senior living, higher education, and more in the New York counties in which they also operate.

“It is our goal to maintain a strong partnership with HTA as their builder of choice across their geographic footprint.” Mauro Rubbo, Regional Vice President, added. “Our recent expansion into New York will help us establish a congruent presence along the East Coast from Connecticut to Northern Virginia and allow us to continue to deliver successful projects to many of our existing clients in these areas. Our team is excited to expand our relationship with the HTA with two additional New York projects and see what our partnership’s future can bring.”

