

# **EXHIBIT 19**

**Marshall Valuation Service Analysis  
A.L.S. HEALTHCARE CONSULTANT SERVICES  
SHORE REGIONAL MEDICAL CENTER**

**Tower**

**I. The Marshall and Swift Guideline**

		<b>M&amp;S Page #</b>
Type	Hospital	Gen. Hospital or Conval. Hosp.
Construction Quality/Class	Good/A	
Stories	6	
Perimeter	1,202	for use in Perimtr Adj.
Average Floor to Floor Height	15.2	
Square Feet	329,579	
f.1      Average floor Area	54,930	for use in Perimtr Adj.

**A. Base Costs**

Basic Structure	\$365.78	Section 15-24 - 26
Elimination of HVAC cost for adjustment	0	Section 15-25
HVAC Add-on for Mild Climate	0	Section 15-25
HVAC Add-on for Extreme Climate	0	Section 15-25
<b>Total Base Cost</b>	<b>\$365.78</b>	<b>Section 15-25</b>

**Adjustment for Departmental Differential  
Cost Factors**

1.11

**Adjusted Total Base Cost**

\$404.23

**B. Additions**

Elevator(If not in base)	\$0.00	Section 15-36
Other	\$0.00	Section 15-25
<b>Subtotal</b>	<b>\$0.00</b>	

**Total**

\$404.23

**C. Multipliers**

Perimeter Multiplier	0.903535116	15-37 Interpolated
Product	\$365.24	

Height Multiplier	1.073617949	
Product	\$392.13	
Multi-story Multiplier	1.015	15-25
Product	\$398.01	
<b>D. Sprinklers</b>		
SprinklerAmount	\$2.40	15-36
<b>Subtotal</b>	<b>\$400.41</b>	
<b>E. Update/Location Multipliers</b>		
Update Multiplier	1.02	99-3
Product	\$408.41	
Location Multiplier	0.99	99-5
Product	\$404.33	
<b>Calculated Square Foot Cost Standard</b>	<b>\$404.33</b>	

# M&S Method for Interpolating Area and Perimeter Factor

## Tower

		Perimeter					
		1,200	1,201.5	1,400	1,200	1,201.5	1,400
Area	50,000	0.908		0.918	0.908		0.918
	54,929.8				0.903464553	<b>0.9035351</b>	0.91287297
	75,000	0.885		0.892	0.885		0.892

## Area Interpolation

1	0.908	-	0.885	=	0.023
2	54929.833	-	50000	=	4929.833333
3	75000	-	50000	=	25000
4	4929.8333	/	25000	=	0.197193333
5	0.023	*	0.1971933	=	0.004535447
6	0.908	-	0.0045354	=	0.903464553
7	0.918	-	0.892	=	0.026
8	0.026	*	0.1971933	=	0.005127027
9	0.918	-	0.005127	=	0.912872973

## Perimeter Interpolation

10	1400	-	1200	=	200
11	1201.5	-	1200	=	1.5
12	1.5	/	200	=	0.0075
13	0.912873	-	0.9034646	=	0.00940842
14	0.0094084	*	0.0075	=	7.05632E-05
15	0.9034646	+	7.056E-05	=	0.903535116

New

146,034

22,660.00

0

Total Square Footage	329,579
Basement	
1st Floor	123,374
2nd Floor	74,502
3rd Floor	43,241
4th Floor	36,247
5th Floor	33,442
6th Floor	18,773
Penthouse	
<b>Average</b>	<b>54,929.8</b>
Perimeter	
Basement	
1st Floor	1,933.00
2nd Floor	1,318.00
3rd Floor	1,167
4th Floor	1,090
5th Floor	1,050
6th Floor	651
Penthouse	
<b>Average</b>	<b>1,201.5</b>
Wall Height (floor to eaves)	
Basement	-

HeightXsf

## Capitalized Construction Allocation

	New	Renovation	Total		
Building Cost	\$105,292,993	\$0			
Subtotal Cost (w/o Cap Interest)	\$182,130,699	\$0	\$182,130,699		
Subtotal/Total	100.0%	0.0%		Cap Interest	Loan Placement Fees
Total Project Cap Interest [(Subtotal Cost/Total Cost) X Total Cap Interest]	\$40,280,000	\$0	\$40,280,000	\$39,658,000	\$622,000
Building/Subtotal	57.8%	#DIV/0!			
Building Cap Interest	\$23,286,584	#DIV/0!			

Wall Height Interpolation

15

1.069

1st Floor	16.00	1,973,984
2nd Floor	16.00	1,192,032
3rd Floor	14.00	605,374
4th Floor	14.00	507,458
5th Floor	14.00	468,188
6th Floor	14.00	262,822
Penthouse		
<b>Average</b>	<b>15.2</b>	5,009,858

**15.20078039** Height

15.20  
16 1.092

1	1.069	-	1.092	=	-0.023
2	15	-	15	=	0.20078
3	16	-	15	=	1
4	0.20078039	/	1	=	0.20078
5	-0.023	*	0.20078039	=	-0.00462
6	1.069	-	0.004617949	=	<b>1.073618</b>

Sprinkler

300,000 2.43  
329,579  
400,000 2.32

1	2.43	-	2.32	=	0.11
2	329,579	-	300000	=	29579
3	400000	-	300000	=	100000
4	29579	/	100000	=	0.29579
5	0.11	*	0.29579	=	0.032537
6	2.43	-	0.0325369	=	<b>2.397463</b>

Department	PROPOSED Dept. Area SF	MVS Department Name	MVC Differential Cost Factor	Cost Factor x SF
Inpatient Nursing Units				
Intensive Care	11,808	Inpatient Units	1.06	12,516
Med / Surg - Telemetry	13,487	Inpatient Units	1.06	14,296
Rehab (Requard Center)	13,792	Inpatient Units	1.06	14,620
Med / Surg - General	13,502	Inpatient Units	1.06	14,312
Pediatric Unit	-	Inpatient Units	1.06	0
Med / Surg - Joint & Neuro	13,492	Inpatient Units	1.06	14,302
Obstetrics incl. nursery	23,293	Inpatient Units	1.06	24,691
Subtotal	89,374			
Diagnostic & Treatment				
Clinical Lab / Pathology	3,923	Laboratories	1.15	4,511
Emergency Department	22,945	Emergency Suite	1.18	27,075
Inpatient Dialysis	1,771	Inpatient Units	1.06	1,877
Imaging Department	15,004	Radiology	1.22	18,305
Interventional Suite		Operating Suite,		
(including O.R.'s, Cath, EP)	23,001	Total	1.59	36,572
		Operating Suite,		
Prep / Stage 2 Recovery	14,983	Total	1.59	23,823
Pre-Anesthesia Testing	1,300	Laboratories	1.15	1,495
Observation Unit	2,957	Inpatient Units	1.06	3,134
Respiratory Therapy	871	Adjunct Facilities	1.18	1,028
Subtotal	86,755			
Administrative / Public Services				
Auxiliary	354	Offices	0.96	340
Admitting / Registration	2,213	Offices	0.96	2,124
Chapel	487	Public Space	0.8	390
Education Center / Med Library	3,027	Offices	0.96	2,906
Gift Shop	1,248	Offices	0.96	1,198
Hospitalist Suite	600	Offices	0.96	576
On-Call	1,464	Offices	0.96	1,405
Executive Admin	5,496	Offices	0.96	5,276
CIM / Physician Lounge	2,977	Employee Facilities	0.8	2,382
Quality Team	5,111	Offices	0.96	4,907
Human Resources / Employee Health	1,831	Offices	0.96	1,758
Nursing Administration / Staff offices	2,870	Offices	0.96	2,755
Information Technology	2,575	Offices	0.96	2,472
Lobby Services	1,300	Public Space	0.8	1,040
Subtotal	31,553			
Support Services				
EVS/Linen/Facilities/Mat. Mgmt.	13,028	Laundry	1.68	21,887
Maryland Express Care	733	Offices	0.96	704

Department	PROPOSED Dept. Area SF	MVS Department Name	MVC Differential Cost Factor	Cost Factor x SF
Sterile Processing	6,336	Central Sterile Supply	1.54	9,757
Pharmacy	4,032	Pharmacy	1.33	5,363
Security	930	Offices	0.96	893
Food & Nutrition	12,105	Dietary	1.52	18,400
Subtotal	37,164			
Clinics				
Cardiopulmonary / Vascular	5,763	Outpatient Department	0.99	5,705
Allied Health / School of Nursing	-			0
Behavioral Health Addiction Clinic	1,391	Outpatient Department	0.99	1,377
Breast Center	-			0
Cardio Rehab	3,483	Outpatient Department	0.99	3,448
Child Advocacy Center	-			0
Joslin Diabetes Clinic	3,670	Outpatient Department	0.99	3,633
Infusion Center	2,137	Outpatient Department	0.99	2,116
Coumadin (anti-Thromb) Clinic	-			0
Pain Management Clinic	2,635	Outpatient Department	0.99	2,609
Sleep Lab	-	Outpatient Department	0.99	0
Multi-Specialty Clinic	3,813	Outpatient Department	0.99	3,775
Wound Healing Center	-	Outpatient Department	0.99	0
Outpatient Lab Draw	730	Outpatient Department	0.99	723
Subtotal	23,622			
Total Department Gross SF	268,468			322,474
Building Grossing Factor	63,645	Mechanical Equipment and Shops	0.7	44,552
Central Plant	-			
Total Building Gross SF	332,113		1.11	367,026



## CUP

### I. The Marshall and Swift Guideline

Type	Hospital
Construction Quality/Class	Good/A
Stories	7
Perimeter	610
Average Floor to Floor Height	18.0
Square Feet	22,530
f.1                      Average floor Area	22,530

#### **A. Base Costs**

Basic Structure	\$ 365.78
Elimination of HVAC cost for adjustment	0
HVAC Add-on for Mild Climate	0
HVAC Add-on for Extreme Climate	0

**Total Base Cost** \$365.78

**Adjustment for Departmental Differential Cost Factors** 0.70

**Adjusted Total Base Cost** \$256.05

#### **B. Additions**

Elevator (If not in base)	\$0.00
Other	\$0.00

**Subtotal** \$0.00

**Total** \$256.05

#### **C. Multipliers**

Perimeter Multiplier	0.916558
Product	\$234.68
Height Multiplier	1.184
Product	\$277.86
Multi-story Multiplier	1.000
Product	\$277.86

#### **D. Sprinklers**

Sprinkler Amount	\$3.77
------------------	--------

**Subtotal** \$281.64

#### **E. Update/Location Multipliers**

Update Multiplier	1.02
Product	\$287.27
Location Multiplier	0.99
Product	\$284.40

**Calculated Square Foot Cost Standard** **\$284.40**

# M&S Method for Interpolating Area and Perimeter Factor

## CUP

		Perimeter					
		600	610	700	600	610	700
Area	20,000	0.923		0.936	0.923		0.936
	22,530				0.91541	<b>0.9165582</b>	0.926892
	25,000	0.908		0.918	0.908		0.918

## Area Interpolation

1	0.923	-	0.908	=	0.015
2	22530	-	20000	=	2530
3	25000	-	20000	=	5000
4	2530	/	5000	=	0.506
5	0.015	*	0.506	=	0.00759
6	0.923	-	0.00759	=	0.91541
7	0.936	-	0.918	=	0.018
8	0.018	*	0.506	=	0.009108
9	0.936	-	0.009108	=	0.926892

## Perimeter Interpolation

10	700	-	600	=	100
11	610	-	600	=	10
12	10	/	100	=	0.1
13	0.926892	-	0.91541	=	0.011482
14	0.011482	*	0.1	=	0.001148
15	0.91541	+	0.001148	=	0.916558

	New
Total Square Footage	22,530
1	22,530
<b>Average</b>	<b>22,530.00</b>
Perimeter	
1	610
<b>Average</b>	<b>610.0</b>
Wall Height (floor to eaves)	
1	20
<b>Average</b>	<b>20.00</b>

45060	90120	180240	360480				
0	0	0	0				
		Sprinkler					
			20000	3.84			
			22,530.00	3.77422			
			30000	3.58	0	0	
		1	3.84	-	3.58	=	0.26
		2	22,530	-	20000	=	2530
		3	30000	-	20000	=	10000
		4	2530	/	10000	=	0.253
0		5	0.26	*	0.253	=	0.06578
0	0	6	3.84	-	0.06578	=	3.77422

Wall Height Interpolation

	20	1.184				
	20.00					
	24	1.276				
	1	1.184	-	1.276	=	-0.092
	2	20	-	20	=	0
	3	24	-	20	=	4
	4	0	/	4	=	0
	5	-0.092	*	0	=	0
	6	1.184	-	0	=	<b>1.184</b>

Type		Mechanical Penthouse
Construction Quality/Class		Good/A
Stories		7
Perimeter		205
Average Floor to Floor Height		18.0
Square Feet		2,534
f.1	Average floor Area	2,534
<b>A. Base Costs</b>		
	Basic Structure	\$80.77
	Elimination of HVAC cost for adjustment	0
	HVAC Add-on for Mild Climate	0
	HVAC Add-on for Extreme Climate	0
<b>Total Base Cost</b>		<b>\$80.77</b>
<b>Adjustment for Departmental Differential Cost Factors</b>		<b>N/A</b>
<b>Adjusted Total Base Cost</b>		<b>\$80.77</b>
<b>B. Additions</b>		
	Elevator(If not in base)	\$0.00
	Other	\$0.00
<b>Subtotal</b>		<b>\$0.00</b>
<b>Total</b>		<b>\$80.77</b>
<b>C. Multipliers</b>		
Perimeter Multiplier		1.05492
	Product	\$85.21
Height Multiplier		1.22609
	Product	\$104.47
Multi-story Multiplier		1.020
	Product	\$106.56
<b>D. Sprinklers</b>		
	SprinklerAmount	\$5.48
<b>Subtotal</b>		<b>\$112.04</b>

**E. Update/Location Multipliers**

Update Multiplier	1.02
Product	\$114.28
Location Multiplier	0.99
Product	\$113.14
<b>Calculated Square Foot Cost Standard</b>	<b>\$113.14</b>

**M&S Method for Interpolating Area and Perimeter Factor**

**Mechanical  
Penthouse**

		Perimeter					
		200	205	250	200	205	250
Area	2,500	1.052		1.105	1.052		1.105
	2,534			5	1.049688	1.05492	1.102008
	3,000	1.018		1.061	1.018		1.061

**Area Interpolation**

1	1.052	-	1.018	=	0.034
2	2534	-	2500	=	34
3	3000	-	2500	=	500
4	34	/	500	=	0.068
5	0.034	*	0.068	=	0.002312
6	1.052	-	0.002312	=	1.049688
7	1.105	-	1.061	=	0.044
8	0.044	*	0.068	=	0.002992
9	1.105	-	0.002992	=	1.102008

**Perimeter Interpolation**

10	250	-	200	=	50
11	205	-	200	=	5
12	5	/	50	=	0.1
13	1.102008	-	1.049688	=	0.05232
14	0.05232	*	0.1	=	0.005232
15	1.049688	+	0.005232	=	1.05492

New		5068	10136	20272	40544		
		0	0	0	0		
Total Square Footage	2,534	Sprinkler					
7	2,534						
Average	2,534.00			2000	5.69		
				2,534.00	5.48174		
Perimeter				3000	5.3	0	0
7	205						
Average	205.0						
		1	5.69	-	5.3	=	0.39

Wall Height (floor to eaves)		Wall Height Interpolation	2	2,534	-	2000	=	534
7	21.83		3	3000	-	2000	=	1000
		0	4	534	/	1000	=	0.534
<b>Average</b>	<b>21.83</b>	0	0	5	0.39	*	0.534	= 0.20826
			6	5.69	-	0.20826	=	5.48174

	20		1.184		
	21.83				
	24		1.276		
1	1.184	-	1.276	=	-0.092
2	22	-	20	=	1.83
3	24	-	20	=	4
4	1.83	/	4	=	0.4575
5	-0.092	*	0.4575	=	-0.04209
6	1.184	-	-0.04209	=	<b>1.22609</b>

**Consolidated MVS Estimate**

<b>Benchmark</b>	<b>MVS Benchmark</b>	<b>Sq. Ft.</b>	<b>Total Cost Based on MVS</b>
<b><u>Hospital</u></b>	\$404.33	329,579	\$133,258,451.23
<b><u>CUP</u></b>	\$284.40	22,530	\$6,407,456.18
<b><u>Mechanical Penthouse</u></b>	\$113.14	2,534	\$286,694.82
<b><u>Consolidated</u></b>	<b>\$394.63</b>	354,643	\$139,952,602.23



## **II. The Project**

### **A. Base Calculations**

	<b>Actual</b>	<b>Per Sq. Foot</b>
Building	\$132,074,850	\$372.42
Fixed Equipment	\$0	\$0.00
Site Preparation	\$33,000,000	\$93.05
Architectural Fees	\$9,000,000	\$25.38
Permits	\$8,055,849	\$22.72
Capitalized Construction Interest	Calculated Below	Calculated Below
<b>Subtotal</b>	<b>\$182,130,699</b>	<b>\$513.56</b>

### **B. Extraordinary Cost Adjustments**

#### **Project Costs**

#### **Inside the Loop**

Canopy	\$1,032,052	Building
Premium for Labor Shortages on Eastern Shore Projects	\$9,905,614	Building
LEED Silver Premium	\$5,282,994	Building
Siesmic Costs	\$2,641,497	Building
Pneumatic Tube System	\$750,000	Building
Transvac System	\$2,700,000	Building
Signs	\$1,040,000	Building
Jurisdictional Hook-up Fees	\$1,852,215	Permits
Impact Fees	\$1,539,819	Permits
Paving and Roads	\$6,240,000	Site
Demolition	\$26,000	Site
Storm Drains	\$2,472,660	Site
Rough Grading	\$1,476,214	Site
Landscaping	\$2,222,382	Site
Sediment Control & Stabilization	\$209,130	Site
Helipad	\$622,594	Site
Water	\$60,900	Site
Sewer	\$97,440	Site
Premium for Minority Business Enterprise Requirement	\$4,486,908	Building
Premium for Minority Business Enterprise Requirement	\$782,907	Site

Outside the Loop		
Roads	\$6,240,000	Site
Pump Station	\$745,680	Site
8" to 12" Force Main	\$1,040,000	Site
Misc.	\$520,000	Site
EASTON ELECTRICAL SERVICE	\$704,369	Site
EASTON GAS SERVICE TO PROPERTY	\$254,196	Site
Verzion	\$1,170,497	Site
MD Broad Band (Fiber)	\$1,592,448	Site
Chop Tank (Electric)	\$2,826,004	Site
Cable TV	\$3,532,880	Site

Amount Spent on the 2012 Project that is not now Usable

Architect/Engineering Fees	\$2,022,908	Architect/Engineering Fees
Permits	\$52,849	Permits

**Total Cost Adjustments** \$66,143,158

<b>C. Adjusted Project Cost</b>	<b>Per Square Foot</b>	
Building	\$104,235,785	\$293.92
Fixed Equipment	\$0	\$0.00
Site Preparation	\$163,698	\$0.46
Architectural Fees	\$6,977,092	\$19.67
Permits	\$4,610,966	\$13.00
Subtotal	\$115,987,541	\$327.05
Capitalized Construction Interest	\$23,286,584	\$65.66
<b>Total</b>	<b>\$139,274,125</b>	<b>\$392.72</b>
MVS Benchmark	\$394.63	
The Project	\$392.72	
Difference	-\$1.91	-\$678,477