

# CRAIN'S

## *Hospital for Special Surgery to open clinic in Hudson Yards*

### **Providers eye potential market of 125,000 new residents, workers**

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Hospital for Special Surgery will open a 15,000-square-foot clinic at 35 Hudson Yards next year as it seeks to attract patients from among the workers and residents flocking to the complex.

The specialty orthopedic hospital's clinic will share the 72-story, mixed-use tower with anchor tenant Equinox, which plans to use the building for its first hotel as well as a fitness center. The site also will house 143 apartments and office space.

"What we see in Hudson Yards is a development transforming a portion of Manhattan where there will be a very large population living and working," said Louis Shapiro, HSS president and CEO.

HSS isn't the first health care provider to see an opportunity to serve new patients at the development. Mount Sinai said in March that it would open an 18,000-square-foot concierge clinic at 55 Hudson Yards. That facility will cater exclusively to the employees of commercial tenants.

The vast complex, which runs from 30th Street to 34th Street between 10th and 11th avenues and from 30th Street to 33rd Street between 11th and 12th avenues, includes 18 million square feet of commercial and residential space. When it is completed in seven years, 125,000 people will live, work or visit Hudson Yards daily, according to a 2016 estimate from its developers, The Related Cos. and Oxford Properties Group.

The complex will be home to Time Warner, Wells Fargo, BlackRock and the National Hockey League, among other companies.

The HSS outpatient facility will be staffed by physicians and physical therapists who will diagnose, treat and manage patients' orthopedic conditions. It will provide imaging and physical therapy services on-site, but physicians won't perform surgeries there. For more complicated cases, the clinic can make a referral to HSS' main Upper East Side campus on East 70th Street.

#### Accessible locations

While health systems often look to expand in space near their main campuses, "it's equally desirable being in locations that are easy to access for a new crop of patients," said Paul Wexler, a real estate broker who heads the Wexler Healthcare

Properties Team for the Corcoran Group.

HSS has recently sought other expansion opportunities. The hospital agreed last year to a 65,000-square-foot lease on West 58th Street between 11th and 12th avenues. It plans to open an ambulatory surgery center there next year. Shapiro said that location would serve a wider population willing to travel for surgical care.

Beyond Manhattan, HSS has established satellite locations in Westchester, Long Island, New Jersey, Connecticut and Florida.

"As our industry has continued to rapidly change and organizations have opted for M&A as a way to grow, we're building our delivery system organically," Shapiro said.

The Hudson Yards location will place HSS near a growing roster of large employers, who may want to contract with the hospital to provide services. HSS already provides on-site services at Goldman Sachs' downtown offices.

"That program will grow as a consequence of our being there," Shapiro said.

