

THREE LOWER COUNTIES COMMUNITY SERVICES

1665 Woodbrooke Drive | Salisbury, MD 21804



DEAL STORY:

Three Lower Counties Community Services is well known on the Peninsula for serving communities by providing health care to all patients and eliminating barriers to care. Starting off with primary care services, TLC continued to expand to include mental health services, pediatrics, internal medicine and OB/GYN. As the organization continued to grow, so did its number of employees. Staff increased from 26 to 250+ over the past 16 years. The challenge for TLC became space. Space for employees, patients and their families and space for equipment.

With offices on Riverside Drive, Phillip Morris Drive and Healthway Drive in Salisbury and an office in Princess Anne, the organization was spread out in small pockets across the Shore but faced the challenge of not having adequate space to meet the growing healthcare demands of the community. At one point, in the OB office on Riverside Drive, physicians were seeing up to 100 patients a day in a 3,000 square foot space.

When TLC became the sole provider on the Shore for obstetrics, the organization evolved into a federally qualified health center (FQHC). This added another level of jurisdiction to the approval process when it came time to rebuild because any site considered for TLC construction would require federal approval.

Devreco and Gillis Gilkerson had the experience and expertise necessary to meet TLC's development demands. In addition to TLC's Adult Medicine practice and the Delmarva Pharmacy, the development team's portfolio on the Woodbrooke Drive campus included comprehensive development for other large scale medical office spaces (PRMC, Peninsula Imaging, and Peninsula Orthopedics). This helped to streamline the site approval process for the newest TLC office. The development team managed the financing, land planning and regulatory checklist to allow TLC to move forward with the expansion of a 21,000 square foot office building on Woodbrooke Drive.

QUICK FACTS:

- Healthcare Access Solution
- 21,000 Square Feet
- Federal Approval on Site
- Client Involvement

“ WE HAD WORKED WITH PALMER BEFORE AND KNEW HE HAD A GOOD REPUTATION IN THE AREA. HE WAS GREAT TO WORK WITH AND WE KNEW WE WOULD HAVE THE OPPORTUNITY TO GIVE INPUT ON THE BUILDING WHICH WAS CRITICAL FOR US AS A FEDERALLY QUALIFIED HEALTH CENTER. WE HAVE CERTAIN REQUIREMENTS WE MUST MEET AND KNEW THE DEVELOPMENT TEAM WOULD LISTEN TO OUR FEEDBACK AND FULFILL OUR NEEDS. ”

Sue Gray
CEO, Three Lower Counties (TLC)

