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Upgrading & Improving Your Building While in Operation



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Principal of Animal Arts

About Vicki: Animal Care Architect and Veterinary Technician



Over 23 years of experience in the veterinary field

- Reception
 - Veterinary Technician
 - Owner's Representative
 - General Manager of Boarding/Daycare Facility
 - Veterinary Architect
- Joined Animal Arts in 2006
 - Animal Arts promotes and supports the advancement of animal welfare and wellness
 - Business Owner – Partner since 2008
 - Registered Architect in 19 U.S. states as well as Alberta
 - Author: Practice Guide to Veterinary Hospital Design

Animal Care Architect and Veterinary Technician



- Wife
- Mom



Signs that it is time to renovate:



1

Your décor is outdated (Refresh)

It does not reflect the high quality of the medicine that is currently being practiced

2

More floor space is required to accommodate growth (Add on or utilize under-utilized areas)

The hospital is not taking full advantage of the space it has, or services have changed

3

You are out of space (Relocate)

There is a plan to either sell the practice, bring on a new associate or your current real estate is too limiting

Signs that it is NOT time to renovate

Your budget and your business plan don't align

- Your remodel needs outweigh your building's spatial capabilities
- The renovation would require moving existing structural elements or major building systems are outdated



The site is no longer zoned for veterinary use, or the city is taking over your property (eminent domain)

- Rarely happens

You are building/renovating to “save the marriage”

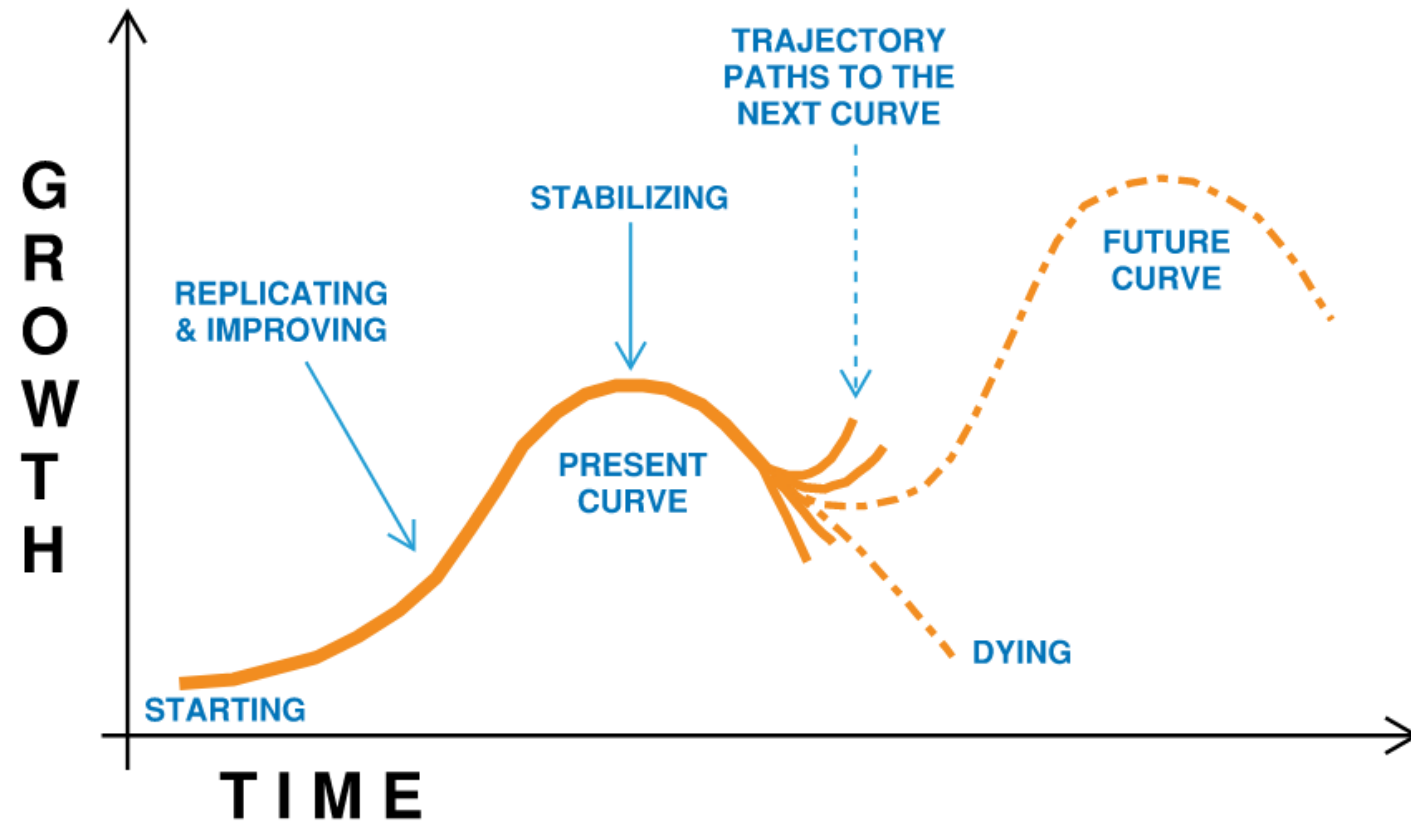


But how to make a smart decision?

The foundation is your business plan

- ROI is about understanding how to maximize what you are trying to accomplish while minimizing your investment/risk
- Align your expectations – all owners should agree

Know where you are on the





Importance of Your Business Plan

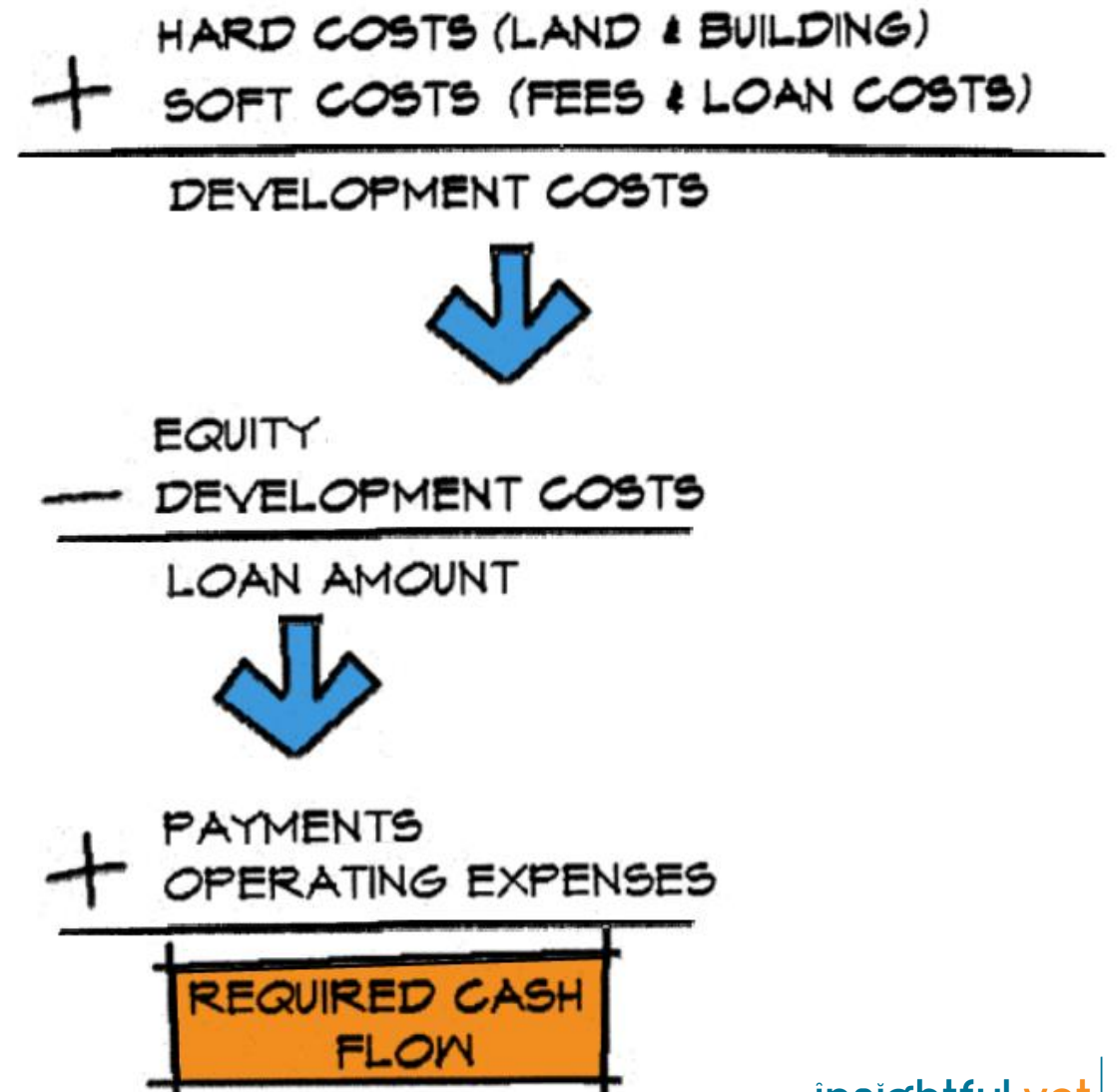
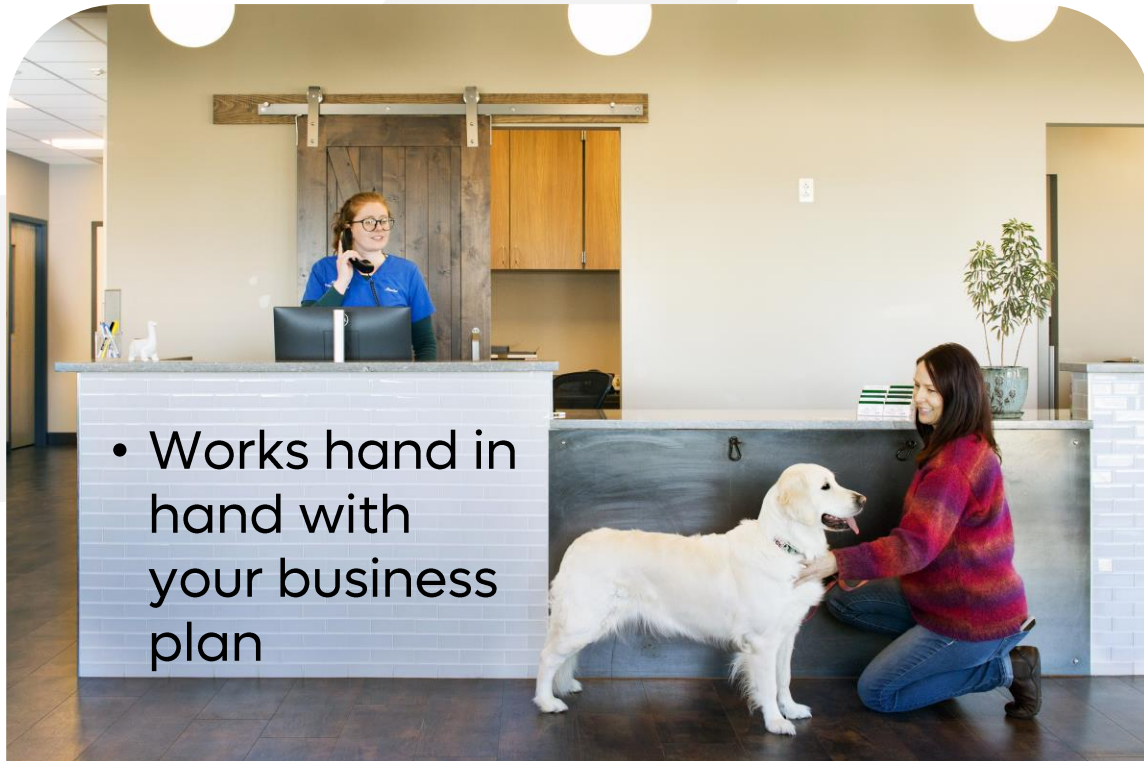
- Used to set goals, allocate resources, identify challenges and help make decisions....and can help to get funding
- Partner with professionals

Great Place to Start

- **If you need to borrow money**
 - Used as a tool to show the bank why they should finance your project
 - More of a formal part of the process for funding
- **If you are self-funding**
 - Helps to validate the decision-making process
 - Keeps multiple owners on the same page
 - Is a less formal exercise

Importance of THE PRO FORMA

Financial model that assesses a construction project's financial feasibility



How to gather these costs?



1

Assemble the team

- Financing
- Practice Consultants
- Real Estate
 - Broker/Attorney
- Architecture/Engineering
- General Contracting

2

Evaluate existing site, building and systems conditions, and applicable codes

3

Needs Assessment and Schematic Design

Hard Cost/Soft Cost Breakdown

- **Finishes only:** \$50/sf
- **Finishes + minor code upgrades:** \$80/sf
- **Light renovations:** \$150/sf up to
- **Complex renovations:** \$500/sf
- **Addition:** \$400-\$600/sf

HARD COSTS (LAND & BUILDING)

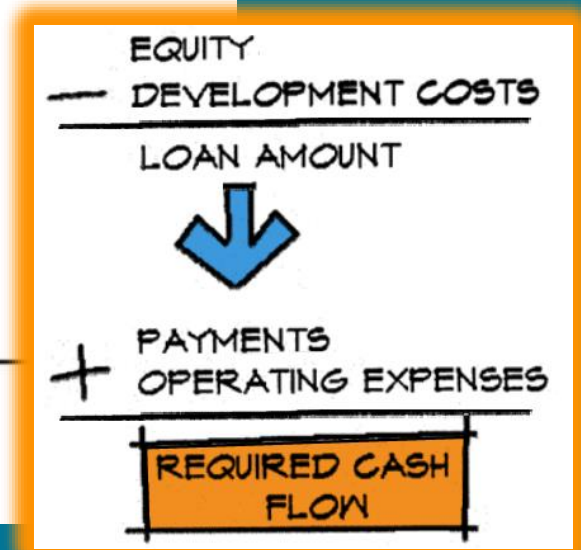
+ SOFT COSTS (FEES & LOAN COSTS)

DEVELOPMENT COSTS

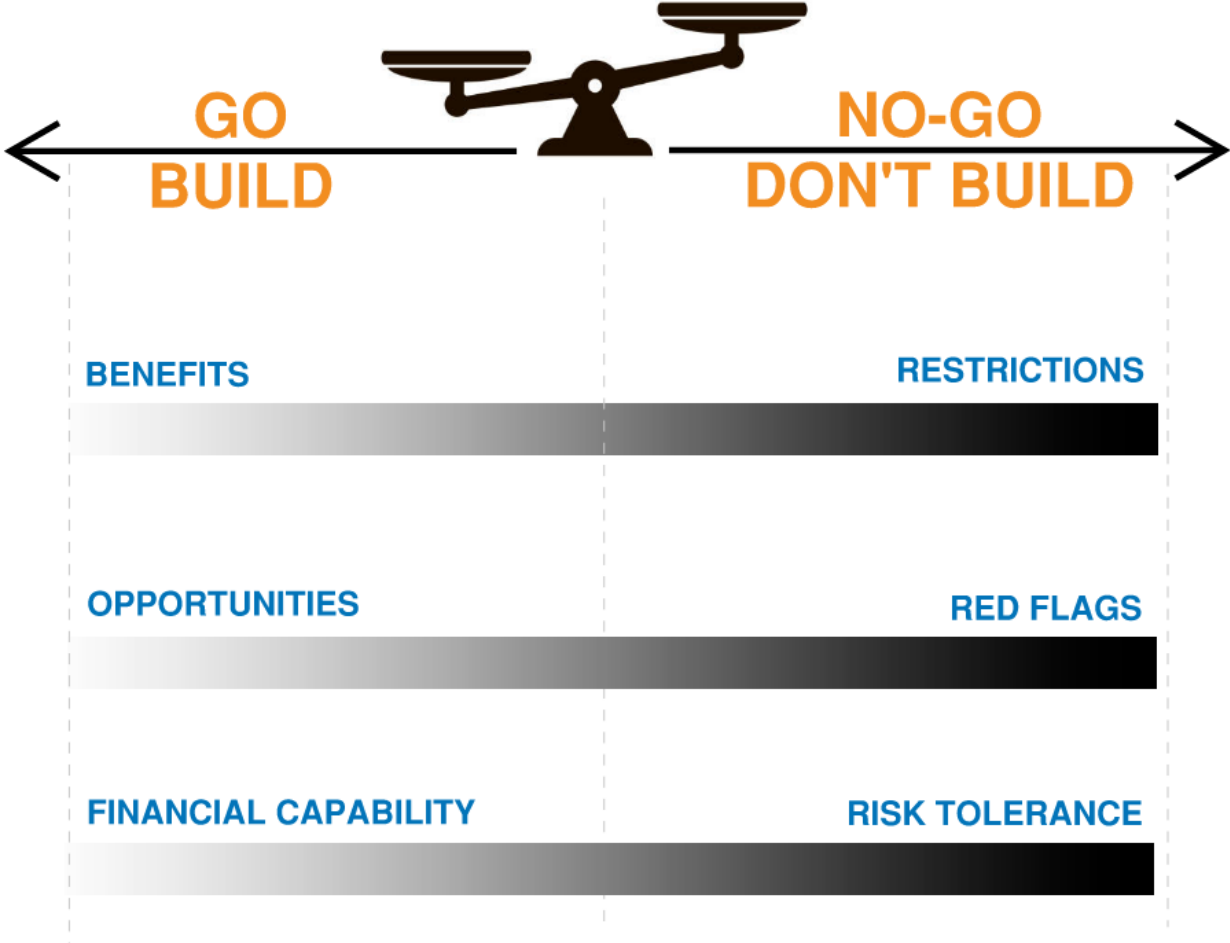
| | |
|------------------------------------|--------|
| Typically amounts to an additional | 30-40% |
| Professional Fees | 10-12% |
| Financing Costs | 3% |
| Regulatory and Misc. | 2-4% |
| Furnishings & Equipment | 10-11% |
| Inflation & Contingencies | 5-10% |

Pro forma example:

| Category | | Notes |
|--|--------------------|---|
| Hard Costs | | |
| Land Cost | \$750,000 | Enter land purchase cost |
| Building Cost (\$275 / s.f.) | \$1,650,000 | Probable cost per s.f. including escalation contingency |
| Total Hard Costs | \$2,400,000 | |
| Soft Costs | | |
| Professional Fees (architecture and engineering) | \$181,500 | 11% typically covers range of professional fees |
| Contingency (5% of building cost) | \$82,500 | |
| Regulatory & Utility | \$24,750 | Typically between 1% and 2% of cost of building |
| Miscellaneous (legal, etc.) | \$16,500 | 1% |
| Financing Costs | | |
| Appraisals | \$5,000 | |
| Construction Loan | | |
| Points (1%) | \$16,500 | |
| Interest (8.25%) | \$56,719 | |
| Permanent Loan Commitment (1.5%) | \$24,750 | |
| Closing Costs | \$47,710 | Typically 2%–3% of the loan amount |
| Total Soft Costs | \$455,929 | |
| Total Project Costs | \$2,855,929 | |



Pro forma to a Go/No-Go Strategy



Remodeling Examples

1

**Light Renovations
/ Refresh**

2

**Complex
Renovations**

3

Relocations

1 Light Renovations

- **Lower Risk**
- **Shorter Timeframe** – from weeks to months
- **Lower Cost** - \$50-150/sf

Fix the “easy” things:

- Invest in your maintenance program
- Institute Best Practices – work with an operational consultant
- De-clutter and get rid of unnecessary items



1

Light Renovations - Paint

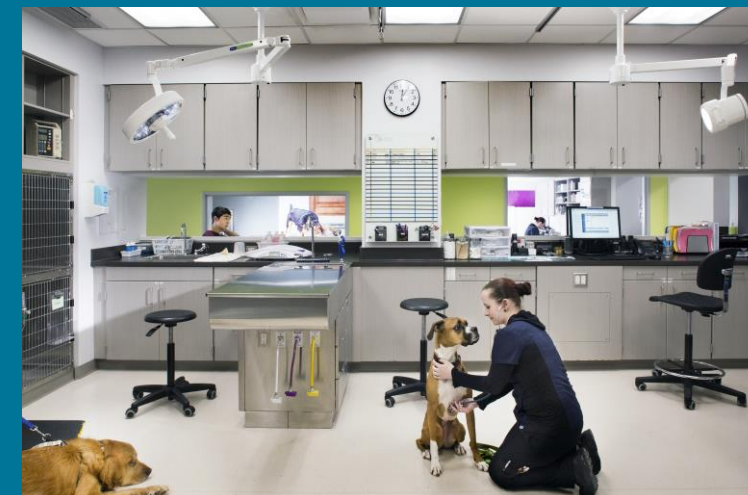
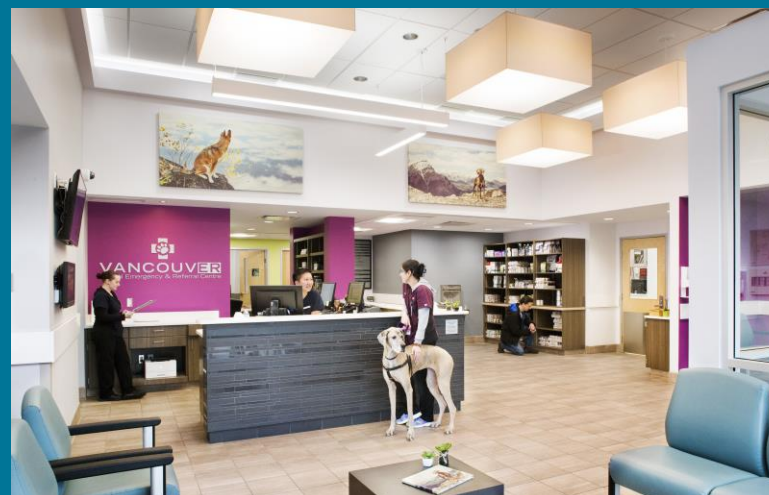
Dry spaces:

- Commercial-grade durable **latex paint**
- **High-performance coating** – pre-catalytic, **one**-part epoxy (no mixing) and rolls on



Wet spaces:

- **High-performance coating** – **two**-part, high-build epoxy



1 Light Renovations – Focus on Sound

Can create better patient outcomes and increase productivity

- Reduce clattering and general cacophony
- Upgrade/update animal housing
- Quiet latches and hinges
- Quiet casters on equipment



1

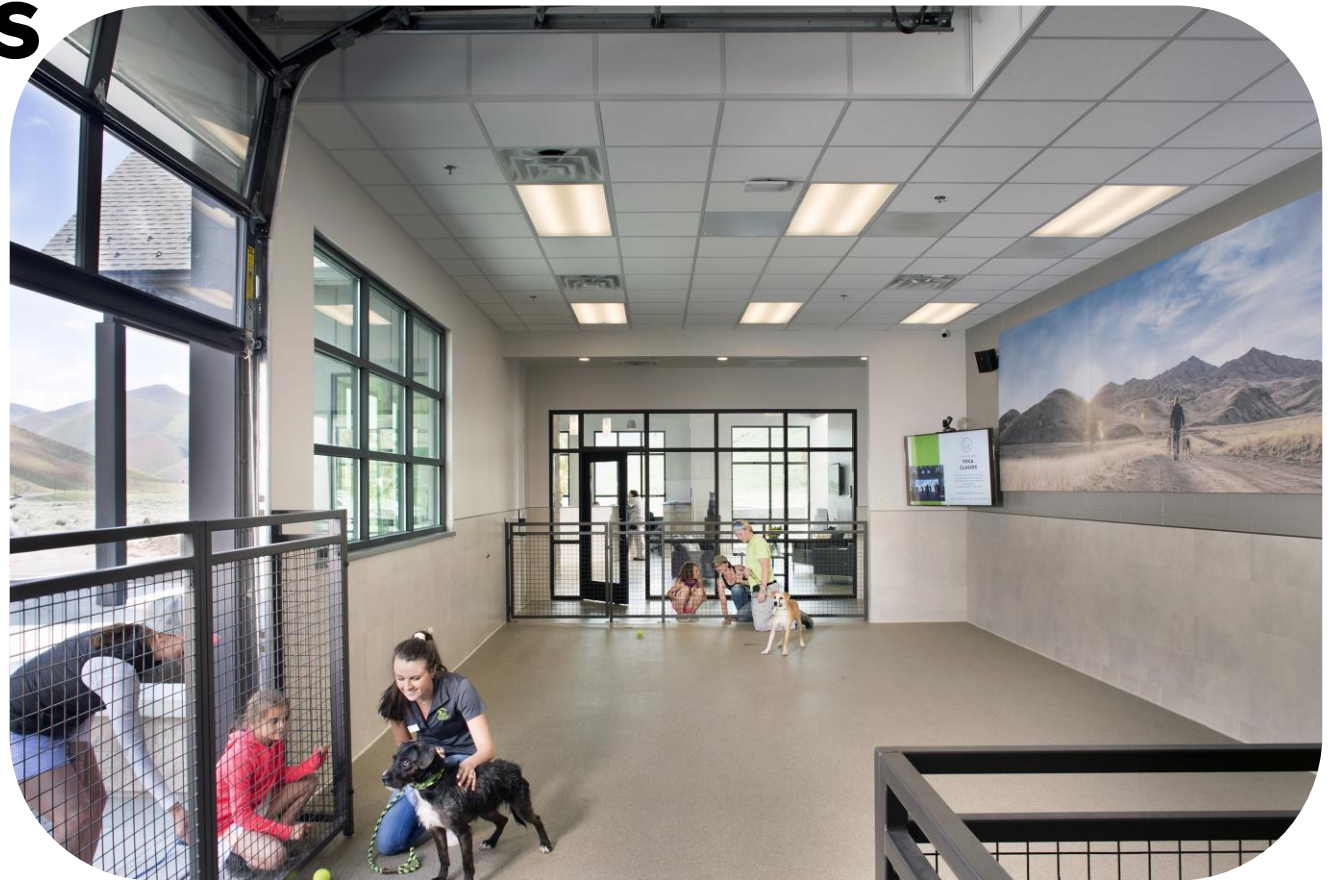
Light Renovations

Focus on Sound



Sound baffles

Noise Reduction



Can't rely on sound baffles alone

- Divide your dogs into more than one room
- Build full-height walls between dog rooms
- Seal around door openings

1 Light Renovations

Focus on Finishes/Lighting



- Existing front desk was dark and very closed off
- Replaced lighting
- New finishes



1 Light Renovations

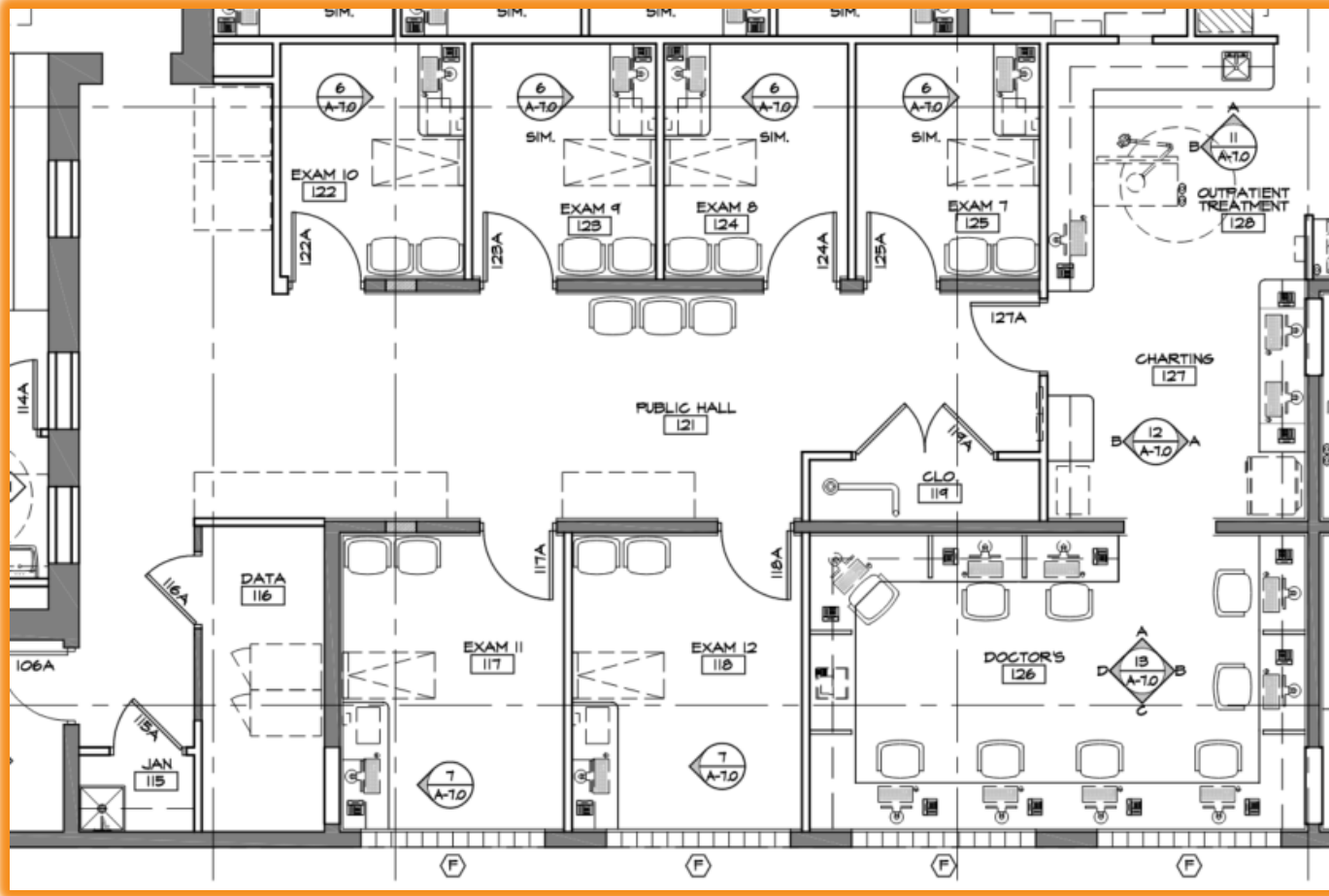
Focus on Finishes



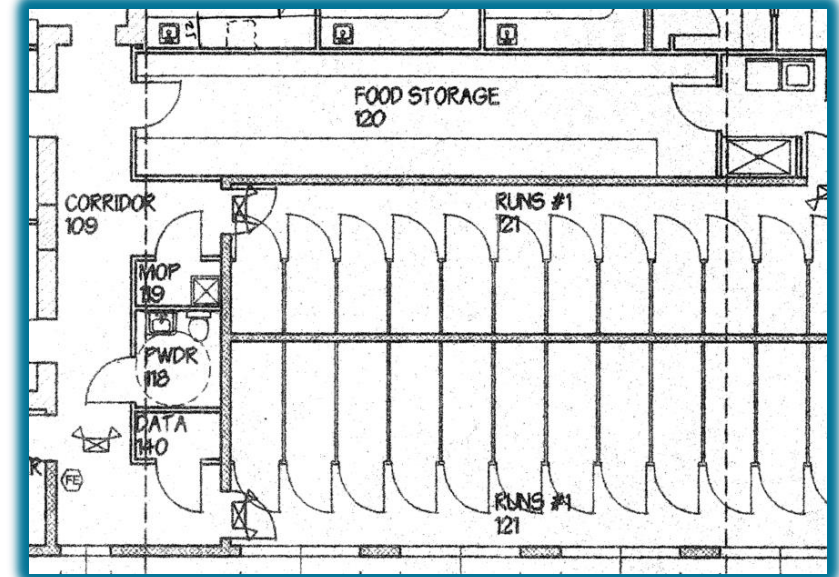
- Added six exam rooms, doctors' office and secondary client lounge in defunct boarding and food storage area

1 Light Renovations

Focus on Finishes



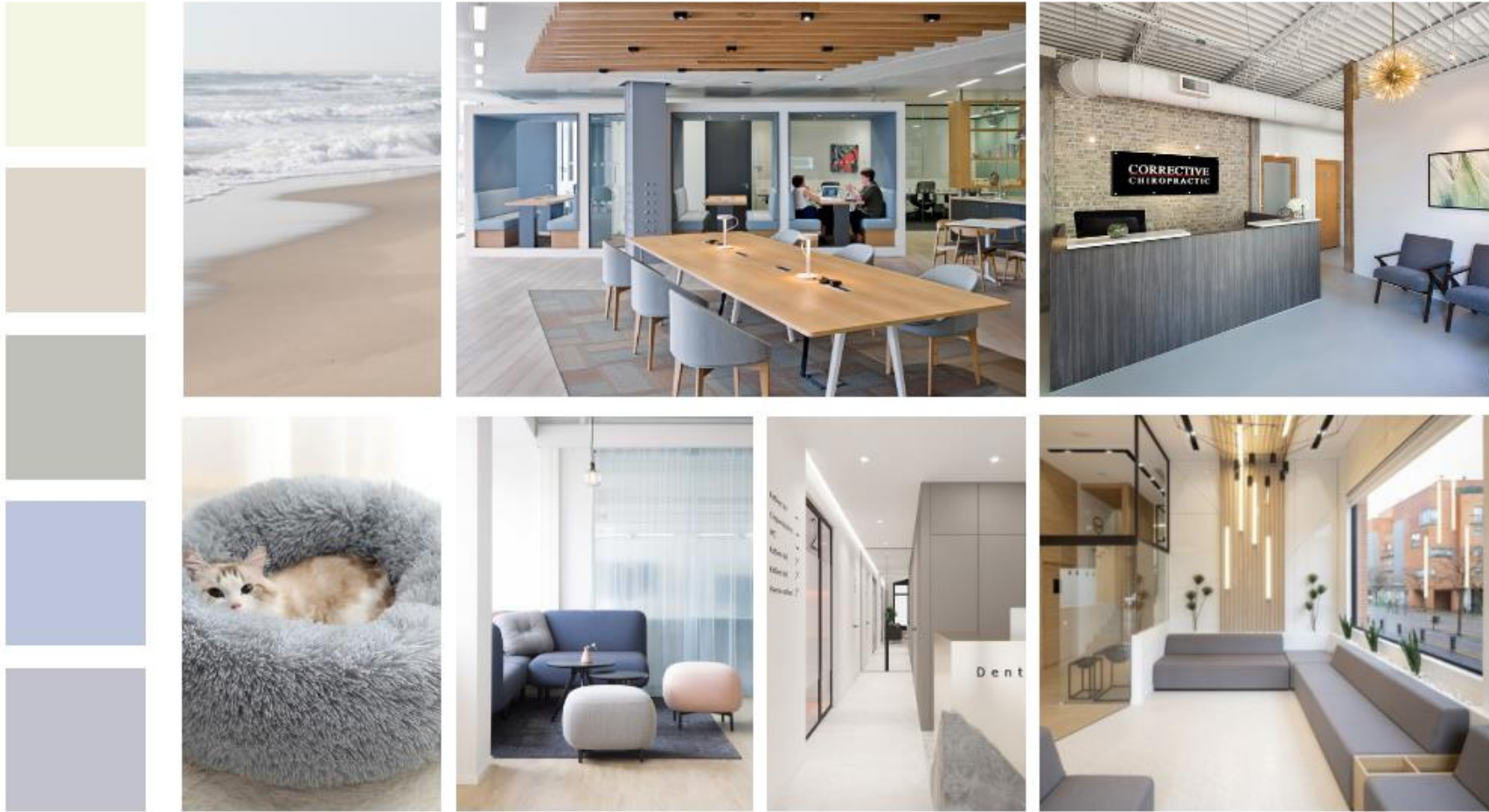
NEW PLAN



OLD PLAN

- Added six exam rooms, doctors' office and secondary client lounge in defunct boarding and food storage area

1 Light Renovations - Focus on Finishes



GUTIERREZ VETERINARY CLINIC

INSPIRATION BOARD

ANIMAL ARTS
architecture - animals - people

1 Light Renovations - Focus on Finishes

ACCENT TILE OPTIONS for FEATURE WALL at RECEPTION

3D Wall Panel Covers are a decorative alternative to the basic painted accent wall. Available in a great variety of designs, that can help add depth and character to a reception space. These are typically paintable so they can match chosen finish paints.



Panel covers can alternatively be applied to the reception counter instead, transforming the counter into a standalone or matching feature/accent piece.



MFR: Ekena Millwork
Style: EnduraWall
3D Decorative Wall
Panel Covers

3D WALL PANEL COVERS

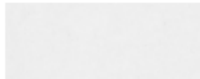


MFR: Daltile
Style: Ambassador
Color: Wanderlust White

Mosaic tiles are another option for achieving a similar or interesting articulation on feature surfaces, such as the wall or front of reception desk.

MOSAIC TILE

TYP. COUNTER QUARTZ - RECEPTION



MFR: Wilsonart Quartz
Style: Quartz
Color: Lorraine - Q1012

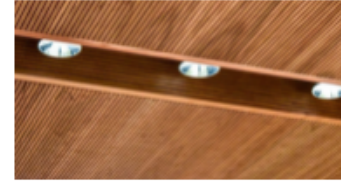
TYP. CABINET LAMINATE - RECEPTION



MFR: Wilsonart
Style: 60 - Matte Finish
Color: Skyline Walnut - 7964

GUTIERREZ VETERINARY CLINIC

LIGHTING OPTIONS at RECEPTION

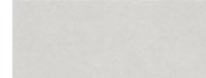


RECESSED CAN LIGHT



LINEAR SUSPENDED PENDANT LIGHT

TYP. COUNTER LAMINATE - TREATMENT/BoH

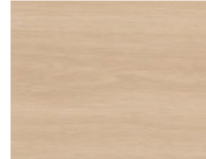


MFR: Wilsonart
Style: 60 - Matte Finish
Color: Shadow Zephyr - 4857



MFR: Wilsonart
Style: Solid Surface
Color: Kimberlite - 9215CE
*Option for wet counters

TYP. CABINET LAMINATE



MFR: Wilsonart
Style: 60 - Matte Finish
Color: Beigewood - 7850

FINISH PALETTE ▲ OVERVIEW

ANIMAL ARTS
architecture · animals · people

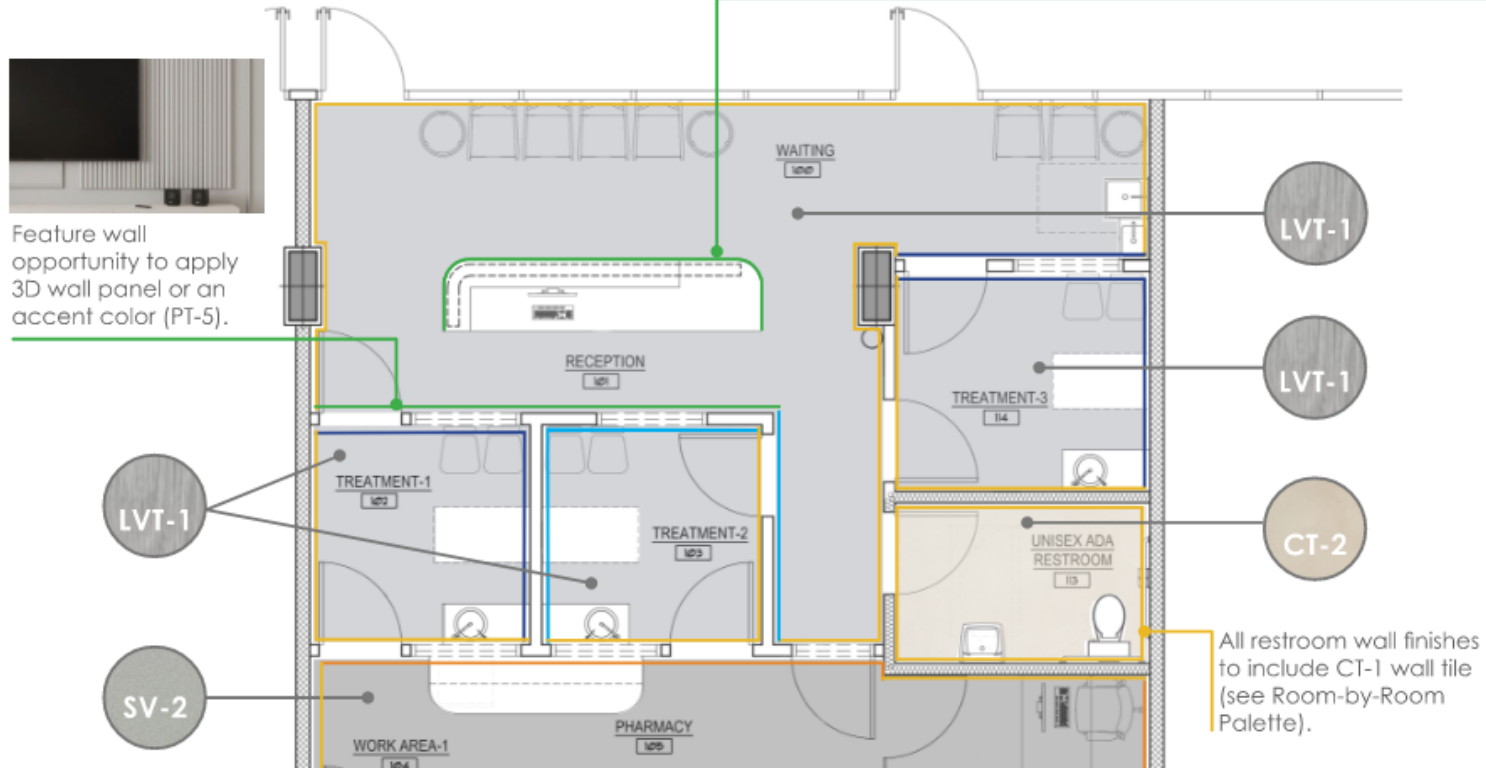
1 Light Renovations - Focus on Finishes

*REFER TO FINISH PALETTES FOR FULL FINISH AND FLOORING RECCOMENDATIONS AND OTHER ALTERNATES.

WALL PAINT FINISH LEGEND

- PT-1
- PT-2
- PT-3
- PT-4
- PT-5
- PT-6
- Accent/Feature Wall
- Floor Finish Call-out

Counter wrap can match the feature wall panels or match the field color (PT-1). If preferred it can function as the feature piece in the space in place of the reception wall.



Feature wall opportunity to apply 3D wall panel or an accent color (PT-5).

All restroom wall finishes to include CT-1 wall tile (see Room-by-Room Palette).

1 Light Renovations - Focus on Finishes



2 Complex Multi-Phased Renovations

- Medium Risk
- Mid-Range Timeframe
- Mid-Level Cost



| | | | |
|-------------------------|--------------------------------|----------------------------------|--|
| Built In 2021 | Square Footage 8,820 | Cost (Per Sq Ft) \$270 | Services Provided • Architect of Record |
|-------------------------|--------------------------------|----------------------------------|--|

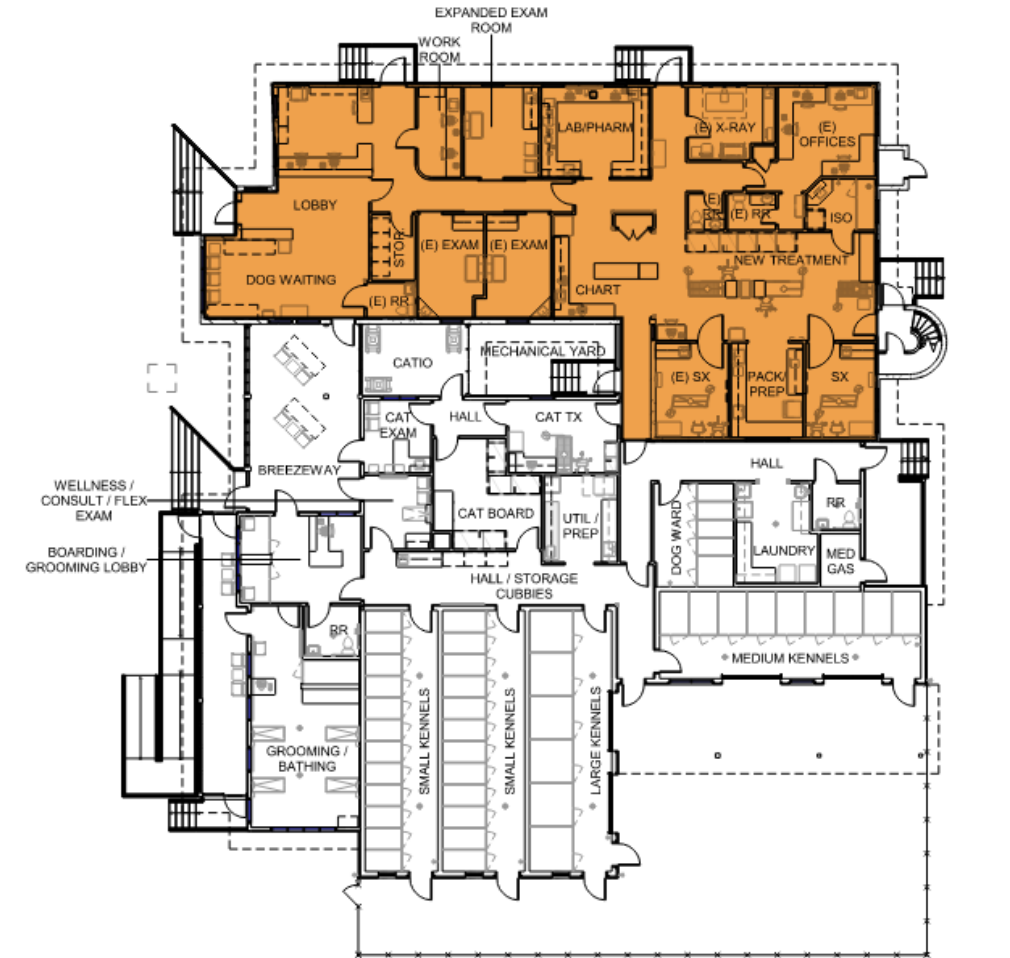


- Almost every space in the building was touched
- New finishes throughout
- Treatment and Pack Prep were re-envisioned
- Second Surgery room was added

2 Complex Multi-Phased Renovations

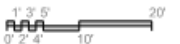
2 Main Phases, 2 Sub Phases

- **Built the Addition**
- Moved Existing Functions into Addition
- **Renovated Treatment, Surgery, Lab & Pharmacy**
- Lobby and 2 Exams Received Re-Finishing



FLOOR PLAN

Veterinary Clinic of Myrtle Beach



2

Complex Multi-Phased Renovations

- Wanted to keep the charm and character of their 1930's beach-town look
- Researched Myrtle Beach structures and landmarks to help the project integrate into surroundings.
- Extensive site work – regrading and below-grade water retainment system installed.



3

Relocations

Ethos Veterinary Emergency Referral Center, Honolulu, Hawaii

- **Highest Risk**
- **Longest Timeframe**
- **Highest Cost - \$400-\$600**
- VERC had already outgrown their small space and were searching for a new location when they were informed their existing hospital was under eminent domain for the new rail line.
- Limited timeline, restored an older warehouse



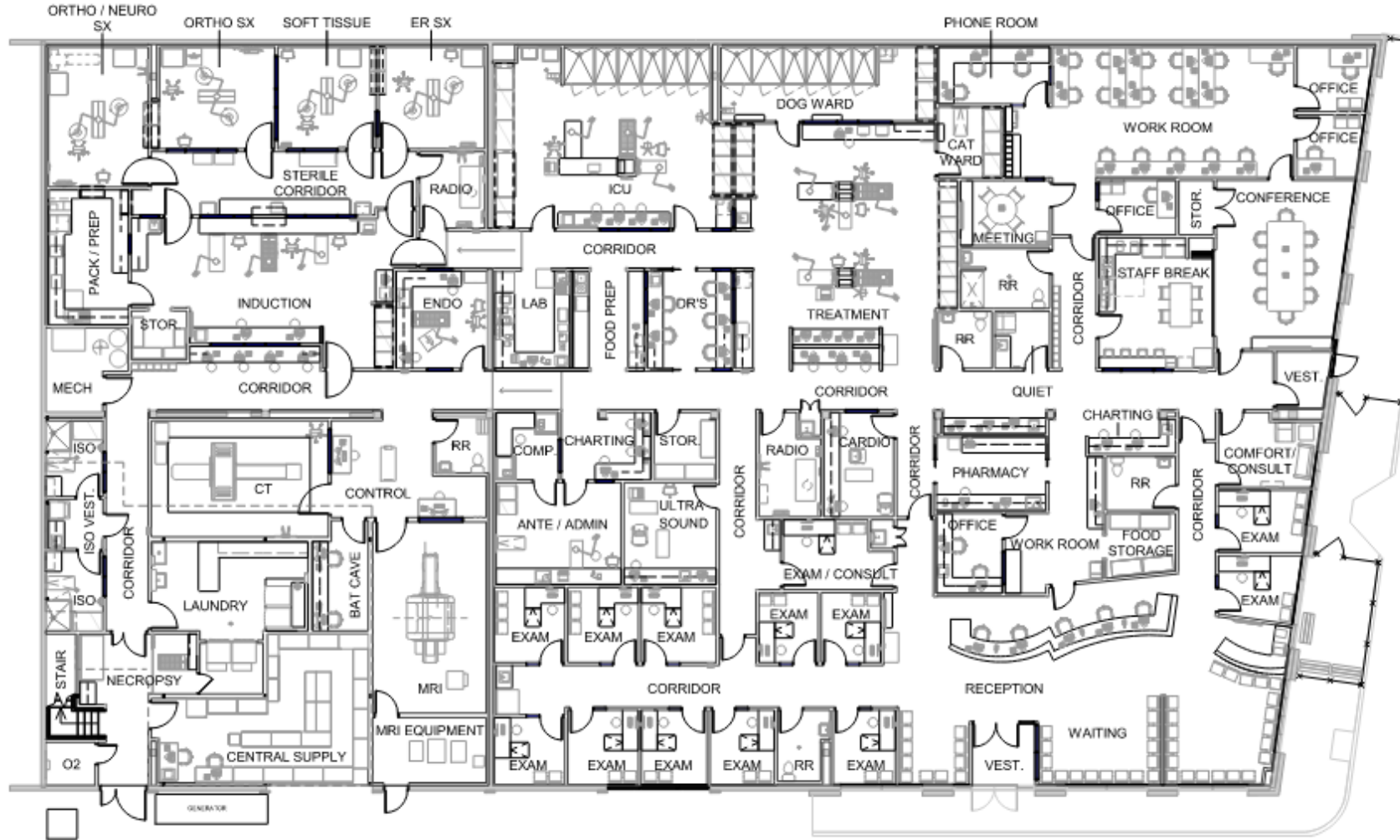
Built In
2021

Square Footage
17,243

Cost (Per Sq Ft)
\$441

3

Relocations



- Former hospital had 4 exam rooms.
- New hospital has 14
- Designed to reinforce collaboration between the departments

3

Relocations

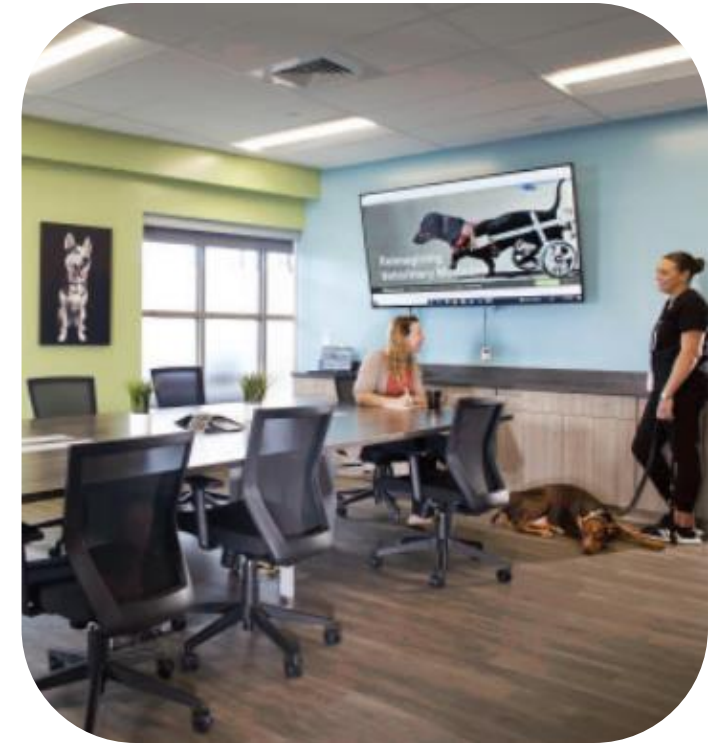
- Only animal MRI in Hawaii
- Diagnostic services like endoscopy, ultrasound and CT
- 4 surgery suites, with sterile corridor
- Oncology area to comply with USP 800 guidelines



3

Relocations

Ethos Veterinary Emergency Referral Center, Honolulu, Hawaii



Tips to make the process less painful

Establish Clear Goals for your project

- Educated Proforma
- Revisit your business plan throughout the process

Communication is key

- Set expectations
- Get buy in from the team
 - 3D renderings and walkthroughs



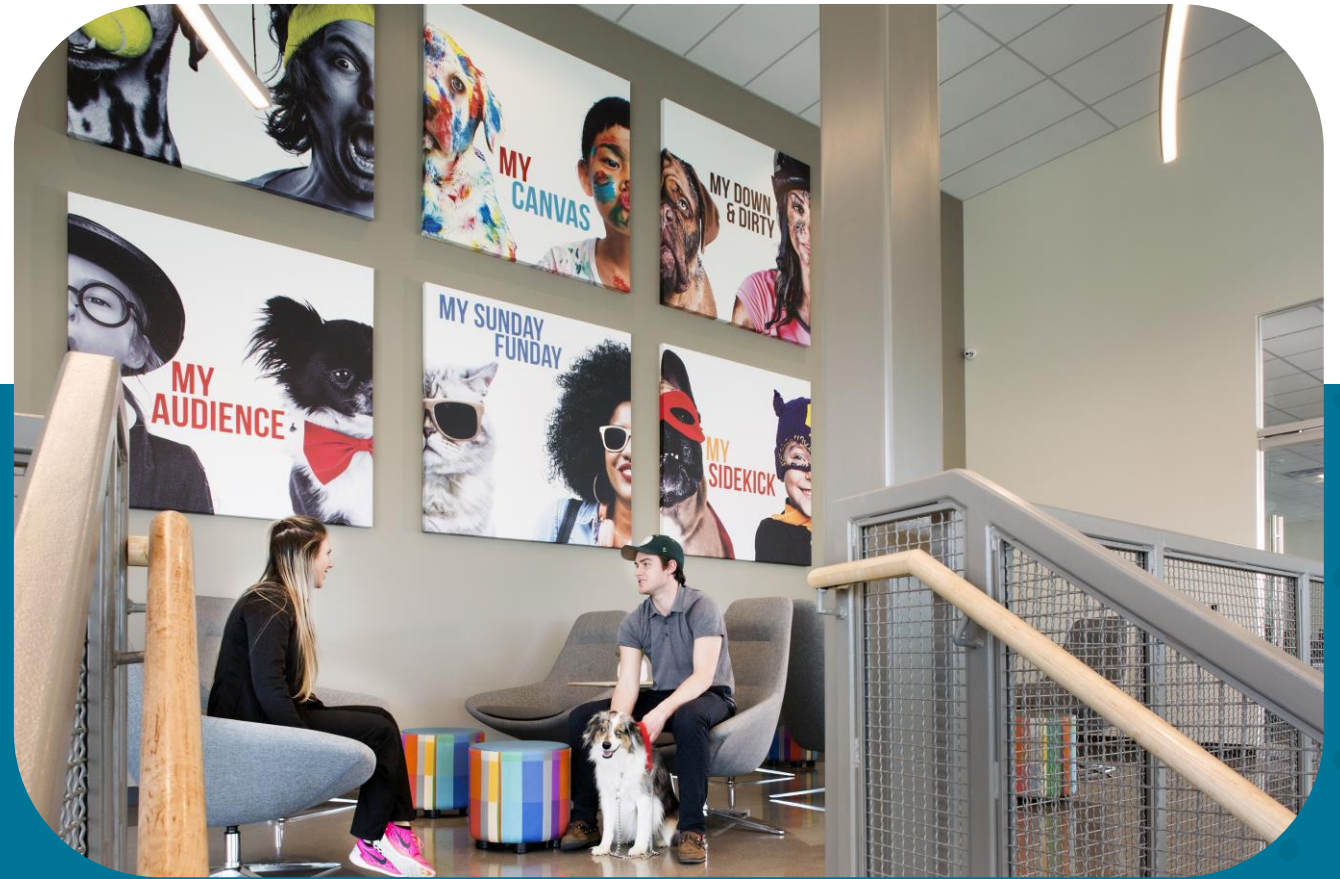
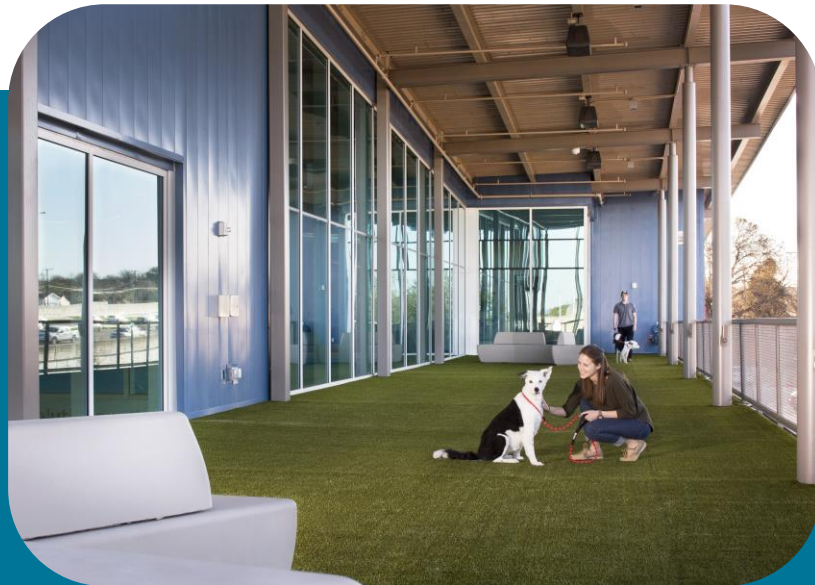
Tips to make the process less painful

Build in contingency

- The unexpected will happen

Have some fun

- Express what makes your practice special





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Thank You!

Questions?
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