

Customer Success Story

MEDICAL BUILDINGS: BURKE HEALTH AND REHABILITATION CENTER



“ We chose Heltzel for our rehabilitation gym expansion because they have a very solid reputation in the community. Getting all the approvals needed for this expansion was difficult, but John Heltzel knows how to get approvals quickly, and he is very easy to work with. The final product—now the largest rehab gym in Virginia—is just beautiful. Every detail is spectacular, and it's tucked away into the woods providing patients the perfect, peaceful place to heal.”

*— Mandy Gannon, Administrator
Burke Health and Rehabilitation Center*

Company Overview

Through its LifeWorks Rehab Program, Burke Health and Rehabilitation Center, a 120-bed skilled nursing facility, provides post-acute transitional care, and long-term care to over 100 patients each month. First opened in 1991 by parent company Medical Facilities of America, today, the center provides intensive physical therapy for patients aged 21 and over recovering from surgery, accidents, injury, or illness, enabling them to focus on healing and returning to their lives.

Business Challenge

As the population ages, the need for rehab services continues to rise. But, patients aren't just looking for a quick fix. They want comprehensive care that is restorative and provides hope and healing. In 2008, Burke Health and Rehab realized that their business was growing and their business model changing. The existing rehab space was just too small to meet their needs, so the center decided that they needed to change the space to fit their new business model.



Susan Larson

Governor Bob McDonnell speaking to the guests at the grand opening of Burke Health and Rehab's new gym facility.

Overview

In 2008, Burke Health and Rehab decided to engage Heltzel to assist with the expansion of its rehabilitation gym. Amanda Gannon, Administrator, knew of John and his firm and wanted to use local architects and land use attorneys who had a knowledge of local jurisdictions. Over the next four years, Heltzel led the often complicated effort of working with the Land Use firm and facility staff to obtain approvals, design the new space and oversee construction. The gym was expanded from 900 to 4,200 square feet, incorporating state-of-the-art equipment. In July, 2012, Governor Bob McDonnell spoke at the center's opening reception.

Before

- 900 square feet
- Business was growing and business model was changing
- Unable to meet needs of expanding patient base or offer cutting edge services

After

- 4,200 square feet
- Serves 100 patients/month
- Largest rehab gym in Virginia

Benefits

- Additional space enables Burke Health and Rehab to offer more services
- Expansion enables center to serve their growing patient base
- New design provides infrastructure for state-of-the-art equipment and services
- Relocation of gym provides a peaceful, attractive setting for healing
- New business model enables patients to quickly get back to their lives

