The NEIGHBORHOOD in Rio Rancho

LIFECARE COMMUNITY

Presented to:
Sandoval County Commissioners

11-20-14

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

Todays Presentation

- The Haverland Carter LifeStyle Group.
- Project Description.
- Economic Impact.
- What is LifeCare vs. Continuum of Care?
- Discovering the V A L U E of true Long-term Care protection - - - LifeCare.
- The LifeStyle in The Neighborhood.

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

The Haverland Carter LifeStyle Group?

E. DeAnn Eaton
Chief Executive Officer

Haverland Carter LifeStyle Group

La Vida Llena
Neighborhood in Rio Rancho

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

The Haverland Carter LifeStyle Group?

- The parent company of The Neighborhood in Rio Rancho LIFECARE COMMUNITY
- La Vida Llena
- Founded by four area churches 30+ years ago;
- Albuquerque's only LifeCare Community;
- Grew in 5 Phases over 30 years;
- Not-for-profit provider of services to seniors;
- Coming to Rio Rancho to further that mission.

Tomorrow Never Looked So Good

Haverland Carter LIFESTYLE GROUP

Project Description

The NEIGHBORHOOD in Rio Rancho
LIFECARE COMMUNITY

Property Size:	12 acres 253,541 sq. ft.
Location: Northern & Loma Colorado, Rio Rancho	
Independent Living Phase I:	90
Phase II:	90
Assisted Living:	48
Alzheimer's:	24
Skilled Nursing/Intermediate Care:	48

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

Amenities

The NEIGHBORHOOD in Rio Rancho
LIFECARE COMMUNITY

- Swimming Pool and Fitness Center;
- Studies and Workshops for Artists and Hobbyist's
- Gardening areas;
- Events, Trips and Concerts organized by activity coordinators;
- Transportation Services;
- Bank;
- Hair Salon;
- Library;
- General Store; and
- Chapel.

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

Economic Impact

The Neighborhood in Rio Rancho
LIFECARE COMMUNITY

Total Project Costs (All-in):	$54.1 Million
Total Direct Construction Costs:	$38.6 Million
Gross Receipts Tax:	$ 2.3 Million
Total Revenue:	$14.3 Million
Total FTE's:	143
Average Wage:	$15.63/hour
Total Payroll:	$4.7 Million

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

What is LifeCare vs. Continuum of Care?

Continuing Care

Continuum of Care

55+ Community

Active Adult Community

Assisted Living

LIFECARE

Gracious Living

Senior LifeStyle Community

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

What is LifeCare?

A Continuing Care Retirement Community (CCRC)

A CCRC is a community with:

- ✓ Independent Living
- ✓ Licensed Assisted Living/Memory Care
- ✓ Licensed Skilled and Intermediate Care

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

What is LifeCare?

There are 3 types of CCRC's – They differ according to how they handle the finances of the Resident Agreement:

- Type A – extensive service – No added cost/estate protection
- Type B - modified service – Higher cost/no estate protection
- Type C – fee for service – No commitment by provider

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

What is LifeCare?

Type A – extensive service – LifeCare:

Health Care Services are included at no significant increase;

Contractually Guaranteed for the life of the resident ;

Services continue even if the resident can no longer afford to pay the monthly service fee.

Type B - modified service:

Health Care Services are discounted or wavered for a defined period

Sometimes has financial benefit…but not usually;

Type C – fee for service

Resident is responsible for full payment of Health Care;

NO financial protection

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

• Compare the communities in Rio Rancho

Type A – extensive service – LifeCare:

La Vida Llena – only one…Until The Neighborhood opens!

Type B - modified service:

Manzano Del Sol (Good Samaritan Society)

Type C – fee for service

Montebello on Academy

No other communities in Rio Rancho are *any* type of CCRC but are Independent Living and/or Assisted Living Monthly Rentals

Fairwinds

Paloma Landing

Palmilla

Rio Grande Gracious Living

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

Discovering the VALUE of LifeCare

How would you answer the following questions:

1 – What is your plan should a health crisis strike?

2 – Where is the closest long-term care facility to you?
Would that facility be your choice?

3 – Do you know what your insurance would/would not cover?

4 – Who will make decisions for you?

5 – What will happen to your house?

6 – What would be the impact on the family?

7 – Does your family know what you want?

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

Discovering the VALUE of LifeCare

The ANSWERS In a LifeCare Community :

- ✓ You know where your care will be provided;
- ✓ You know the quality of your care;
- ✓ Your spouse is right here with you;
- ✓ Your family can participate in your care;
- ✓ You've already made the decision about your house;
- ✓ YOU made the decision for yourself: no burden on family;
- ✓ Your family knows what you want because it was your choice!

And the questions are answered except for…

Once a health crisis hits – what is this going to cost me?

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

Discovering the VALUE of LifeCare

Once a health crisis hits – what is this going to cost me?

If you are in your house:
$7,000 -10,000/month

If you are in a LifeCare Community

The COST is an additional 2 meals a day!
~ $414.00/month

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

Discovering the VALUE of LifeCare

How much will The Neighborhood cost?

In 2015 dollars

Entrance Fees:	Starting at $160,000
Monthly Fees:	Starting at $2,200

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

Discovering the VALUE of LifeCare

Tax benefits of living in a LifeCare Community.

The year of move in, a portion of the entry fee, and every year a portion of the Monthly Fee is Schedule A Medical deductible.*

*consult your tax advisor

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

Discovering the VALUE of LifeCare

A LifeCare Community:

A plan for the future.

A great place to LIVE!

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

The LifeStyle in The Neighborhood

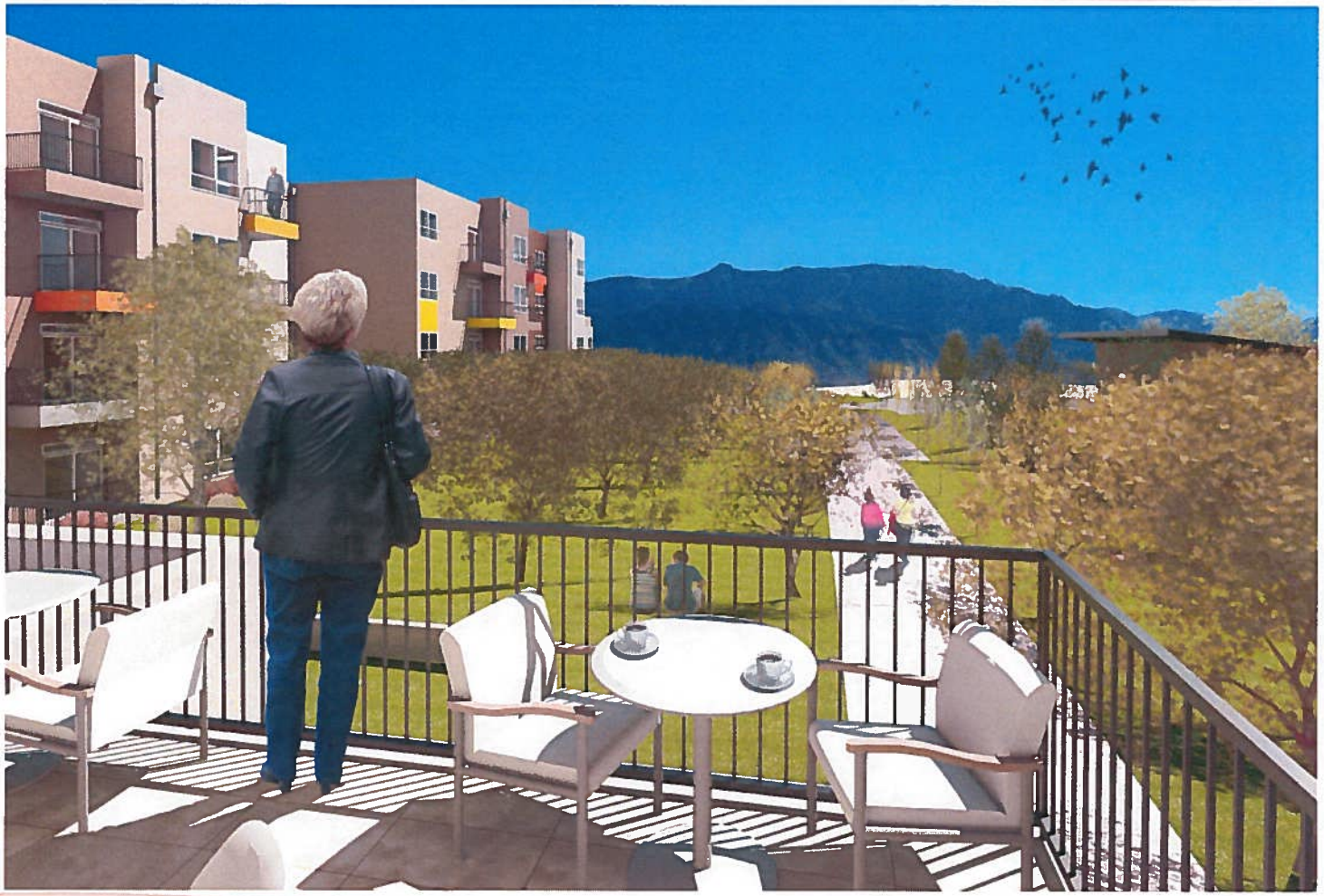
MAIN ENTRY - INDEPENDENT LIVING

The NEIGHBORHOOD in Rio Rancho
LIFECARE COMMUNITY

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

The LifeStyle in The Neighborhood



Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

The LifeStyle in La Vida Llena/Nueva Vista.

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

The LifeStyle in La Vida Llena/Nueva Vista.

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

The LifeStyle in La Vida Llena/Nueva Vista.

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP

Questions?

Thank You!

Haverland Carter Lifestyle Group
10701 Montgomery Blvd., NE; Suite F
Albuquerque, NM 87111

deaton@haverlandcarter.com

Tomorrow Never Looked So Good

Haverland Carter
LIFESTYLE GROUP