

Commission for Senior Services Meeting

Friday, March 15, 2013

Westport Town Hall

Attendance: Gene Cederbaum, Teri Klein, Stan Nayer, and Sharon Rosen

Guests: Bill Meyer, RTM member

Staff: Susan Pfister, Susanne Lebrija, Sue Stefenson, and Sarah Health Cocker

**Minutes:**

The Minutes of February 15, 2013 were approved.

**New Business:**

**Baron's Senior Housing Update** - A summary report of the five new proposals was presented by Susan Pfister. See Attached. Four of these proposals will be called back for further review. A final decision is planned for April. There will be a public hearing on Tues., April 9, 2013 at 7PM.

**DHS Staff Transitions** - Sarah Health Cocker will be adding additional hours to fill vacancy by Terry Giegengack. Other staff members will also assume part of her duties. Terry will be missed by all.

**Old Business:**

The Board of Finance Budget Meeting was held March 19th. A 1.7 % increase was granted. This increase reflects the in-kind dollars raised by the Department.

**Department Report:**

**Sue Lebrija** will replace Terry G. as Ad Hoc Rep. to Commission on Senior Services and the Citizen Transit Committee.

**AARP Tax Assistance Program** - Very busy, three volunteers. It was suggested that AARP volunteers inform people with high incomes that this program is not meant for them.

**Westport Warm-up Fundraising** - 196 Donors, \$22,000 raised, \$30,000 dispersed to clients.

**CT Money School/Seniors** - Thurs. 4/18, 25 & 5/2 at 5-7 PM.; special session on women and money to be held on Sat., 6/8 at 10 AM. Presenters are there to educate not to sell their products. Sessions include: Financial Planning, Certainty in the World of Estate Planning, and how to protect Gains and a round table discussion.

**Committee Reports:**

**Senior Center Policy and Planning Board** - The focus is on long range planning. A new survey on the use of the Center for Senior Activities will be going out with the *A New Perspective* bulletin which is mailed to all seniors in town. The Center is also working with the Police Department to review security at the Center. Changes will be simple and realistic.

Staples High School has been selected to be the shelter for the next emergency depending on the type of event. Planning is ongoing with Fire, Police, Health Department, Human Services and the Center.

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**Committee Reports (continued):**

**Friends of the Center for Senior Activities** -The Board of officers is in transition. A new president and treasurer need to be chosen.

Upcoming Events include:

- Fairfield Counts – March 24th
- Time to Remember – April 21st
- Ice Cream Social - TBD
- Trivia Event planned for April 28th

**Housing – The Saugatuck:** - Reports OK

**Southwestern CT Area Agency for the Aging** - Review of focus group planned community needs assessment.

Next meeting of the Commission –Friday, April 19th, 2013

Submitted by Teri Klein

| Request for Proposals Core Criteria  | TransCon   | Senior Care Development   | Jonathan Rose I.  | Jonathan Rose II.                       | Jonathan Rose Original   | Atria   |
|--|--|---|---|---|--|---|
| Number of units <i>IVE VA</i>  | 180 IL   | 162 (102IL; 40AL; 20MC)   | 182 (150IL; 32MC)   | 182 (150IL; 32MC)                       | 99IL   | 187(150 "IL/AL"; 25 MC)   |
| Size (#) of units IL   | 1 br (52) 715sq ft<br>1br/den (12) 856 sq ft<br>2br (116) 1215 sq ft   | 1br (17) 850 sq ft<br>1br/1.5ba (28) 1,000 sq ft<br>2 br/2ba (36) 1,200 sq ft<br>2br/2.5ba (9) 1,350 sq ft<br>Cottages (12) 1,500 sq ft | 1br (30) 600 sq ft<br>1br (39) 700 sq ft<br>1br/den (42) 825 sq ft<br>2br (28) 925 sq ft<br>2br deluxe(11) 1050 sq ft   |   | 1br (59) 550 sq ft<br>1br/2ba (24) 700 sq ft<br>2br/2ba (16) 900 sq ft | Studio (34) 438-501 sq ft<br>1br (90) 560-585 sq ft<br>2br (26) 879 sq ft<br><i>REPEATED BELOW</i>  |
| Size (#) of units AL   |  | Studio (16) 425 sq ft<br>1br (20) 575 sq ft<br>2br (4) 775 sq ft  |   |   |  | <i>Studio (34) 438-501 sq ft<br/>1br (90) 560-585 sq ft<br/>2br (26) 879 sq ft</i>  |
| Size (#) of units if MC  |  | Studio (20) 365 sq ft   | (32) 320 sq ft (all pvt ba)<br>in two villas(house model)   |   |  | (13) 371-382 sq ft studios;<br>(12 ) 610 sq ft shared by 2 residents, each with private bedroom/shared bath=24 res  |
| Total number of affordable units<br>Percentage of total dwelling units that are classified as affordable by 830g;<br>%IL units <i>IVC VA</i> | 55 (31%) of IL (all units IL)  | 20 (12%) of units "below market rate"<br>All among IL (20% of IL)<br>No reference to 830g definitions                                   | 30 (16%)<br>All among IL (20% of IL)  | 45 (25%)<br>All among IL (30% of IL)    | 60 (60% IL)  | 44 (23%);<br>(25% of IL): 38<br>(16% of MC): 6  |
| Monthly rental ILF including utilities;<br>NO MEALS;<br>(affordable/market)<br><br><i>IVJ VA</i>   | 1 br (52) \$960/\$2700<br>1br/den (12) \$990/\$3100<br>2br (116) \$1100/3800<br>Utilities not included<br>Indoor parking: \$40/\$100 per month | "Approximately \$3500"<br>No further details<br>? any home services available IL?   | 1br (30) \$1084 all afford<br>Rest of units market:<br>1br (39) \$4750<br>1br/den (42) \$5900<br>2br (28) \$6350<br>2br deluxe (11) \$7475<br><br>Move In fee:\$1000 Afford \$5000 market rate; | 1br (45) afford<br>Rest of units market |  | <i>IL/AL includes \$1900 for meals/housekeeping:<br/>Studio (34)<br/>\$2806-\$3108/ \$5700<br/>1br (90)<br/>\$2871-3195/\$7150<br/>2br (26)<br/>\$2936-3281/\$10,250<br/>NO full kitchen cooktop, microwave, &amp; fridge</i> |
| Also estimate cost OPTIONAL <u>unbundled</u> svcs SEPARATE FROM RENT   | ?? cost unbundled svcs??<br>ALSA will be set up when 445 people require care<br>??what if want to use own service providers?                   |   | Separate from rent, but limited choices; ALSA;<br>Pricing list only shows :<br>\$1500: housekeeping & 1 meal/day;<br>\$1295: assisted living services ?how many hours/day included              |   |  | Estimate Personal care services:<br>\$405-2370/month;<br>Medication mgt services:<br>\$450- 675/month<br>Service areas include residential laundry room: ??pay laundry?<br>Assume <20% residents own/operate car              |
| If any non-ILF units, their monthly mandatory payments (rent plus utilities plus bundled services) <i>IVI VA</i>                             | Don't know cost of bundled services for residents serviced by the ALSA.<br>?? services no longer optional??                                    | AL & MC costs?  | <i>MC includes care services:</i><br>\$8362   |   |  | <i>MC includes care services:</i><br>Shared suite \$700 each res<br>Studio \$8500   |
| Building coverage<br>Total coverage (sq ft and total acreage)<br><i>IVD</i>  | 3.38 acres building (147,559 sq ft)<br>8 acres total coverage  | 234,00 sq ft buildings<br>Entire site used  | Total coverage:7.6 acres<br>4 buildings of varying height and scale – gradual step up from WCSA   | Total coverage:<br>7.6 acres            |  | Building 64,911 sq ft<br>Roads/parking 75,685 sq ft<br>Total coverage: 178,554 sq ft on acres; F.A.R. 54%   |
| Raw Construction Cost per Unit (thousands)   | \$346 hard<br>\$24 soft<br>\$31 other<br>\$401 total   | \$315 hard<br>\$92 soft<br><br>\$407 total  | \$305 hard<br>\$26 soft<br>\$73 other<br>\$404 total  | S<br>A<br>M<br>E                        | \$220 hard<br>\$59 soft<br>\$21 other<br>\$300 total                   |   |

|   |   |  |   |  |   |  |
|---|---|--|---|--|---|--|
| Payment to Town:<br>Up front annually   | \$1.25 mill up front<br>\$360,000 annually<br>50% when 1 <sup>st</sup> bldg completed; 50% 2 <sup>nd</sup> bldg completed                                 | ???<br>\$700,00 annually beginning 2 <sup>nd</sup> full year after opening   | \$5 mill<br>\$635,000 annual PILOT<br>Total PV = \$24 mill  | \$2.5 mill<br>\$325,000<br>Total PV = \$10,127,816 | \$500,000 upfront<br>\$250,000 annual when full occupancy<br>Total PV = \$6,699,864 | ???<br>\$1.35 mill annually includes:<br>\$700,000 ground lease upon start construction;<br>\$600,000 property taxes with issuance cert occ<br>Total PV = \$63.9 mill discounted at 4% |
| Project Funding (Thousands)   | \$578,255 construction loan<br>\$8,000 equity investment<br>\$7,000 tax credits investors<br>\$72,255 total   | \$44,891<br>\$14,964<br><br>\$59,855 total   | \$47,779<br>\$25,727<br><br>\$73,506 total  | S<br>A<br>M<br>E                                   | \$15,142<br>\$2,000<br>\$12,647<br>\$29,789 total                                   |  |
| Universal design; access to OPTIONAL services sufficient to allow aging in place (health and wellness Personal care Housekeeping Social activities Transportation) <i>IVH</i> | Yes to all  | Full time Wellness Coordinator<br>"Home Health Program"<br>What access will IL units have to home health services?                         | Universal design.<br>Optional services but only delivered in bundled packages by ALSA?<br><br>transportation? |  |   | Engage Life program<br>Scheduled transportation<br>Health & wellness director<br>"discrete care and support as needed"<br>how optional are services?                                   |
| Passive Public Recreation and Minimal Development <i>IVG</i>  | Walking paths & trail system; large central green plaza and terraces between the two buildings  |  | Uses <8 acres   |  | Yes. Maintenance in natural state for the enjoyment of residents                    | Walking path around majority of perimeter of building with seating areas and senior-friendly exercise stations   |
| Team of Professionals <i>IVL</i>  | Larry Apple of TransCon builders. Kluchin architect. Local landscape architect  | SCD - developer/owner; Life Care services - operations management; D2 architects; redniss & Mead - civil engineering; Suffolk construction | Rose Companies & Watermark - developers & owners; Jewish Home - service provider & Owner?                     |  |   | Atria: developer and operator/manager; EGA: architects; Land-tech: civil engineering & core planning; General contractor to be selected through competitive bidding for construction   |
| No Town Financing <i>IVM</i>  | Yes   | agreed   | None  |  |   | agreed   |
| Town retains ownership of land <i>IVM</i>   | Yes   | Agreed. 99 year lease with town  | Ground lease  |  |   | agreed   |
| Non-profit status: Are they creating a non-profit entity? Is the developer non-profit? Is the management company non-profit? <i>VE</i>  | No mention. Clarify with the lender. Legal structure is LLC/ no mention of nonprofit entity being created   | Separate affiliated special purpose entity LLC will be formed  | Rose and Watermark for profit; Jewish Home not for profit   |  |   |  |
| Financial capacity for the project <i>IVP</i>   | Letters from lenders; no financial statement in binder. ???experience with tax vcredits   | Comination of equity and conventional debt financing. "Consider addition of small entrance fee depending on market feedback"               | No indpt audit but strong financial track record and representations.   |  |   | \$41 mill of \$68 mill conventional loan; remaining \$27 mill equity financing Atria senior mgmt & investment partners   |
| Compliance with applicable provisions P&Z reg <i>IVQ</i> Understanding of revisions required by submission <i>IVK VD</i>  | Yes. Consistent with RFP, need text amendement. 30% from 60% affordable. Density 22.5 residential units/gross acre instead of 15. Coverage .21% if 8acres | Zoning approval for assisted living at same time as AL. ?? why need AL?  | Understands revisions required. Explained section D   |  |   | Following may require revision: Permitted Uses, Affordable Unit, density, height, fAR, coverage and parking. Say only 30 parking spaces needed for 150 IL/AL when at full capacity     |

|  |  |   |  |  |                 |  |
|--|--|---|--|--|-----------------|--|
| Preference for Westport Residents <i>IVS VH</i>  | Yes, but within law – Fair Housing   | Yes within legal bounds   | Within legal bounds  |  |                 | To extent permitted under applicable laws  |
| Care of minimally developed acreage <i>IVT</i>   | Walking paths connecting to Post Road and Imperial, for residents and general public                 | Walkways  | “Park like manner” “Trails kept clear of snow” Grass mown etc.   |  |                 | Unclear whether walking path/exercise station/rain gardens within the 8 acres  |
| Synergy between WCSA and the Senior Residential Community <i>IVU</i> (and entrance to entrance distance) | Roadway will connect to senior center  | Same entrance from *Imperial. No path. No transportation. No coordination. ?how work with Sr Center?  | Connected by Skybridge   |  |                 | “5 level AL facility connected to senior center by covered and climate controlled connector” Pool, fitness center, caafe and meeting room/conf ctr provided at cost to Wstpt res; want WCSA to repurpose existing fitness center |
| Community gathering spaces <i>IVV</i>  | Space for community kitchen and dining area that opens into theatre for more community space         | Bistro, business center, fitness class rooms, library, theater/media, card room, lounges & social spaces. Not identified specifically on site plan. Outdoor seating areas. AL and MC buildings: dining rooms and activity space, interior courtyards and outdoor gathering spaces | Community, living & dining rooms, Wellness center, Cyber Cage  |  |                 | Pool, fitness center, locker rooms conference center, café, multiple dining venues, library living room, multipurpose room, technology center, theatre, salon spa  |
| Office staffed by service coordinator <i>IVW</i>   | Yes; Once ALSA established, do residents have option of using other providers?                       |   | Yes. Do residents have option of using other providers?  |  | Employee of JHF | Don't have option of contracting with outside services. Periodic assessments by Atria staff to tailor svcs   |
| Liason between residents and Westport Department of Human Services <i>IVX</i>                            | No mention. unclear  |   | Yes  |  |                 | On staff svcs coordinator as liaso between residents and town's agencies/WCSA  |
| Green Application – LEED <i>IVX</i>  | Silver LEED  |   | Many environmentally sound features  |  |                 | Will seek LEED certification   |
| Description of plans for existing residential structures <i>VL</i>                                       | May or may not demolish mansion. House and garage apartment to be demolished                         | All existing structures except WCSA will be removed   | Suggest 52 Compo Road be demolished  |  |                 | Removal existing garage in what will be the front turn around area: Will work with Town regarding removal/replacement garage   |
| Time line for construction <i>VO</i>   | Yes  | Community dialogue Q2 of 2013; construction GMP and project bid not finalized until Q3 of 2014; construction complete 2016. Occupancy begins Q1 of 2016. Fill up Q3 2017  | Contract awarded 9/13; agreements, financing & cost update 2/15; break ground 2/15; construction complete 10/16; Rent up July 2018 |  |                 | RFP review/award/site devlpt agrmt:4mos; Entitlements 18mo: preconstruction & design20mos;construction18mo: grand opening & occupancy July2016   |
| Description of similar projects within past 10 years <i>VP</i>   | Long collaboration architect and developer. Award for The Residence at The Greens at Cannondale 2009 | CCRCs.  | Metro Green, Stamford; The Fountain, Westchester, et.  |  |                 | Existing projects all AK or CCRC; some AL described as AL/IL   |
| Liability insurance <i>VIB</i>   | unclear  | Properly licensed and insured   | Certificate attached   |  |                 | Atria certificate enclosed. Selected general Contractor will be required to obtain performance bond & insurance  |
| Audited Financial Statements <i>VIC</i>  | Not in binder  | Letter from accountant  | Net worth Representations  |  |                 | Audited balance sheet in sealed envelope   |

|                                     |     |  |   |  |  |  |
|-------------------------------------|-----|--|---|--|--|--|
| Three references<br><i>VID</i>      | Yes | supplied   | supplied  |  |  | In sealed envelope   |
| Past legal actions<br><i>VN VIE</i> |     | No management agreements<br>terminated for cause past 10 yrs | minor   |  |  | Named as defendants in lawsuits<br>& affiliates have filed suits |
| Flexibility                         |     |  | Three options   |  |  |  |
| Quality of the project              |     |  | Good track record,<br>expresses willingness to<br>work with Town to<br>achieve quality result |  |  |  |