

Phase One Development Advisory Services for new CCRC

Phase One is the Planning Phase

SERVICES TO BE PROVIDED

The following services will be provided to Client:

- **Coordinate the creation of a development calendar** for Client that includes all related development activities for developing, designing, marketing, financing, and constructing the new and renovated elements on the Client campus as envisioned by Client
- **Participate in the Development Process through Project Visioning** for the elements of the Client project. Project visioning focuses on the structure, vision, and primary characteristics of the new and renovated elements and how they fit with the Primary Market Area. This is where detailed assumptions for the programs such as healthcare households, assisted living, rehabilitation services, independent living apartments, and other operational services are specified. It includes work with the architect in reviewing space needs and assistance with the development of the most functional Master Plan and Conceptual architectural plan.
- **Preparation of preliminary financial projection model** which combines the costs of development, design, marketing, financing, construction, and operations based upon the decisions made during the Project Visioning stage. This process runs simultaneous to the architectural and design work that occurs in the project visioning stage. Preliminary price ranges for the Entrance Fees and Monthly fees for the accommodations of the community are established with this step.

Deliverable at the end of Phase I :

A Complete Project Plan with preliminary financial projections. From this information the Client development team will have the necessary information with which to make an informed decision regarding whether to proceed to the next steps of the development process or adjust the plan. With this plan, initial discussions with lenders can take place to begin the process of securing the best financing plan available for the Client project.