

FOR SALE-\$1,075,932 OR \$5.00/SF

CITY-OWNED LAND IN COR

3.13 ACRES MIXED-USE LAND

Ramsey, MN 55303



PROPERTY HIGHLIGHTS

- + Located at SE C. of Zeolite St and Sunwood Dr
- + Immediate access to Sunwood Dr, Veterans Dr. and Zeolite St
- + Easy access to Hwy 10 via Armstrong Blvd or Ramsey Blvd
- + Adjacent to Northstar Commuter Rail Station
- + Only 30 minutes to downtown Minneapolis
- + Potential uses include retail, office, medical office
- + Zoned COR 1 (Mixed Use)
- + PID #28-32-25-23-0018
- + Anoka-Hennepin ISD #11

Traffic Counts

Hwy 10	36,000 VPD	Bunker Lake Blvd	3,800 VPD
Armstrong Blvd NW	7,500 VPD	Sunwood Dr NW	3,950 VPD
Zeolite St NW	650 VPD	Veterans Dr	2,050 VPD



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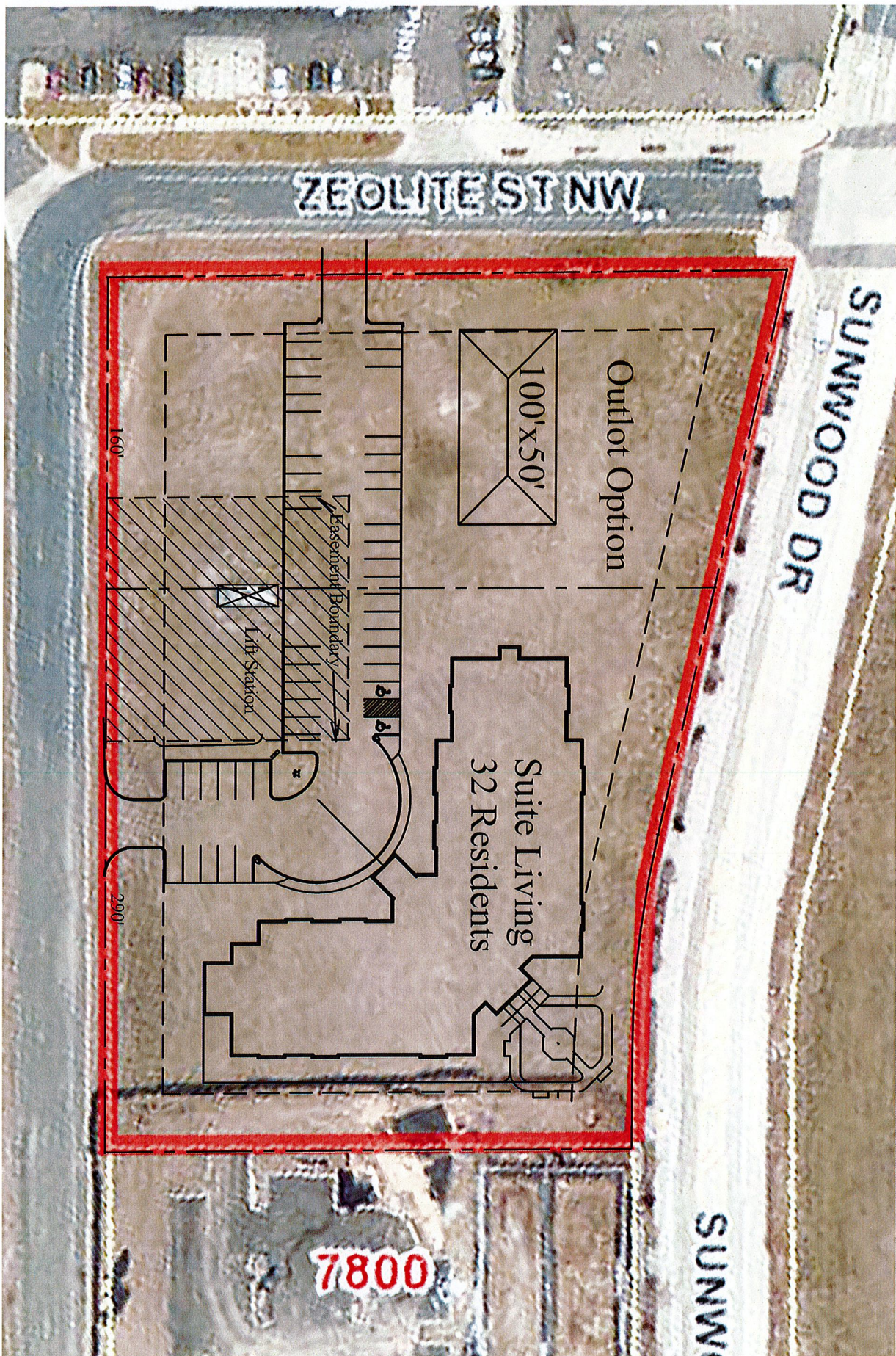
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www.cbre.us/minneapolis

CBRE



A1.0
 SHEET

Site Concept
 Not to Scale

Concept
 November 29, 2018

Suite Living
 address
 City of Ramsey

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Suite Living

Suite Living Senior Care has 18 years of experience in developing and operating assisted living and memory care facilities.

Our philosophy is to concentrate on smaller more efficiently staffed communities which accomplishes two things: a home-like atmosphere for residents and greater flexibility to manage our communities efficiently and profitably.

Keeping operational decision making at the community level (within the management structure at the individual communities) allows for a quicker response time to subtle shifts in resident needs and staffing levels as compared to our competitors.

The company development and corporate management structure allows for greater communication and flexibility in responding to market changes and opportunities. Several of the managerial staff have worked with larger, local senior communities giving Suite Living Senior Care the industry knowledge and experience to successfully startup and operate our communities profitably.

Today's aging population continues to grow at an ever-rapid pace. The need for housing with acute care services is greater today with a very promising outlook in the next 30 years. We believe that the markets we focus on are under-served due to the lack of more acute senior housing options.

Our residents are elderly individuals in need of more care than that typically provided in the more traditional assisted living setting. Our model, which is commonly called "assisted living", offers significant advantages versus more institutional settings like a nursing home. First, the residents enjoy a higher quality of life through a more home-like atmosphere with active peers they can relate to on a daily basis creating their very own small community. Next, our residential system is more cost effective and finally, residents receive significantly more attention due to the smaller building size and staffing structure. The small, simple layout of the main common areas and private rooms allow staff to supervise, monitor and respond to the needs of the residents in a timely manner. Our structure of wide hallways, wide doorways, tall ceilings and all resident rooms within a close, visible distance for the dining and activity area sets our living spaces apart and greatly benefits the "quality of life" to residents. Management and nursing offices are on the same floor as resident rooms so constant supervision and observation by nursing and management allows for continuous face-to-face support and guidance to be very involved in the everyday routines of the residents and staff.

Elderly individuals and their families are often unhappy with existing living and personal care options, especially in smaller communities and are actively searching for new alternatives. Due to Suite Living Senior Care's experienced operations and infrastructure, we are in a unique position to provide cares that are needed by the elderly populations of our communities in Minnesota.

Prime Locations is a priority for Suite Living Senior Care. Placing facilities on sites with high visibility and high traffic counts generates high traffic, and drive-by advertising accounts for about 80% of leads, minimizing advertising costs.

Suite Living

Suite Living communities focus on caring for high-acuity care residents that do not need skilled nursing care but typically require more care than most senior assisted living communities provide in the market. This is the niche market segment that has enabled and will continue to enable Suite Living to outperform the competition. Given that most of the supply is so much older, to some the point of being obsolete. The newer small communities located in strategic locations will continue to serve the needs of the communities they are located in. New supply is still focusing on basic age in place assisted living with congregate a la carte assisted living with daily cares and a small nursing home component (likely filled with waiting lists only for residents of the facility) and other basic needs Assisted Living and Memory Care models with too many beds to properly provide the high acuity cares which Suite Living is known for.

Suite Living's niche remains as intact today for its 24-32 bed care model in its high visibility locations. Suite Living will thrive with its high acuity – high visibility (location, location, location), hands on care model (training and staff management), and homelike community environment (good food and home like setting).

Marketing Model-

Suite Living sets itself apart from other communities and creates its “niche” in the way it markets itself, operates, and ultimately performs financially. Suite Living develops communities in high visibility, high traffic locations which provide the “drive by” traffic for marketing, akin to a McDonalds or Walgreens location. Seven out of ten residents of Suite Living are referrals or a result of a drive-by and walk-in visit to the communities. Thus, little advertising is conducted though much effort is set forth in constant and strategic contact with referral sources. These include county case managers and hospital/clinic discharge planners and other geriatric healthcare related specialists. Marketing begins when a potential resident and/or family of a potential resident walks in the door for a tour. They are welcomed with open arms by their potential neighbors and all of the staff. Activities in the Suite Living model are key to the community and operating model, thus there is always an active and welcoming building awaiting a potential new resident.

Floor Plan Operating Model-

Suite Living designs the community to be simple to live in and simple to operate. The residents truly feel like they are living in a home. The community's hallways are wide and lead directly to the common area, the living spaces and the resident suites. The floor plan makes it easy for residents to find the activities and dining and easy to return to their private suite. The suites consist of a very simple floor plan allowing staff to visually see the entire resident living space from the hallway. Suites are used for sleeping and resting periods. Furthermore, residents have a direct line of sight to the bathrooms from anywhere in the resident room. The residents are always encouraged to spend the days in the common areas doing activities within the community. The majority of residents elect to keep their private suite doors open at all times. This simple approach allows for more efficient monitoring of residents and a higher value co-efficient in the staff per resident ratios overall. It also allows for much more personal interactions between staff and residents. Staff are provided one free meal per shift to enjoy with the

residents during their meal time in the community dining room. Visiting relatives are also offered a free meal to enjoy during the resident's scheduled meal times.

Living spaces in the common area provide the comforts of home (fireplace, television, activity areas, dining) while avoiding unneeded areas often un-used such as movie theaters, exercise rooms, ice cream parlors, coffee shops, exercise and game rooms etc. which add a great expense but are rarely used in other Assisted Living/ Memory Care buildings. Additionally, these areas simply add "confusing" space for residents to get lost and the need for more staff to monitor. Both of which add additional cost to the bottom line.

Management & Employee Training Operating Model -

Each Suite Living community employs a small hands on management team of one house manager, one RN, and one LPN on site 7 days a week as well as on call 24/7 as a resource and support structure for the caregivers, activities and kitchen staff. Every single day, management is face to face interacting with each employee, observing on the floor, conducting on-going training in group settings as well as 1:1 settings and visually setting eyes on each resident. The universal staffing model assures that all staff are included in assisting with any service pertaining to the resident's cares and daily living needs.

The RN and LPN nursing staff at Suite Living also receive ample support and resources within the Suite Living community they serve. This includes an in-house doctor, in-house physical and occupational therapist, on-site podiatrist, on-site hospice support, pharmacy delivery to the building as well as doctors/pharmacy. Web based services software program allow management and nurses to access all resident records and charts from anywhere, Leading Age and Care Options memberships as well as paid continuing education courses for all licensed nurse personnel keep staff the envy of the industry.

Training is vital in the ability to care for the type of clientele Suite Living specializes in caring for. Suite Living's training is 80% hands on and 20% written tests and videos to accompany. All employees are trained at the exact location they are employed at with their management team focusing on the cares of the exact residents they have been hired to care for. Each month, Suite Living's management team holds a mandatory monthly 1.5 hour paid staff meeting and in-service education training specific to the MN Dept. of Health's list of in services that must be conducted each year. Employees are able to meet their minimum required yearly in-service hours by attending Suite Living's monthly staff meetings with education conducted by Suite Living nurses. Suite Living also partners with the in-house hospice and therapy companies to offer additional on-site paid in service education for the entire to staff to benefit from and count toward their state requirements in relation to their Certified Nursing Assistant Certificates.

Each Suite Living community uses the same training system which allows each community to be the greatest resource to each other as well as on-site support for all departments including management and nursing to support each community as they operate parallel to each other. This form of operating also allows each community to be a great referral source to each other for resident admissions, internal resident transfers since the exact same level of high acuity care including Memory Care is offered at each location.

Revenue Operating Model-

Each Suite Living community offers private pay, application assistance for those with Long Term Care Insurance as well as allowing County Assistance (Elderly Waiver) as a form of payment to reside at each community via a contract between Suite Living and the respective county the community is located.

Each communities' management team is diligent in keeping close contact with the county case managers to ensure proper assessments are conducted which includes input from our staff who directly care for the resident to ensure that each service is being properly reimbursed from the county to Suite Living. Suite Living follows an 80% private pay / 20% county assistance payment percentage that is managed by a simple system the house manager follows to keep up to date with each resident's financial situation.

Suite Living

SPECIALTY SENIOR SERVICES

What Makes Us Different?

- Care Model
- Staffing Model
- Building Design
- Cost Structure
- Marketing Methods

CARE MODEL

Our care model differs from most providers in that we specifically target seniors that need care. In an environment where long term care within nursing homes have dwindled (they now focus on providing rehab and capturing Medicare reimbursements) and the ability to license new beds has been cut off from the local government there is an even higher need for an alternative option for those seniors that require a more complex level of care i.e.: 2 person transfers, colostomy care and tube feeding. Suite Living fulfills this niche as it provides those cares that used to be provided only in a nursing home however continuing to operate under a Class F assisted living license, allowing Suite Living to have the freedom to continue to develop. We focus heavily on staff training and researching new methods to care for seniors that suffer from challenging diseases such as Alzheimer's and Parkinson's disease.

STAFFING MODEL

Our staffing model is unique because of how we utilize our staff differently. Our Caregivers are universal workers. They not only provide cares to the residents but they also perform housekeeping duties and serve the meals. We do not have multiple layers of line staff that each require managers instead we have an Executive Director who is responsible for the overall management of the building, staffing the building, overseeing the day to day sales, human resource duties, quality assurance and making sure families and residents are satisfied. We also staff a registered nurse (due to regulation Requirements) and licensed practical nurse who oversee the caregivers, chart, manage medications, and administer certain services such as injections and wound care. A cook manages the kitchen during the day and we also staff someone to provide activities to the residents. Lastly, our two highest salaries in each of the building are minimized due to our ability to share them between two buildings. Often time or executive director and registered nurse split their time between two geographically close buildings. Suite Living communities are clustered together in such a way that we can share staff between the two sites without sacrificing the quality of service.

BUILDING DESIGN

We design our buildings with the resident and staff in mind. Our communities are small and efficient. We do not build buildings with large apartments and narrow, long hallways, instead we focus on providing studios (300-365 sq. ft.) and making sure the hallways are as short and wide as possible. We also centralize all our community spaces. In most senior housing communities, the residents congregate near the front entrance. We have built around the idea that if we put the dining and activity space where the residents will naturally go then it's a win for everyone. Residents are happier to be part of activities because they are already down there and it's convenient for them also. Even if they decide not to participate in an activity they are still able to enjoy the ambiance of what is happening at the time while most importantly not closing themselves off in their suite, which can cause depression.

COST STRUCTURE

Suite Living offers services in packages. There are 4 basic packages, the first being the least acute level and the fourth being the highest level of acuity. This is important as it helps residents and families easily forecast what they are paying for. With ala carte services or point systems it is very difficult to decipher what your bill will be at the end of the month, often creating very unsatisfied customers, which can result in move-outs. Because we offer such high level of care in a package format we are much cheaper than a nursing home, which can cost up to double of what we cost for care. Other senior housing communities that offer ala carte services or point systems when compared to our packages can also be much more expensive.

MARKETING METHODS

We position our buildings on high traffic, highly visible pieces of land. This results in a high amount of drop in tours and decreases our need to advertise. We also spend a lot of time networking with discharge planners in nursing homes and staying in constant contact with other senior housing providers that cannot take the level of care that we do resulting in a large number of referrals. Because we fill a special niche we get referrals from both ends of the spectrum, nursing homes that discharge residents due to their inability to keep them long term and assisted living/memory care or independent living providers that cannot provide a highly acute level of care.









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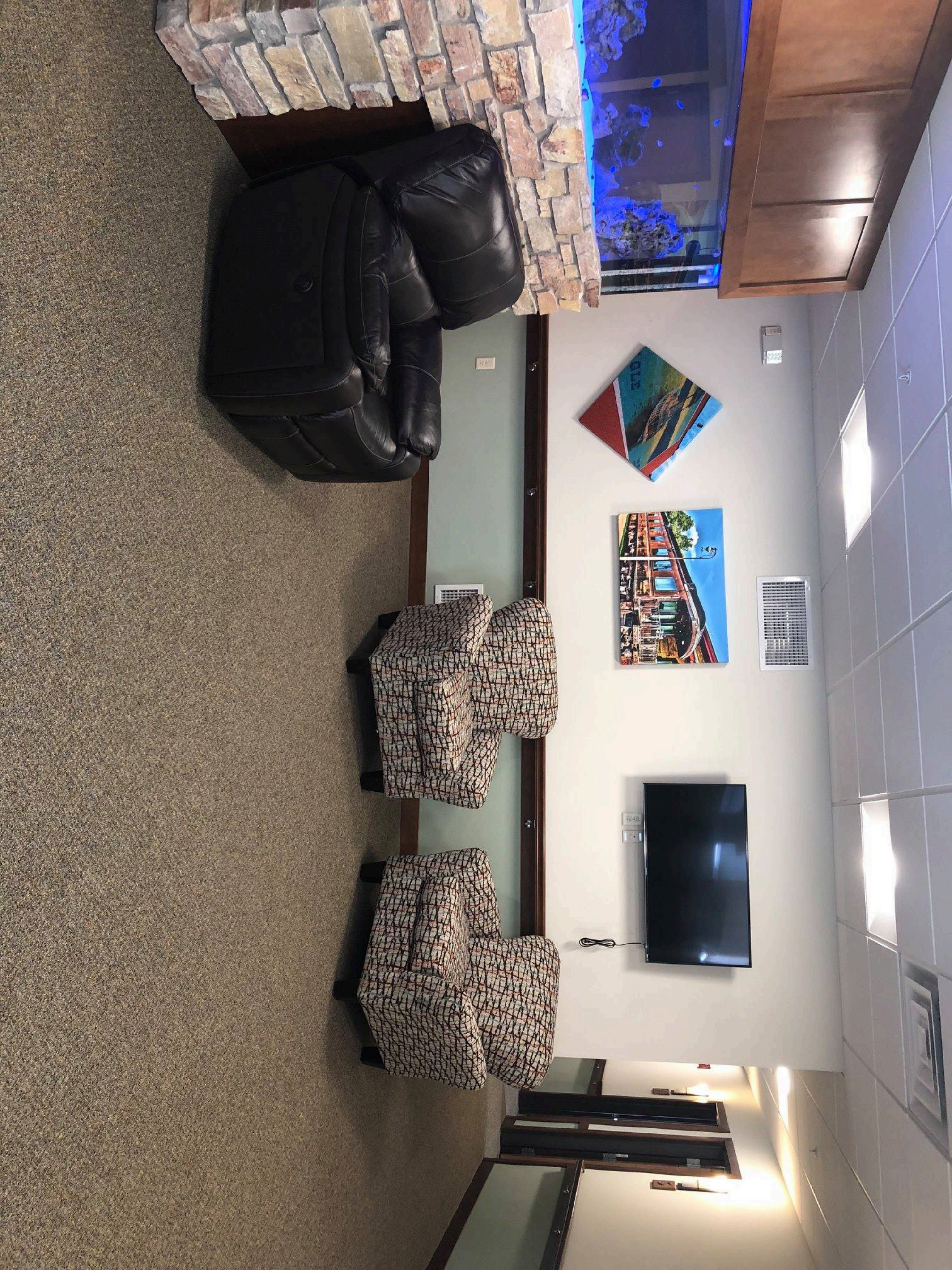


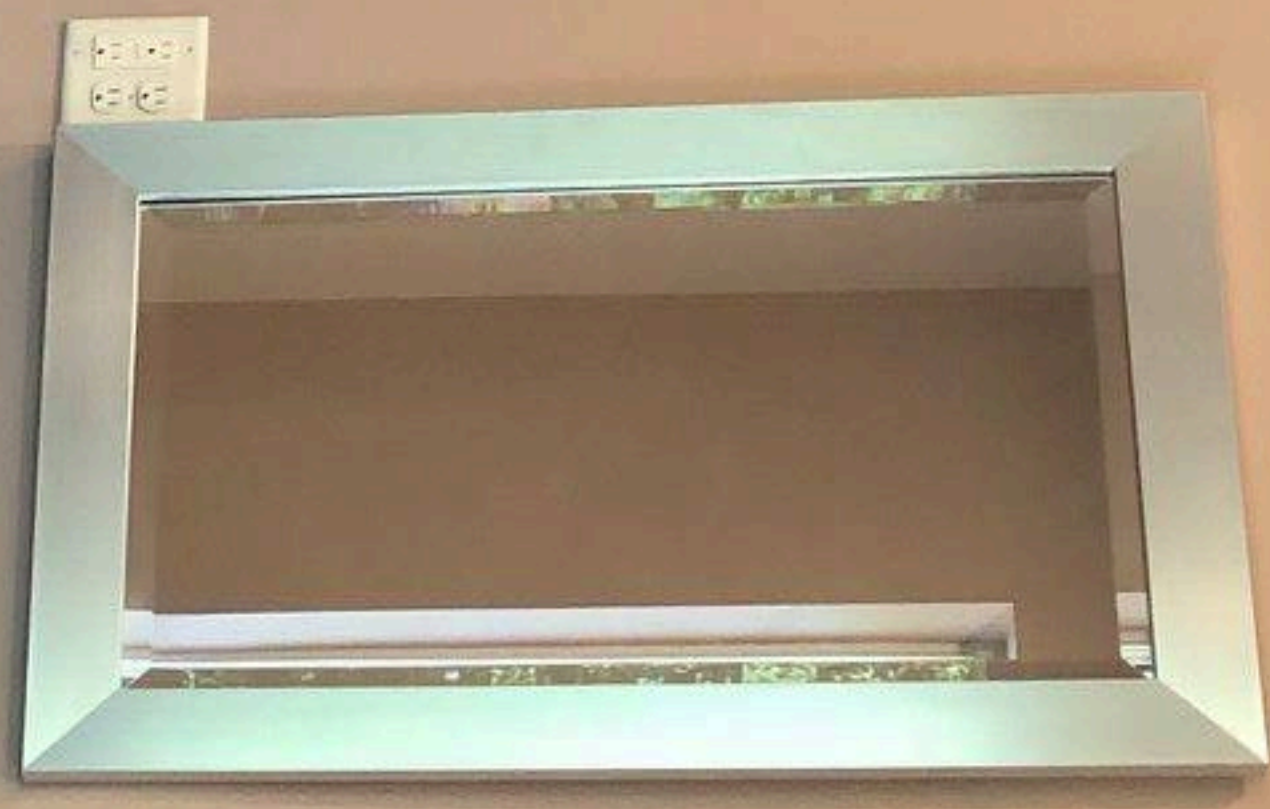




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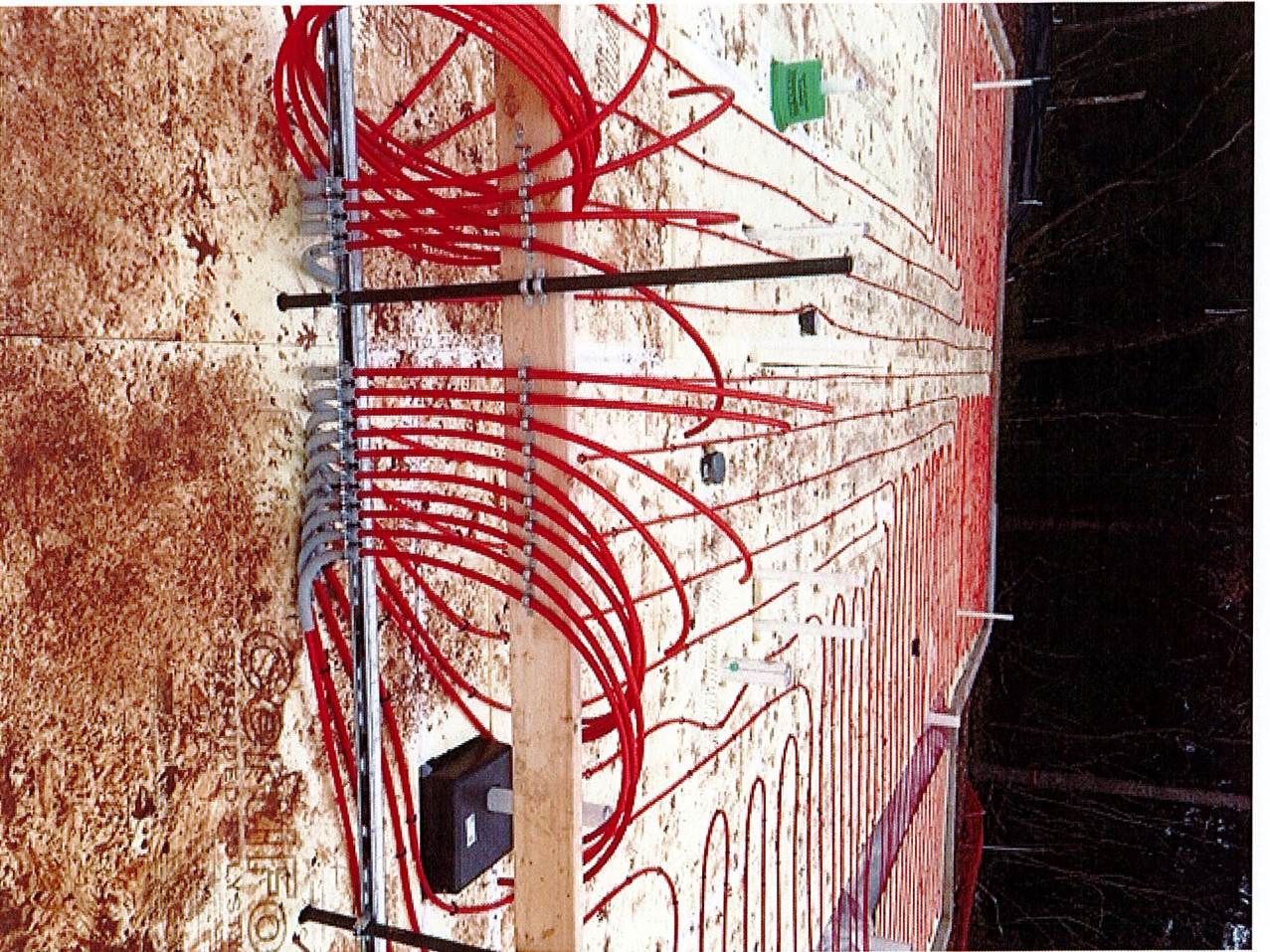


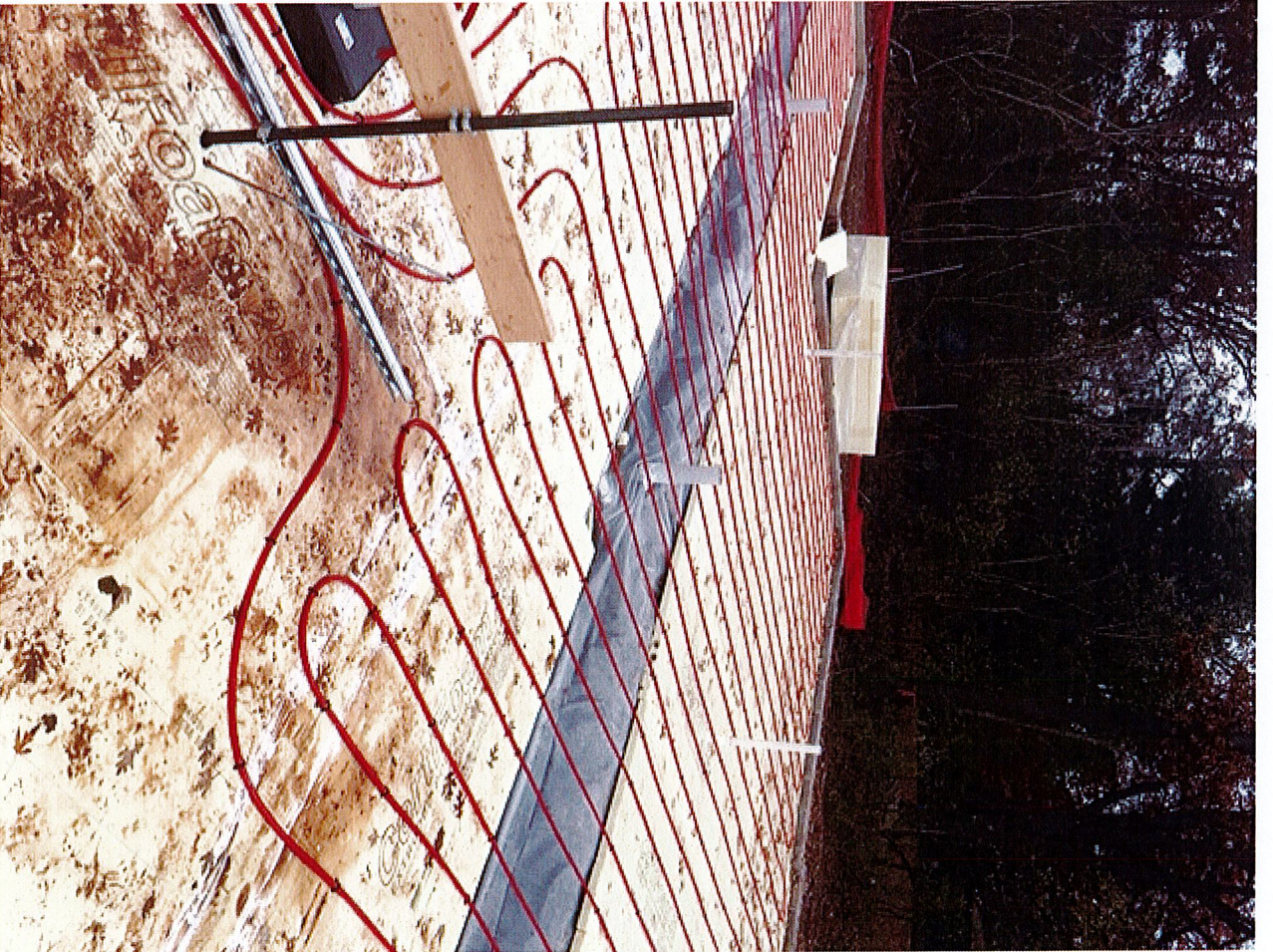




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