



Models for Senior Housing Development



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The Next Generation of Senior Living



What is Senior Housing?

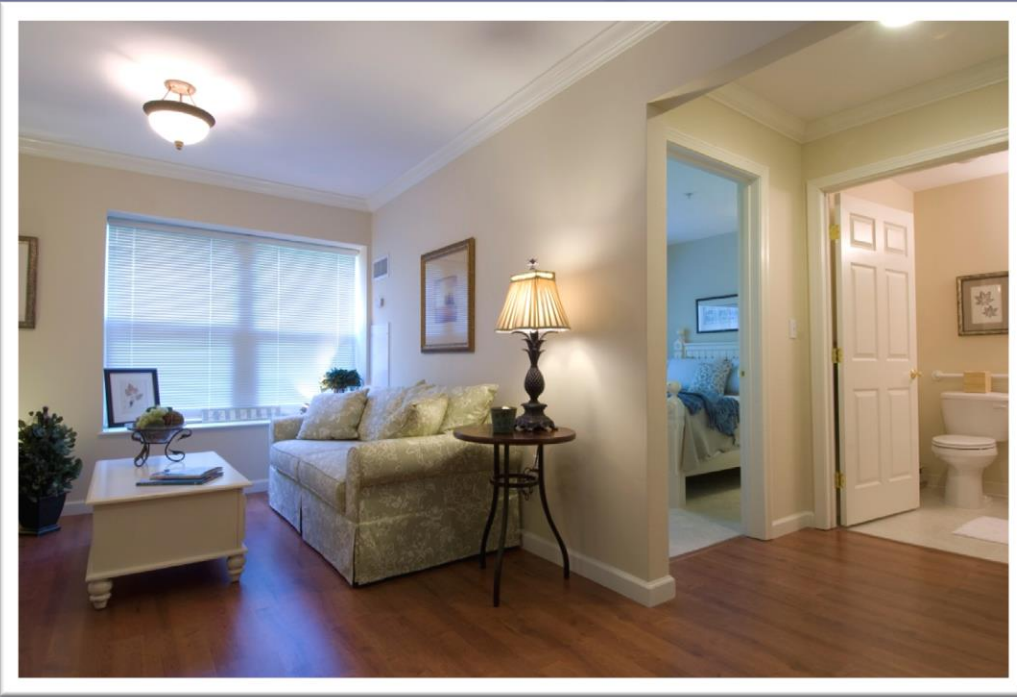


What Does Independent, Assisted and Memory Care Mean?



- **Private apartments:** studio, one- and two-bedrooms
- **Common amenities:** living rooms, fitness center, pub, art studio, spa
- **Services:** dining, activities, housekeeping, maintenance, transportation
- **Personal Care (if needed):** bathing, dressing, medications, escort

What Does it Cost?



- **Private Pay**
- **GAFC**
- **Affordability Requirements**
- **Veterans Benefit**

Who is Your Customer?



- Resident
- Family
- Neighbors
- Town/City
- Service Providers

What's New and Innovative in Senior Housing?

- **Eat Fresh/Eat Local**
- **STAR Program**
- **Senior Green**



Design



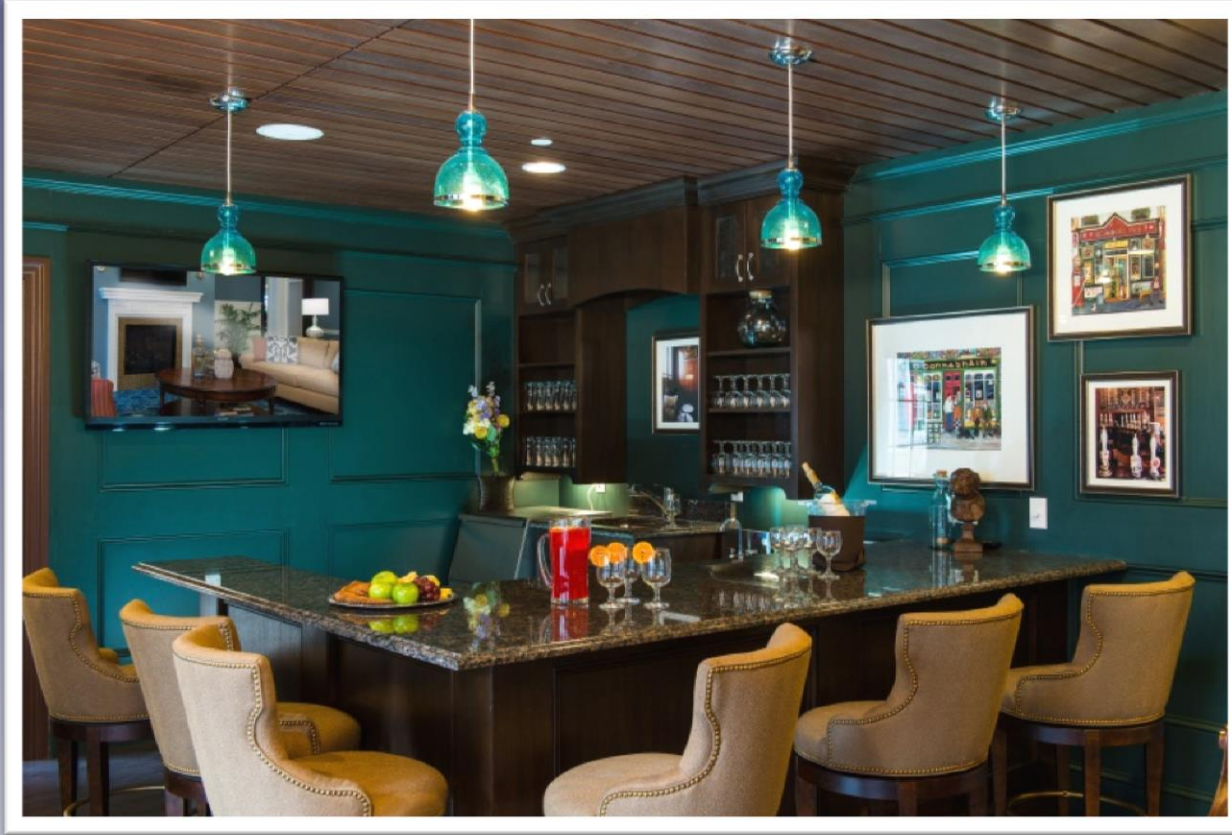
Design



Design



Design



How Do You Determine Whether Your Model is Right for a Certain Area?

- Knowledge of the market
- Customer research
- Need Assessment



What Would a Potential Project Look Like?



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Development of Assisted Living in Brookline

Criteria:

- Market demand
- Site that can accommodate 85-110 units
 - Access to public transportation
 - Parking for a minimum of 40 cars
 - Water/Sewer

Barriers:

- High construction cost
- Availability of land