

RFP RESPONSE FORM

(If you operate more than one facility, you may complete a separate response form for each location)

General Information	Answer/Explanation
Company name	Croy Canyon Ranch Foundation ("CCRF")
Company address	PO Box 640, Hailey ID 83333
Company web page	www.croycanyonranch.com
Contact person responsible for answering this RFP – Name, Telephone, Email	Kathleen Eder, Executive Director 208-788-2310, 208-720-6999 admin@croycanyonranch.com
Existing Program Information	Answer/Explanation
Type of ownership	Blaine Manor, County-owned, transition to CCRF
Structure of parent corporation, joint ventures, subsidiaries, partnerships or other relevant relations	CCRF entered into a service agreement with Blaine County to replace existing beds at Blaine Manor in a new Continuing Care Retirement Community (CCRC).
Number of years in the market	30
Facility location(s)	706 S. Main Street, Hailey ID 83333
Program Participation (patient mix)	Medicaid – 56%, Medicare – 4%, Private Pay – 40%
Resident and Family Councils	None
Medicare Certified – Y, N	Yes
Medicaid Certified – Y, N	Yes
Number of certified beds	25
Employees	
Number in Administration	3 FTE's
Number of RNs	5.1 FTE's
Number of CNAs	12.7 FTE's
Total Number of Employees	33.4 FTE's (42 employees)
Five Star Rating System (March 2012)	
Overall Rating	5
Health Inspections Rating	4
Nursing Home Staffing Rating	5
Quality Measures Rating	2 (small sample – 2010 data)
Complaints, Incidents, and Lawsuits Provide information regarding complaints, incidents, and lawsuits for the past 5 years.	None
Existing Program Information	Answer/Explanation
Type of ownership	The Terraces at Harris Ranch in Boise Idaho is owned and sponsored by Cornerstone Affiliates, a not-for-profit senior living provider that owns and operates CCRC's and affordable housing communities in California, Washington, Arizona, Nevada and Idaho.
Structure of parent corporation, joint ventures, subsidiaries, partnerships or other relevant relations	Cornerstone Affiliates to enter into a Management Agreement with ABHOW (American Baptist Homes of the West) along with a Management Services Agreement with Greystone to provide management

	and support services for design, marketing, construction and operations of the Community.
Number of years in the market	Greystone Management Services (GMS) has 20 years of senior living management services. The Terraces will be Idaho's newest CCRC and Greystone has been serving as the development consultant for the Terraces at Harris Ranch and will be the manager once the community opens.
Facility Location	Warm Springs Road, Boise Idaho – Construction to begin in Spring 2013 with a Fall 2014 opening. The Terraces has all the regulatory approvals from the Idaho Department of Finance, the City of Boise Planning Department and is currently completing its approvals from the Idaho Department of Health and Welfare.
Other Services	The Terraces at Harris Ranch offers 138 independent living apartments, 12 independent living cottages, 40 assisted living apartments, 24 memory support assisted living apartments and 48 skilled nursing beds.
Other pertinent information	The Terraces has 70% of the independent living apartments reserved with deposits representing 10% of the proposed entrance fees. Entrance fees range from \$200,000 to \$400,000.
Proposed Blaine County Program	Answer/Explanation
Type of ownership	<p>Croy Canyon Ranch Foundation proposes several possible ownership options to Blaine County for future discussion and mutual resolution. The intent is to build a retirement community to be governed CCRF and managed by Greystone. CCRF projects total cash reserves of almost \$6 million by 2017, the anticipated stabilized year, and no reliance upon County funds for operations. Bonds are assumed to be secured by a mortgage over the retirement community, further protecting the County and the bond investors.</p> <p>1.) Blaine County owns the retirement community, leases the property to CCRF. Blaine County loans the bond proceeds to CCRF to build the community; CCRF pays a minimal lease payment back to the County. CCRF and Blaine County give a mortgage to investors to secure the debt; when the debt is retired, the community ownership is transferred to not-for-profit CCRF.</p> <p>2.) Same as #1, but when the debt is retired, the community ownership remains with Blaine County. Lease carries a long term with renewal provisions.</p> <p>3.) CCRF owns the community and gives a mortgage</p>

	<p>to investors to secure the debt. Blaine County loans the bond proceeds to CCRF in return for the mortgage.</p> <p>The selected option would be structured with a service agreement negotiated between Blaine County and CCRF.</p>
Structure of parent corporation, joint ventures, subsidiaries, partnerships or other relevant relations	Croy Canyon Ranch Foundation (CCRF) is a Not-for profit corporation – 501(c)(3) Charitable Foundation, Federal Tax ID # 82-0537012. CCRF is governed by a 15 member local volunteer Board of Directors.
Explain desired partnership with Blaine County	<p>Blaine County currently supports Blaine Manor in order to ensure long-term care is available to the community. The County's financial risk to Blaine Manor is technically without limit and without end under the current structure. Croy Canyon Ranch Foundation seeks the County's help to develop a financially self-sustaining retirement community that would provide a high quality, all-encompassing retirement-living experience and, moreover, would not rely upon the County for operating cash flow. Despite exploration of numerous options, it does not appear the market can support a project large enough to cover both its operating cost and its construction cost. CCRF therefore requests the County's assistance in issuing bonds secured by the retirement community; repayment of those bonds would be the County's responsibility.</p> <p>CCRF proposes a partnership, as more fully described in the attached Request for Proposal Document dated 10-12-12, whereby Blaine County will issue general obligation bonds in an amount estimated at approximately \$29.2 million to fund a portion of the design, development and construction of a continuing care retirement community to serve seniors in the Wood River Valley. CCRF will raise approximately \$9.85 million, initially, of which \$2.1 million would fund operating losses at Blaine Manor upon approval of the plan until opening of the new community. Upon opening of the new community, CCRF will relocate the existing residents at Blaine Manor to the new community. Another \$3 million of the initial fundraising will establish an operating reserve fund to cover any future operating losses, if incurred.</p>
Other services – such as assisted living	CCRF proposes to construct a continuing care retirement community consisting of 25 Independent living apartments (19 entrance fee and 6 rental units), 22 Assisted living units, 8 memory support assisted living units, and 25 skilled nursing beds (8 semi-private and 17 private beds).
Facility location(s)	CCRF to be built on a 20 acre parcel owned by CCRF

	in Croy Canyon, less than one mile from City of Hailey.
Program Participation (patient mix)	Independent Living, Assisted Living and Memory Support Assisted Living – 100% private pay. (Medicare and Medicaid reimbursement available for Assisted Living in accordance with Federal and State guidelines). Skilled Nursing – 64% Medicaid, 16% Medicare, 20% Private Pay. CCRF is committed to maintaining patient mix into the future.
Resident and Family Councils	Yes - proposed
Medicare Certified – Y, N	Yes - proposed
Medicaid Certified – Y, N	Yes - proposed
Number of certified beds	25 proposed nursing beds
Employees	
Number in Administration	42.9 FTE's including administration, dining services, housekeeping, maintenance, and activities/transportation.
Number of RNs	AL & MS – 4.2 FTE's, (LPN's) SNF – 5.2 FTE's (RN's)
Number of CNAs	AL & MS – 8.9 FTE's SNF – 10.8 FTE's
Total Number of Employees	72.0 FTE's
Documents	Please note if document is attached
Current business plan	CCRF was established to develop a senior living community to serve Wood River Valley seniors. CCRF does not currently operate a community so a current business plan is not available. CCRF is working with Greystone Communities as a developer/consultant of CCRC's and intends to utilize the management expertise of Greystone in the new community, with either a management contract or a sub-contract governed by CCRF.
Proposed business plan	See attached Request for Proposal Document dated October 12, 2012, outlining proposed business plan and conceptual design package.
State licenses	Not applicable. CCRF does not currently operate a community. Blaine Manor nursing home license to transfer to CCRF upon opening.
Other documents	Information included: 1.) Overview of Greystone's management experience 2.) Medicare.gov ratings of the facilities currently managed by Greystone. 3.) Document demonstrating CCRF's strong alignment to the Guiding Principles set forth by Blaine County.