

# Montgomery County Health Investors

## Community Meeting

**May 29, 2008**

**Smith/Packett Med-Com, LLC.**

4423 Pheasant Ridge Road SW

Roanoke, VA 24014

## Overview

SMITH / PACKETT  
re-inventing health care development

- Smith/Packett, a Roanoke, Virginia based company celebrating its 25<sup>th</sup> Anniversary, has developed or acquired over 150 projects with an aggregated value in excess of \$1 Billion.
- Proven track record in developing long term care, skilled nursing, assisted living, independent living, and full continuum retirement campuses
- Over 100 years of senior management experience in the development, financing, and operation of long term care and senior housing projects
- Currently developing 4 skilled nursing facilities throughout Virginia and Florida



# Smith/Packett Projects

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Depicted above is 'Pheasant Ridge'. Smith/Packett's flagship senior living community located in Roanoke, VA.

# Levels of Care We Offer

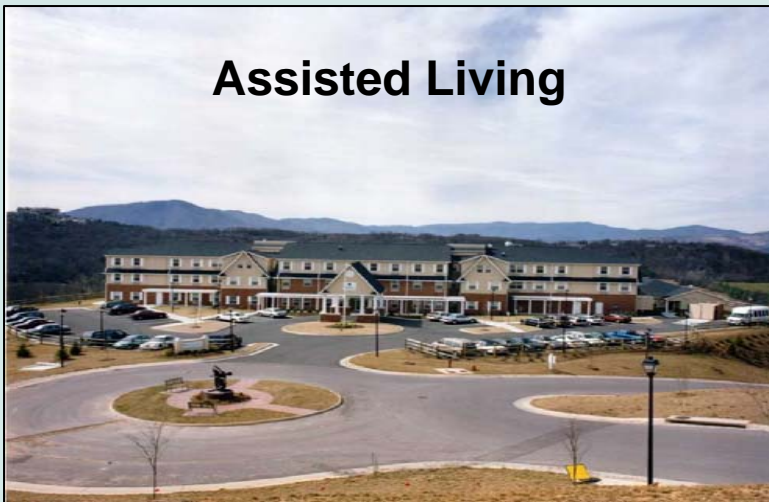
**Independent Living Condos**



**Independent Living Apartments**



**Assisted Living**



**Skilled Nursing**



## Who We Serve

- **Need Driven:**

- Mobility, personal care, medication administration, transportation and meals (Activities of Daily Living).

- Residents do not drive

- The population of the proposed nursing facility will reflect a mix of Medicare, Medicaid and private pay residents which will best benefit those residents of Montgomery County and its surrounding areas

- Average Age of Resident: 80-82 yrs.



- Underserved need in Montgomery County.
  - Over 4,000 qualified households in PMA for skilled care.
  - Market yields sufficient demand for skilled care.
  - Projected senior demographic growth of approximately 10% projected over the next 5 years.
- Lower traffic generation compared to daycare facility.
- Economic Impact of 100+ FTE jobs and a capital investment of \$17MM-\$18MM.
- Passive user of county services such as schools, libraries, parks, etc.

## Need for Nursing Home Services

- A recently completed market study shows a gross demand of 4,590 nursing home beds within a 10 mile radius of our proposed development area.
  - Currently twenty-four (24) nursing homes in this 10-mile radius provide a total of 3,370 beds to those residents needing skilled care.
  - That leaves a difference of 1,220 beds.
  - The average age of these twenty-four (24) nursing homes is: 27 yrs.
  - The newest facility acquired its Medicare and Medicaid certification in May of 2003.
- This underserved demand imposes a physical and financial burden on those families who are unable to adequately care for their loved-ones and have to place them in a facility farther away.

**“Where do you want your loved one to receive care?”**

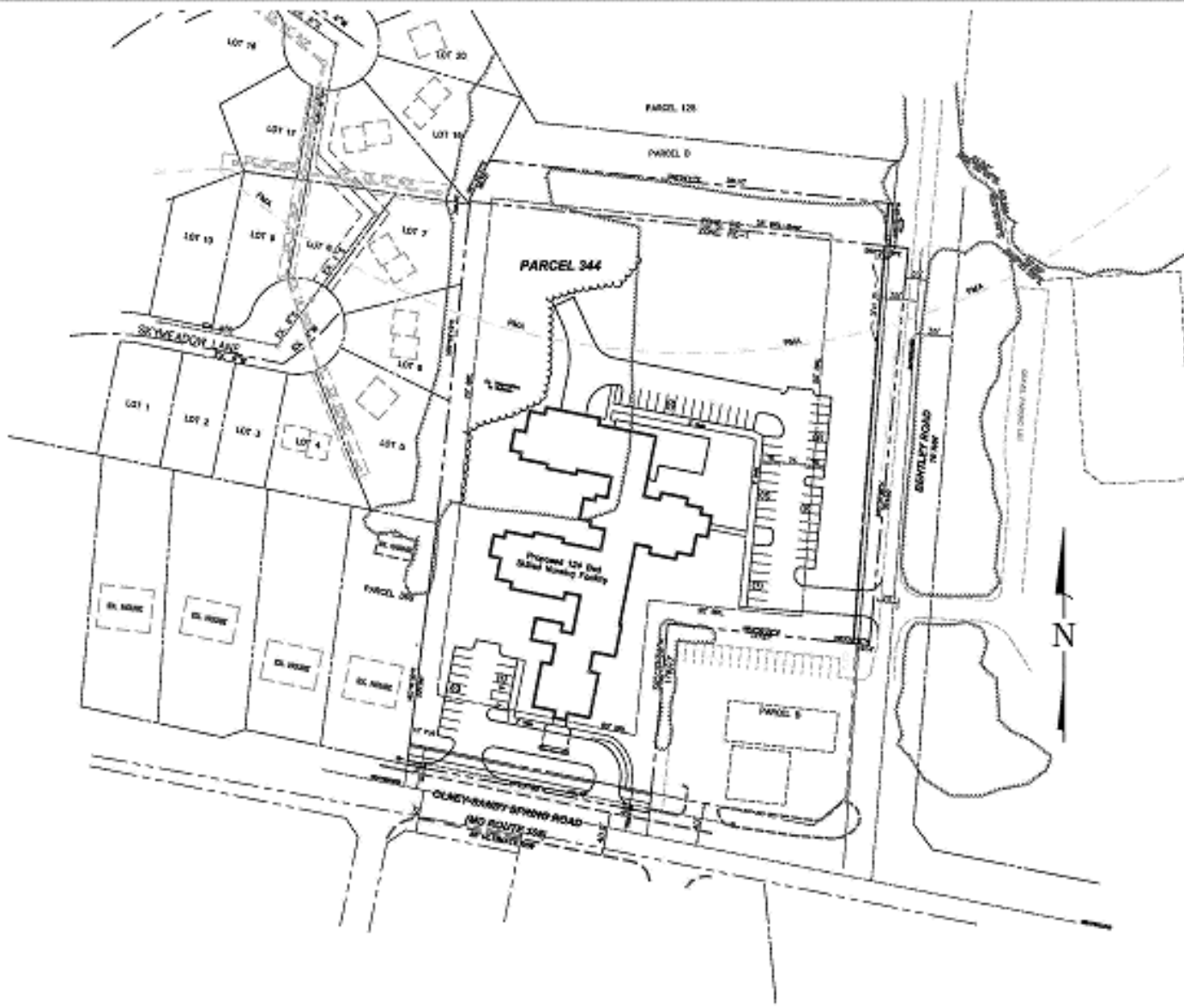
## Project Description

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- Smith/Packett, in partnership with Adventist Healthcare, proposes to develop a 124-bed Skilled Nursing Facility in Sandy Springs, Maryland.
- The project is planned to be located adjacent to the existing Sandy Springs Historical Museum and Maryland Highway 108 creating excellent visibility and accessibility.
- Our nursing facility will replace the existing 95-bed Springbrook Health and Rehabilitation Center owned and operated by Adventist Healthcare as well as place in to service un-used beds from a closed facility.
- The proposed nursing facility will incorporate the latest design and technology for sustainable living and energy efficiency (LEED).
- The facility will incorporate significant architectural elements that will give the nursing facility a residential appearance and feel.

# Conceptualized Site Plan



**CONCEPT PLAN**  
Rivermont Nursing and  
Rehabilitation Center  
Parcels 344 and C  
8TH ELECTION DISTRICT - MONTGOMERY COUNTY - MARYLAND

<p><b>MHG</b> Mills, Hendrick &amp; Glascock, P.A. Engineers &amp; Planners Landscape Architects • Surveyors</p> <p><small>222 Plaines Road, Suite 10 Montgomery Village, Maryland 20884-1278</small></p>	<p>File No. 240</p>	<p>Project CR</p>
	<p>Date 2/2/08</p>	<p>Scale 1"=100'</p>
<p>Phone: 202.950.0000 Fax: 301.261.9966 www.mhg.com</p>	<p>Project No. 24.72</p>	<p>Sheet 1 of 3</p>

- The nursing Facility will front MD HWY 108 accessed by a visitors-only entrance.
- Necessary deliveries and employees will enter off of Bentley Road, fed by MD HWY 108.
- Floor Plan Details

## Review

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Smith/Packett, in partnership with Adventist Healthcare, looks forward to serving the Montgomery County area with leading-edge healthcare.

