

APPENDIX 3

FACTOR 1 e.ii

EVIDENCE OF SOUND COMMUNITY ENGAGEMENT

A map of Martha's Vineyard is shown in a light blue color. A plant with several large, green, oval-shaped leaves and some brown, dried leaves at its base is growing out of the center of the map. The map and plant are set against a solid black background.

Navigator Elder Homes of Martha's Vineyard

**“Thriving Elders, Empowered Helpmates: A Home for Life”
Unitarian Universalist Society of Martha's Vineyard
February 21, 2021**

What is the Green House Project?

- **The Green House Project :**

- Non-Profit Organization
- Everyone has right to age with Dignity
- GHP aims to destigmatize aging and humanize care
- Promote radical non-institutional eldercare environments
- Empowering lives of people who live and work with them



Green House Project

- Green House Homes:
 - 300 homes in 32 states
 - Elders are at the Center
 - Small-scale, self-contained and self sufficient
 - Assisted Living and Skilled Nursing
 - Private Rooms and Bathrooms for each elder
 - Easy-to-access Living Room, Fireplace, kitchen and outdoor



GREEN HOME Images

Fostering Meaningful Lives in Real Homes



Navigator Elder Homes
of Martha's Vineyard

Confidential

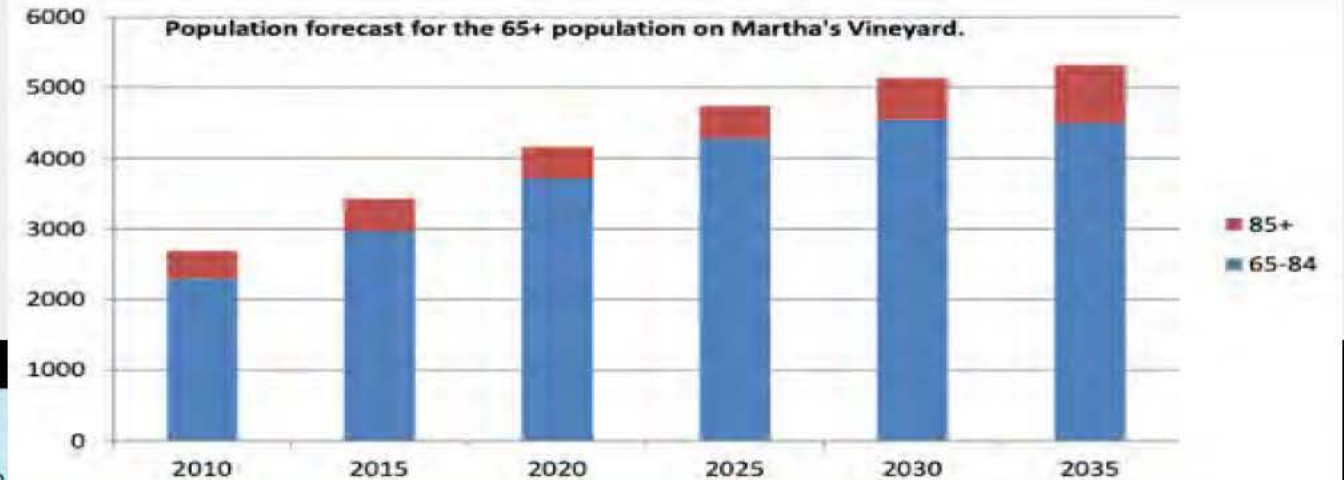
Highlights of the 2020 Martha's Vineyard Market Study

- Age 75 plus population projected to increase by 84% on MV between 2020-2035
- Windemere is the only nursing facility located on the Island.
- Greenhouse will capture demand of patients currently seeking off-island care due to physical obsolescence of the current Windemere facility

Table 2
Population Trends
Primary Market Area

	2010	2020	2025	Percent Change '20 - '25
Total Population	16,460	17,355	17,788	2.5%
65 – 74 population	1,467	2,833	3,292	16.2%
75 – 84 population	828	1,016	1,101	8.4%
85+ population	390	432	468	8.3%
Total 65+ population	2,685	4,281	4,861	13.5%

Source: Environics Analytics



Draft Depiction of one Navigator Green House Home, Edgartown, MA



Navigator Elder Homes
of Martha's Vineyard

LWDA
DESIGN

Draft Depiction of the Garden View Edgartown, MV

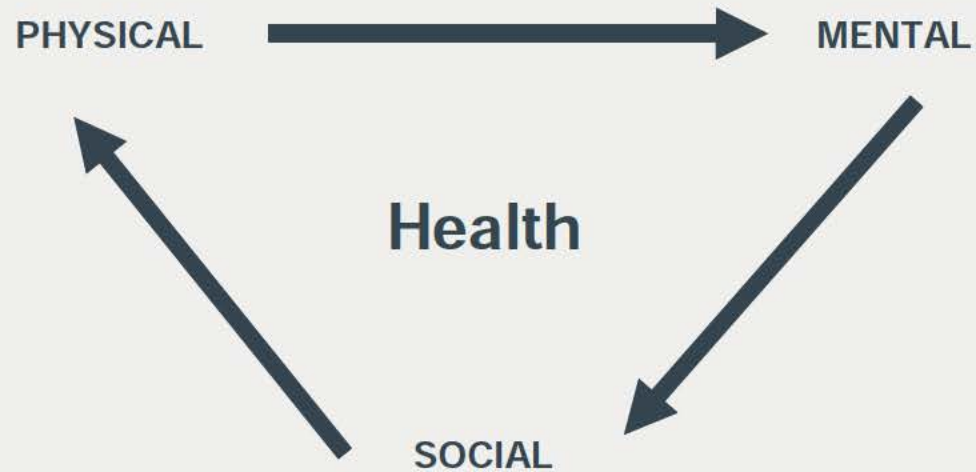


Navigator Elder Homes
of Martha's Vineyard

LWDA
DESIGN

Connection to Nature is Key to Health and Wellbeing

- Walking paths, outdoor spaces, and connection to nature



Site Plan



Navigator Elder Homes
of Martha's Vineyard

Design Principals For Dementia Friendly Environments

- Seamless continuity between interior and exterior living spaces
- The environment, as an integral component in cognitive and behavioral therapeutic approach (Biological lighting)
- Landmarks that provide as many “Hardwired” cues that assist in navigation and orientation



Transition from Windemere To The Green Houses

Existing	Green House Model	Notes
Census under 50	Census of 70 in Five Green House Homes	Initial estimates upon transition: Medicare Beds 14 Private Pay 29 beds Medicaid 27 beds
Reduced staffing	Universal worker runs each home + Registered Nurses per MA DPH regulations	Reduce need for "laundry , housekeeping and food service staff"
Significant Temporary Workers	70% Employed Staff	Thanks to the MV Hospital, Workforce Homes to be available to house Green House staff
Windemere experiencing Losses	New Model shows over \$2M in Net Operating Income	Market Study supports greater number of Private Pay in this model. Supported by national Green House data

Project Schedule –High Level	KEY DATES: 2021	Notes
Waste-Water	`Preliminary Approval on 2/18/21	If local Edgartown capacity is insufficient, Solution for on-site waste-water
Zoning	Town Meeting in May 2021	Original Town Meeting was 4/13. Town Administrator seeking change for meeting in May.
MV Commission	July- August-Sept	30 days after Town Meeting for estimated 90 days
Fundraising	May-September	
SNF License Transfer and Determination of Need	July 2021	Underway now and through next 4-5 months
Construction Financing USDA Community Facilities	October 1, 2021	Closing on or about 9/30
Construction Start	`October 15, 2021	

PR and Outreach in the time of Coronavirus and into 2021

- Over 20 Community Virtual Events, featuring education, and presentations.
 - Libraries
 - Town Selectmen
 - Faith Communities
 - Duke's County Commission
- Navigator quickly pivoted and has enjoyed interviews with MVY, MVTV, Skilled Nursing News and others.
- Renee Lohman penned an Op-Ed for Cape Cod Times in 2020



Thank You!

QUESTIONS

Renee Lohman

President & CEO

Navigator Elder Homes of New England
LLC

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www.navigateiorelderhomes.com





Navigator Elder Homes of Martha's Vineyard

**Healthy Aging , Martha's Vineyard
May 21, 2020**

“Out of 300 Green House Project Homes in 31, states, leaders from 266 of these homes responded to a recent survey going back 60 days. “Of these 266 Green House Homes, only 4 residents in total had been diagnosed with Covid-19 and there have been 0 (zero) deaths”

Susan Ryan, Managing Director, The Green House Project, Inc. 4/30/2020

Today's Presentation

- Green House Model
- Mission /Vision
- Background, History and Connection to Healthy Aging, Martha's Vineyard
- Accomplishments and Progress: February 2020-Present
- Goals and Objectives for Third and Fourth Quarters, 2020
- Financial Plan
- Impact of Corona Virus



Mission and Vision

We partner with organizations, advocates, and communities to lead the transformation of institutional long-term and post-acute care by creating viable homes that spread THE **GREEN HOUSE® Project** vision – demonstrating more powerful, meaningful, and satisfying lives, work, and relationships.

Our mission is to enable elders to live the most meaningful life possible in our Navigator homes. We are passionate about fostering control, dignity, and a sense of well-being for elders, their families, caregivers and direct care staff.

St. Elizabeth's Community: Green House Homes, East Greenwich, RI

Real Home



Brief History :

- 2016 - Healthy Aging, Martha's Vineyard launches process to review The Green House Project Model
- Healthy Aging funds Market Study which validates need for 70+ Skilled Nursing Beds on the Island
- 2018- The Green House Project organization introduces Navigator Elder Homes of New England, Developer on Cape Cod to Paddy Moore and Peter Temple
- 2018- Navigator begins discussions with MV Hospital and leadership of Windemere Skilled Nursing Home
- 2019 - Navigator responds to RFP and is awarded RFP by MV Hospital.
- 2019- Navigator and Healthy Aging MV provide Island-wide Education
- January 2020- Navigator signs Letter of Intent with MV Hospital to build Green

House Homes

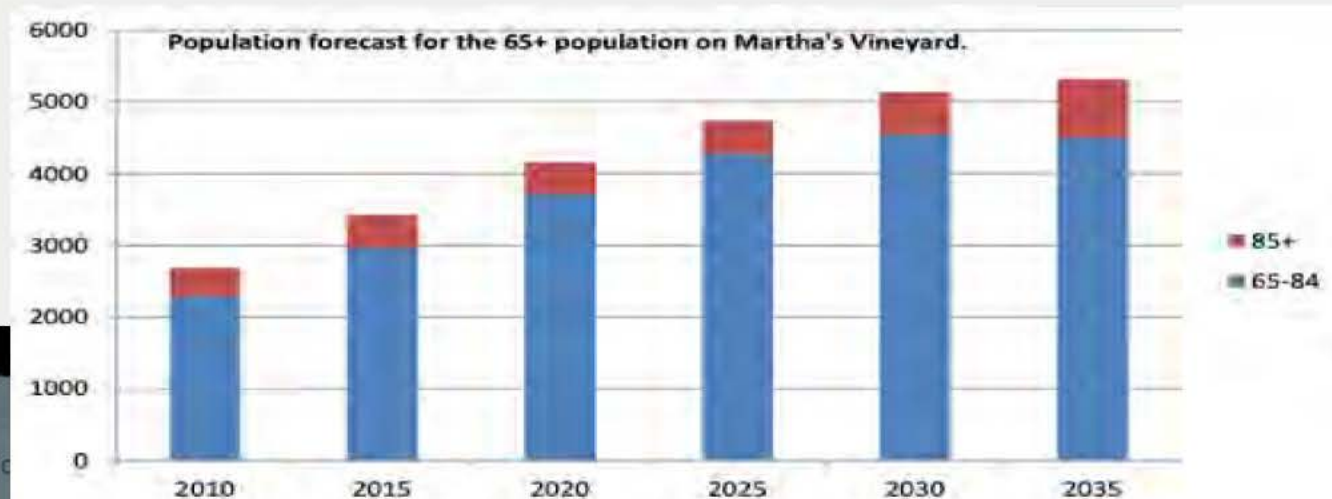
Navigator Elder Homes
of Martha's Vineyard

Confidential

Highlights of the 2020 Martha's Vineyard Market Study

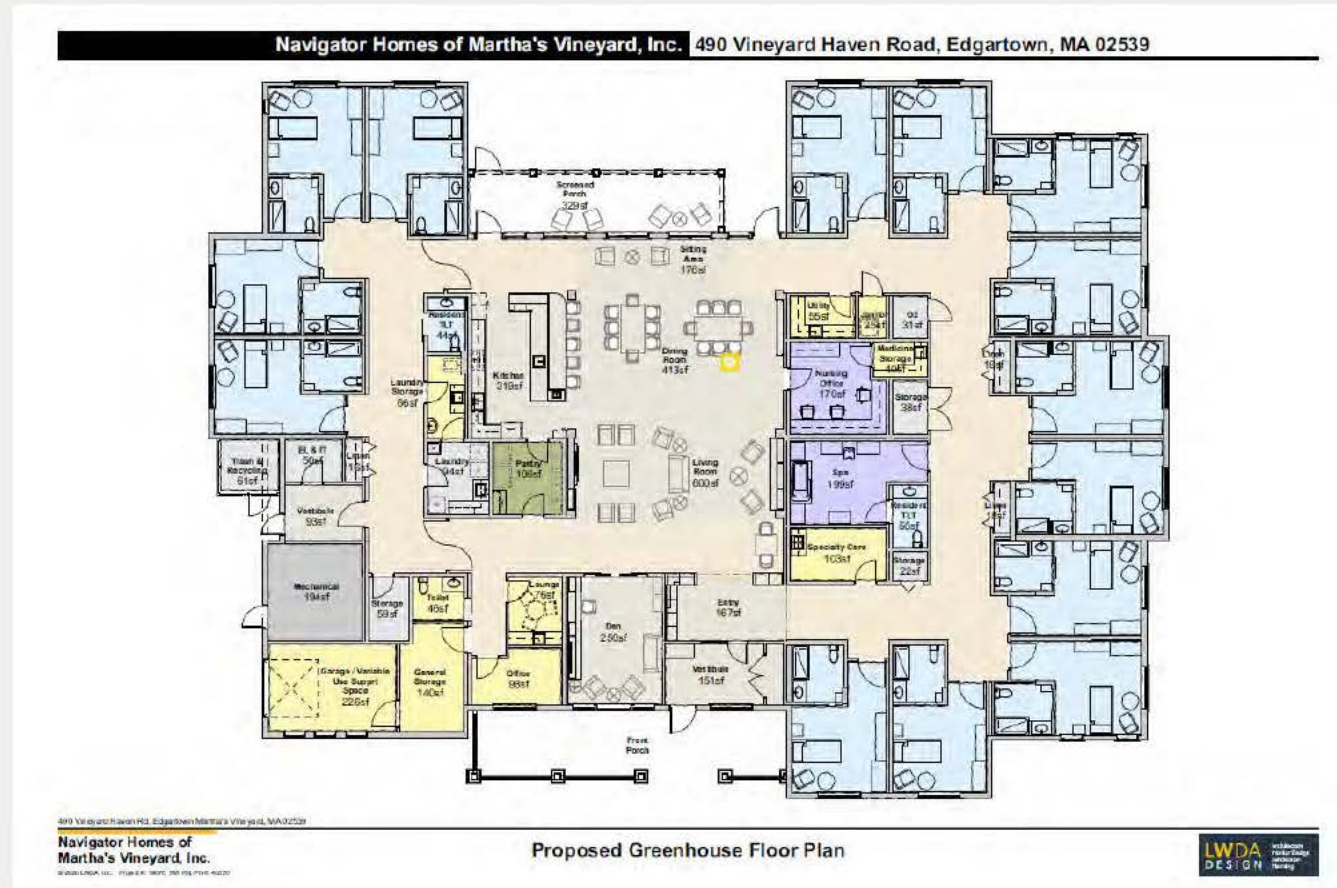
- Age 75 plus population projected to increase by 84% on MV between 2020-2035
- Demand for 42 Private Pay Beds established
- Demand for 42 Medicaid Beds established
- Demand for 17 Medicare Beds (short-stay) Beds established
- Greenhouse will capture demand of patients currently seeking off-island care due to physical obsolescence of the current Windemere facility

Table 2 Population Trends Primary Market Area				
	2010	2020	2025	Percent Change '20 – '25
Total Population	16,460	17,355	17,788	2.5%
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Total 65+ population	2,685	4,281	4,861	13.5%
Source: Environics Analytics				



Proposed Green House Floor Plan

- 14-Private Resident Rooms
- All with Private Baths and Showers
- Hearth with open floor plan
- Open kitchen and dining area
- Easy access to the outside spaces
- Non-institutional design and layout
- Significant natural light
- All DPH Requirements met for SNF



Development Team of Navigator Homes of MV, Inc.

- Martha's Vineyard Hospital
- Paddy Moore, Board Member, Navigator Homes of Martha's Vineyard
- The Green House Project, Inc.
- Navigator Elder Homes of New England, LLC , Renee Lohman, CEO
- LWDA Architects - Principal, Ruth Neeman AIA , Director for Senior Environments Studio
- The Congress Companies, Peabody, MA: Construction and Development
- Arent Fox Attorneys – Richard Newman, /Gerald Billows, Healthcare Regulatory and Non-profit expertise
- Denise DeLorey, Public Relations , Community Outreach, Marketing
- Edward Pesce/Chris Alley , Civil Engineering
- Pleasant Bay Homes- General Contractor
- John Carberry, Charles River Mortgage, Financial/Fundraising

Development Achievements: February - May 10, 2020

- Establishment of Non-profit entity
- Demand Market Study for Duke's County
- Financial and Development Budget
- initial Department of Public Health programmatic design was approved
- Site Planning to present for Zoning approvals
- Contract with Green House Project
- Completion of Architectural, Mechanical, Structural & Interior Schematic Design
- Plans ready for Determination of Need Application
- Lender Term Sheet for Construction Loan
- Initiated a series of public interviews & media presentations

Site Plan



Navigator Elder Homes
of Martha's Vineyard

Main Civil Engineering Work to Date (last 60 days)

- Preliminary site grading & utilities layout design
- Several iterations of site grading & earthwork analysis performed in order to balance the cut & fill on site (no import of fill required)
- Review & Approval of the Traffic Study Scope of Work by the MV Commission Transportation Planner
- Project Notification Form Filed with the Mass. Historical Commission



- Geotechnical soil borings and Soil Test Pits – week of June 8th
- Traffic Study – field measurements and traffic counts (after normal traffic has resumed) – June-July
- Advance the Civil Engineering Design Plans and Construction Details
- Initial Meeting with the Mass. Natural Heritage & Endangered Species Program staff



Front of one Navigator Green House Home, Edgartown, MA



Navigator Elder Homes
of Martha's Vineyard

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DESIGN

Garden View

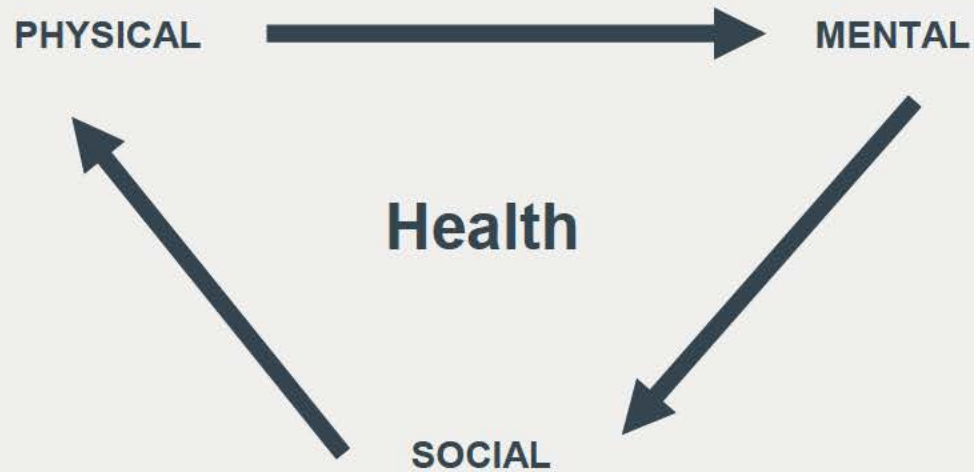


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Connection to Nature is Key to Health and Wellbeing

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Design Principles For Dementia Friendly Environments

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Operational: Financial Highlights

. Operational Financial for 70 Green House Residents (after 1 full year of ops)

- Total Revenues of \$11M
- Net Operating Income of \$2.47M
- 14 Medicare short-stay beds
- 24 (Initial) Private Pay
- 32 Current Medicaid residents assumed coming from Windemere
- Staff Housing options reduce reliance on Traveling /Short-term Nurses
- Debt service for Construction loan of \$20M

Green House : Comparison

Existing	Green House Model	Notes
Census under 50	Census of 70 in Five Green House Homes	Medicare Beds 14 Private Pay 33 beds Medicaid 23 beds
Reduced staffing	Universal worker runs each home + Registered Nurses per MA DPH regulations	Reduce need for “laundry , housekeeping and food service staff”
Significant Traveler/Agency Workers	70% Employed Staff	Thanks to the MV Hospital, Workforce Homes to be available to house Green House staff
Windemere experiencing Losses	New Model shows over \$2M in Net Operating Income	Market Study supports greater number of Private Pay in this model. Supported by national Green House data

Development Budget

Construction and Soft Costs

- \$27.5M to build Green House Homes
- Additional \$6M in soft costs
- Equity raise will range between \$8M-\$14M
- Subordinated Mezz Debt
- USDA – proposal to pay 90% of Loan (loan to cost) results in \$6-\$8M less in equity to raise
- Events, Grants, State funding, Federal funding
- Full Time Fund raising & Grant Resources

Fund Raising

The Coronavirus has certainly presented challenges-

However:

- Term Sheet in hand with established FHA insured lender
- Submission of three Grants (awaiting responses) for a total of \$2M
- Community Preservation Funding
- Significant exploration of USDA Funding mechanism for up to perhaps 90% of the Loan
- Significant Donor pledge in hand (check pending zoning approval)
- Events scheduled and re-scheduled

Public Relations and Outreach

- Over 12 Community Events, largely re-scheduled
- Healthy Aging Transformation Team : May 21
- Presenting June 2nd: Dukes County Commissioners
- Presentation with Edgartown Selectmen June 29.
- Navigator has enjoyed interviews with MVY, MVTv, Skilled Nursing News and others.
- Renee Lohman penned an Op-Ed -CCT



Public Relations and Outreach in the time of Coronavirus

Other interviews soon to take place:

- WCAI
- McKnight's
- Boston Globe
- Cape Cod Times
- MV Times
- MV Gazette
- Second interview with MVTv



Tank Talk Interview

Key Deliverables : May 15 –August 30, 2020

Navigator will continue to:

- Support MV Hospital 's efforts to secure zoning approvals
- Team with MV Hospital to secure sewer line approvals to the property
- Finalize Tax- Exempt Bond financing sources
- USDA debt funding sources
- Finalize proposal to Federal Government /Office of Undersecretary for Emergency Preparedness to fund Green House Model replacement SNF
- MA Executive Office of Elder Affairs
- Secure donations
- Events, Individual Donor Meetings , Grant Awards
- Additional Debt Term Sheet for construction loans
- Support efforts with Windemere to submit the Determination of Need

Key Deliverables: September- December, 2020

- Submit Community Preservation Grants for Edgartown and Oak Bluffs
- Fundraising to raise a total of approximately
- Support Hospital on Transition Plan and Secure all approvals (MV Commission)
- Reporting/Monitoring of Plans
- Public Relations/Community Outreach
- Significant Presence on the Island from July 1 forward
- Events

Thank You!

Renee Lohman

President

Navigator Homes of MV

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APPENDIX 7

NOTICE OF INTENT

<https://www.capecodtimes.com/public-notices>

<https://www.capecodtimes.com/public-notices/notice/10/10/2022/public-announcement-concerning-a-2022-10-10-cape-cod-times-massachusetts-336d5e>

APPENDIX 8

ARTICLES OF ORGANIZATION

https://corp.sec.state.ma.us/CorpWeb/CorpSearch/CorpSearchRedirector.aspx?Action=PDF&Path=CORP_DRIVE1/2020/0319/001795121/0001/202077793920_1.pdf

APPENDIX 9

AFFIDAVIT OF TRUTHFULNESS



Massachusetts Department of Public Health
Determination of Need
Affidavit of Truthfulness and Compliance
with Law and Disclosure Form 100.405(B)

Version: 7-6-17

Instructions: Complete Information below. When complete check the box "This document is ready to print:". This will date stamp and lock the form. Print Form. Each person must sign and date the form. When all signatures have been collected, scan the document and e-mail to: **dph.don@state.ma.us** Include all attachments as requested.

Application Number: MHMV-22090717-LE

Original Application Date: 10/27/2022

Applicant Name: Navigator Homes of Martha's Vineyard, Inc.

Application Type: Long Term Care Substantial Capital Expenditure

Applicant's Business Type: ☒ Corporation ☐ Limited Partnership ☐ Partnership ☐ Trust ☐ LLC ☐ Other

Is the Applicant the sole member or sole shareholder of the Health Facility(ies) that are the subject of this Application? ☒ Yes ☐ No

The undersigned certifies under the pains and penalties of perjury:

1. The Applicant is the sole corporate member or sole shareholder of the Health Facility[ies] that are the subject of this Application;
2. I have ~~read~~^{*} 105 CMR 100.000, the Massachusetts Determination of Need Regulation;
3. I understand and agree to the expected and appropriate conduct of the Applicant pursuant to 105 CMR 100.800;
4. I have ~~read~~^{*} this application for Determination of Need including all exhibits and attachments, and ~~certify~~^{**} that all of the information contained herein is accurate and true;
5. I have submitted the correct Filing Fee and understand it is nonrefundable pursuant to 105 CMR 100.405(B);
6. I have submitted the required copies of this application to the Determination of Need Program, and, as applicable, to all Parties of Record and other parties as required pursuant to 105 CMR 100.405(B);
7. I have caused, as required, notices of intent to be published and duplicate copies to be submitted to all Parties of Record, and all carriers or third-party administrators, public and commercial, for the payment of health care services with which the Applicant contracts, and with Medicare and Medicaid, as required by 105 CMR 100.405(C), et seq.;
8. I have ~~caused~~^{**} proper notification and submissions to the Secretary of Environmental Affairs pursuant to 105 CMR 100.405(E) and 301 CMR 11.00;
9. If subject to M.G.L. c. 6D, § 13 and 958 CMR 7.00, I have submitted such Notice of Material Change to the HPC - in accordance with 105 CMR 100.405(G);
10. Pursuant to 105 CMR 100.210(A)(3), I certify that both the Applicant and the Proposed Project are in material and substantial compliance and good standing with relevant federal, state, and local laws and regulations, as well as with all ~~previously issued~~^{***} Notices of Determination of Need and the terms and ~~Conditions attached therein~~^{***};
11. I have ~~read~~^{*} and understand the limitations on solicitation of funding from the general public prior to receiving a Notice of Determination of Need as established in 105 CMR 100.415;
12. I understand that, if Approved, the Applicant, as Holder of the DoN, shall become obligated to all Standard Conditions pursuant to 105 CMR 100.310, as well as any applicable Other Conditions as outlined within 105 CMR 100.000 or that otherwise become a part of the Final Action pursuant to 105 CMR 100.360;
13. Pursuant to 105 CMR 100.705(A), I certify that the Applicant has Sufficient Interest in the Site or facility; and
14. Pursuant to 105 CMR 100.705(A), I certify that the Proposed Project is authorized under applicable zoning by-laws or ordinances, whether or not a special permit is required; or,
 - a. If the Proposed Project is not authorized under applicable zoning by-laws or ordinances, a variance has been received to permit such Proposed Project; or,
 - b. The Proposed Project is exempt from zoning by-laws or ordinances.

Corporation:

Attach a copy of Articles of Organization/Incorporation, as amended

David McDonough

Signature:

Date

CEO for Corporation Name:

David McDonough

Signature:

Date

Board Chair for Corporation Name:

*been informed of the contents of

**have been informed that

***issued in compliance with 105 CMR 100.00, the Massachusetts Determination of Need Regulation effective January 27, 2017 and amended December 28, 2018

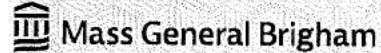
APPENDIX 10

FILING FEE

DATE		CHECK NO			
10/26/2022		0006533323			
VOUCHER	INVOICE NUMBER	INVOICE DATE	PO NUMBER	GROSS AMOUNT	DISCOUNT
34159543	NHNV-22090717-LE	10/24/2022		107,060.92	0.00
send check to MVH addressed to Breanna Thompson					107,060.92
Supply Chain Operations Support (617) 726-2142		AP	1550 MV8311 736507	TOTAL AMOUNT	DISCOUNT
				107,060.92	0.00
					NET AMOUNT
					107,060.92

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Bank of America, N.A.
South Portland, ME

52-153
112 ME

DATE
10/26/2022


0006533323

PAY One Hundred Seven Thousand Sixty and 92/100 Dollars

AMOUNT
\$107,060.92

TO THE ORDER OF

COMMONWEALTH OF MASSACHUSETTS
DEPT OF PUBLIC HEALTH, 67 FOREST STREET
ATTN: DENISE PERKINS, DIV OF HEALTH CARE FAC LICENSURE
MARLBORO MA



AUTHORIZED SIGNATURE

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See Reverse Side For Easy Opening Instructions

 Mass General Brigham

Accounts Payable
399 Revolution Drive, Suite 327
Somerville MA 02145

COMMONWEALTH OF MASSACHUSETTS
DEPT OF PUBLIC HEALTH, 67 FOREST STREET
ATTN: DENISE PERKINS, DIV OF HEALTH CARE FAC LICENSURE
MARLBORO MA 01752

U.S. Pat. # 6,096,407

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FORM # 83825 12/04