



Cappella LIVING SOLUTIONS

PARTNERING WITH YOU TO **IGNITE** SUCCESS

Cappella Living Solutions

Operating since 1972, Cappella Living Solutions is a premier operator and consultant for senior living carrying the vision of creating communities where aging is honored and celebrated.

Occupancy and margins at all service levels are driven through:

- Strong sales and marketing methods
- Operational efficiency
- Technological best practices
- Clinical expertise

Our uncompromising commitment, paired with experienced leadership and strategic insight, drives a vibrant community culture prioritizing resident and staff growth.

We transform the way the world views aging through our core strengths:

Management (3rd party) | Consulting services
Turn-around specialist | Seasoned operator

Cappella Living Solutions
(for profit)

**Mergers, Affiliations
and Acquisitions**

Christian Living Communities
501c3 (not-for-profit)

**Christian Living
Neighborhoods**
501c3 (not-for-profit)

Cappella is the consulting and management division of Christian Living Communities (CLC). Established in 1972, CLC owns and operates highly successful Life Plan communities, Assisted Living, Adult Day and Home Care Services in the Denver metro area.



Getting ready for yoga at Holly Creek

Where We Are



Colorado – Owned Communities

1. Clermont Park
2. Dayspring Villa
3. Holly Creek
4. Someren Glen

Colorado – Management Services

5. Cappella Grand Junction
6. Casey's Pond
7. The Ridge - Pinehurst (2020)
8. Villagio of Broomfield (8-19)
9. Bella Vita
10. The Retreat at Sunny Vista

Missouri – Management Services

11. Melody Senior Living
Colorado Spgs. - AL/MS (Opened 8-18)
12. Melody Senior Living
Colorado Spgs. - IL (2021)

Oklahoma – Management Services

13. St. Anthony's (2019)
14. Bradford Village (8-1-19)
15. Villagio of Oklahoma City (8-1-19)

Texas – Management Services

16. Villagio of Carrollton (8-1-19)

Utah – Management Services

17. Villagio of Kerrville (8-1-19)
18. Villagio of McKinney (8-1-19)
19. Villagio of Plano (8-1-19)

Consulting Engagements

20. The Ridge Cottonwood (11-18)
21. The Ridge Foothill (11-18)

Consulting Engagements

- CO - Financial Pro Forma
- IN/OH - Market Analysis
- WY - Feasibility Study

Current as of 5-7-2019

Communities | Management & Design

EXISTING

TOTAL COMMUNITIES: 18 | DEVEL. COST: \$236.6MM



Independent Living (IL)
712



Assisted Living (AL)
592



Memory Care (MC)
301



Skilled Nursing (SN)
233



NEW CONSTRUCTION

TOTAL COMMUNITIES: 3 | DEVEL. COST: \$196.1 MM



Independent Living (IL)
411



Assisted Living (IL)
126



Memory Care (MC)
93



The Big Picture



TOTAL DEVELOPMENT COSTS
More than \$430 MM



TOTAL NUMBER OF EMPLOYEES
More than 1,200



TOTAL NUMBER OF UNITS
2,468

"What a godsend you all have been to Bella Vita and Dennis and me personally. Speaking for myself, I worry so much less having Cappella and all of you individually on board. We are honored to be working with you all."

~ Deb Witte, Co-Owner Bella Vita Senior Living



Enjoying coffee at Clermont Park

Meet Your Project Team



TERRY ROGERS
President & Chief Executive Officer



CAMILLE BURKE
Chief Operating Officer



JAYNE KELLER
Vice President of Senior Living



JEFF TROUT
Vice President of Finance



PAT MCBRIDE
VP of Clinical & Compliance



ANGELA URBACZEWSKI
VP of Sales & Marketing



ANDY THOMAS
Duet Dining Regional Director



DAVID MEYERING
Asset Manager



KAYLEEN GIBSON
Project Manager



Swimming at Holly Creek

Cappella Living Solutions Case Study

Small CCRC in a Destination Resort Community 3 Year Net Operating Margin Improvements

2016
(\$100,000)
(at assumption of support)

2017
\$700,000

2018
\$1.6M

1st Year Management Results Below



OCCUPANCY

- Overall occupancy improvement of **10%**
- Medicare A occupancy improvement of **30%**



FINANCIAL OUTCOMES

- Revenue increased by **16%**
- Net oper. margin improvement of **161%**



CLIENT SATISFACTION

- Residents who would recommend Casey's Pond to others rose **10%**



Our Purpose:

To inspire a world of possibilities in senior living through experienced leadership and strategic insight that ignites a culture of success and transforms the way the world views aging.



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