

# AVENUE Presents Smart Design

for

Senior Living Communities Centered on Safety & Efficiency



*Featuring Modifications to*  
**Ignite Medical Resort Independence**



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# Smart Design Summary

While the Covid-19 pandemic has gripped the world in recent months, it has disproportionately impacted the health of senior living residents and care givers and illuminated the vast importance of prioritizing safety for this population. Many studies report over 40% of the coronavirus related fatalities in the United States have occurred in a nursing home setting, driving an unwarranted negative perception of the senior housing industry.

This temporary health crisis has been a catalyst in highlighting opportunities for improvements that can be implemented industry wide to make senior living and post-acute communities more efficient at infection control and staffing operations. Avenue Development is passionate about collaborating with our partners to implement solutions for building safe environments that encourage socialization and improve resident health outcomes.

The Avenue team has curated the latest technology and leading design ideas to cost effectively transform senior living or skilled nursing buildings into healthcare havens for older adults. These products can be implemented into existing building renovations or incorporated into new developments, and not only address Covid-19 related safety concerns, but also employ technology to improve operational efficiencies and resident wellness. We call this **Smart Design**.

Senior living has always provided a safe alternative to home for aging adults, and at the core it addresses the social determinants of health in creating a community. **Smart Design** is not the answer to our new normal, it's a renaissance of connecting residents to families and friends to live their purpose.



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# Customized Solutions

Goal: Provide customized, affordable and easily installed equipment and technology to improve infection control procedures and increased safety for residents and staff

Implementation: Renovation at existing communities or as part of new development design

Benefits: Technology provides health metric screening for immediate screening related to Covid-19, and includes monitoring and predictive analytic capabilities to increase staff efficiency and reduce operational costs

Property Showcase: Ignite Medical Resorts, Independence (Independence, Missouri)

## Areas of Focus\*:

- Signage
- Handsfree Applications
- Air Purification
- Dividers
- Technology



\*The list of alterations, renovations, and technology available is expansive. The following recommendations are given after extensive research to reflect solutions that are both economical and practical, however further customized options are available in a wide range of price points.



# FF&E Alternatives

*The following equipment and device examples are representative of available technology but is not meant to be an exhaustive list. Avenue is not affiliated with any product or company listed, nor does it make any representation to any product effectiveness. Avenue will diligently examine technology solutions with its partners before installing in a building.*



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# Safety Reminders: Branded Signage



Custom branded signage installed throughout the building will help encourage staff, residents and visitors to follow recommended safety measures

## STOP THE SPREAD OF GERMS



WASH HANDS WITH WATER AND SOAP/SANITIZER, AT LEAST 20 SECONDS



AVOID CONTACT WITH SICK PEOPLE



DON'T TOUCH EYES, NOSE OR MOUTH WITH UNWASHED HANDS



DON'T EAT RAW FOOD, THOROUGHLY COOK MEAT AND EGGS



AVOID CONTACT WITH ANIMALS AND ANIMAL PRODUCTS

### IF YOU ARE INFECTED



STAY AT HOME



AVOID CONTACT WITH OTHERS



COVER YOUR NOSE AND MOUTH WHEN SNEEZING



KEEP OBJECTS AND SURFACES CLEAN



WEAR A SURGICAL MASK

# Touchless Options



## Hands Free Application Examples:

- Door openers
- Light switches
- Faucets
- Toilets
- Soap dispensers
- Towel dispensers

# Air Sanitation: UV/ HEPA Filters

## Ceiling Mounted

Incorporates both UV lighting and a HEPA filter to alleviate 99.9% of airborne bacteria



## Wall Mounted

Easy to install UV light sanitation and a HEPA filter covers rooms up to 160 SqFt per unit



# Dividers: Functional Alternative to Social Distancing

- 
- Cost Effective & Customizable
  - Free standing or mounted to ceiling or floor
  - Variety of Uses
    - Front desk
    - Bistro / Dining areas
    - Therapy room
    - Multiple employee work stations
    - Multi-Use rooms and conference areas

# Dividers: Movable Examples

*Create Safety & Privacy in a Community Setting*



Divider weighs a total of 12lbs making it easy to move in a room or throughout the community



Example of divider that could be used at front desk, bistro, etc

# Dividers: Decorative Options



Decorative dividers can create a personalized experience in dining areas and salon spaces while providing proper distancing and physical barriers.

Cost effective method to divide common spaces and multi-use rooms



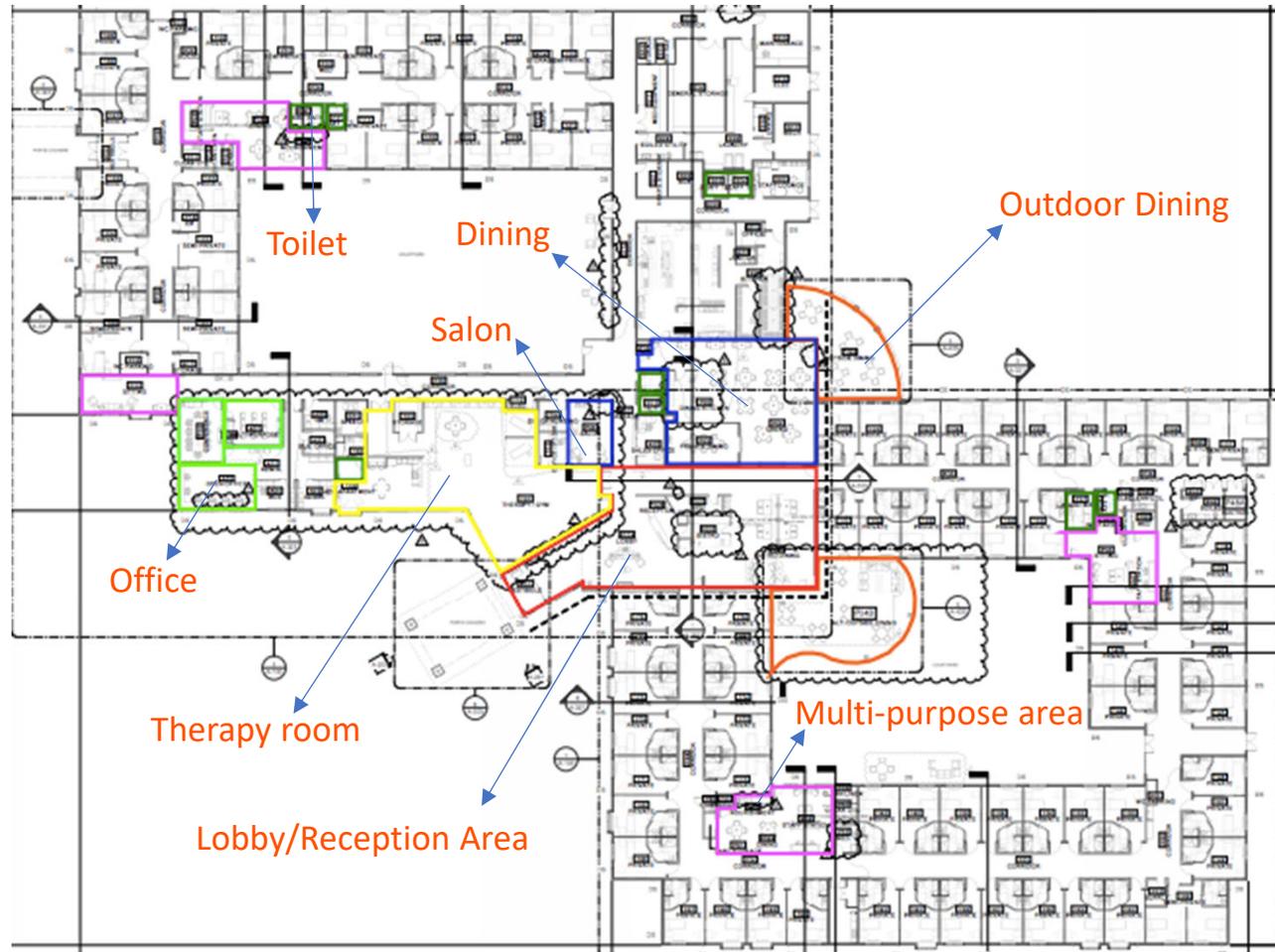
# Smart Design in Action

Utilizing Ignite Medical Resort, Independence, examples of **Smart Design** tools are incorporated in an existing floor plan to create a safer community

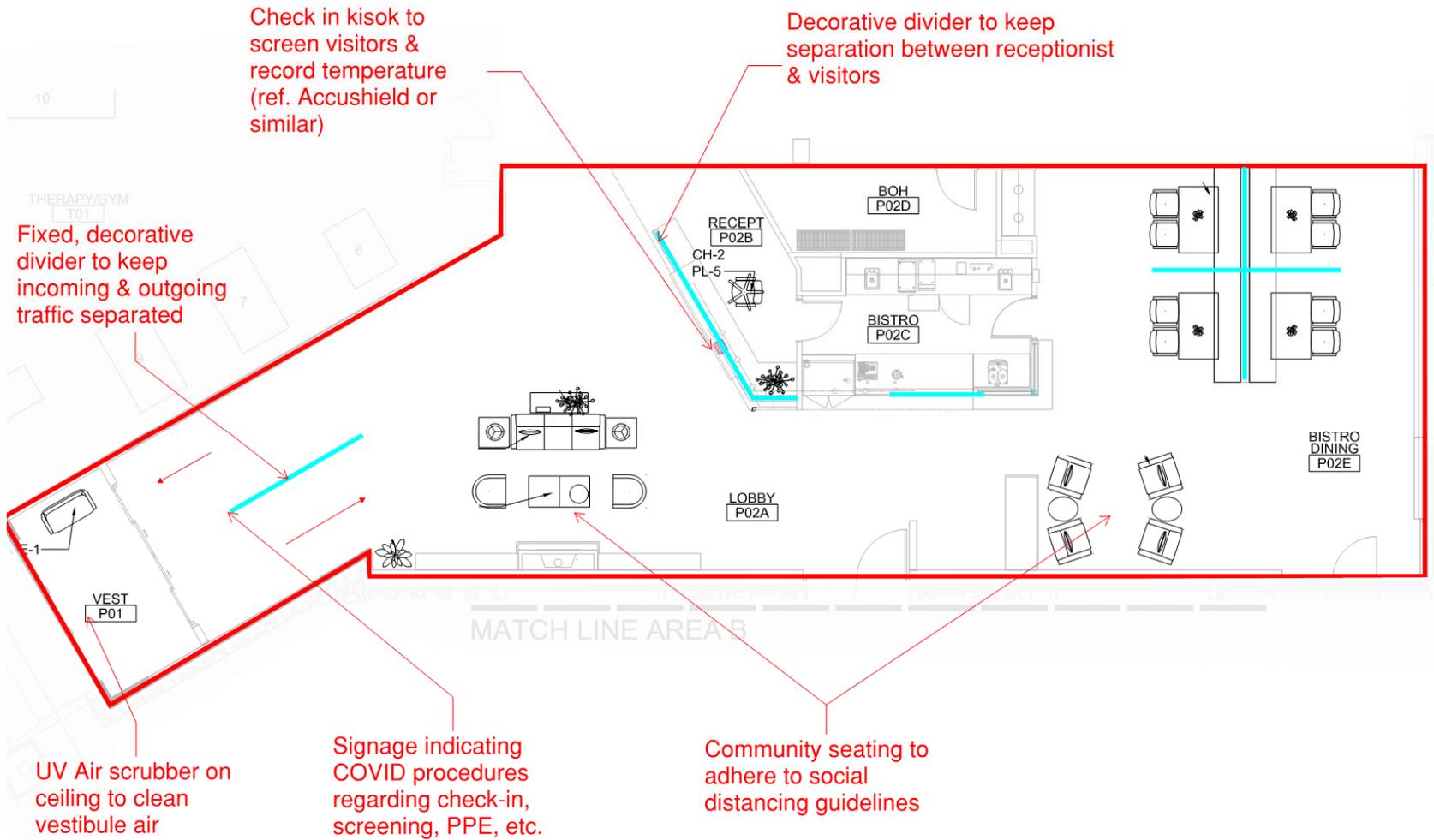


# Ignite Independence

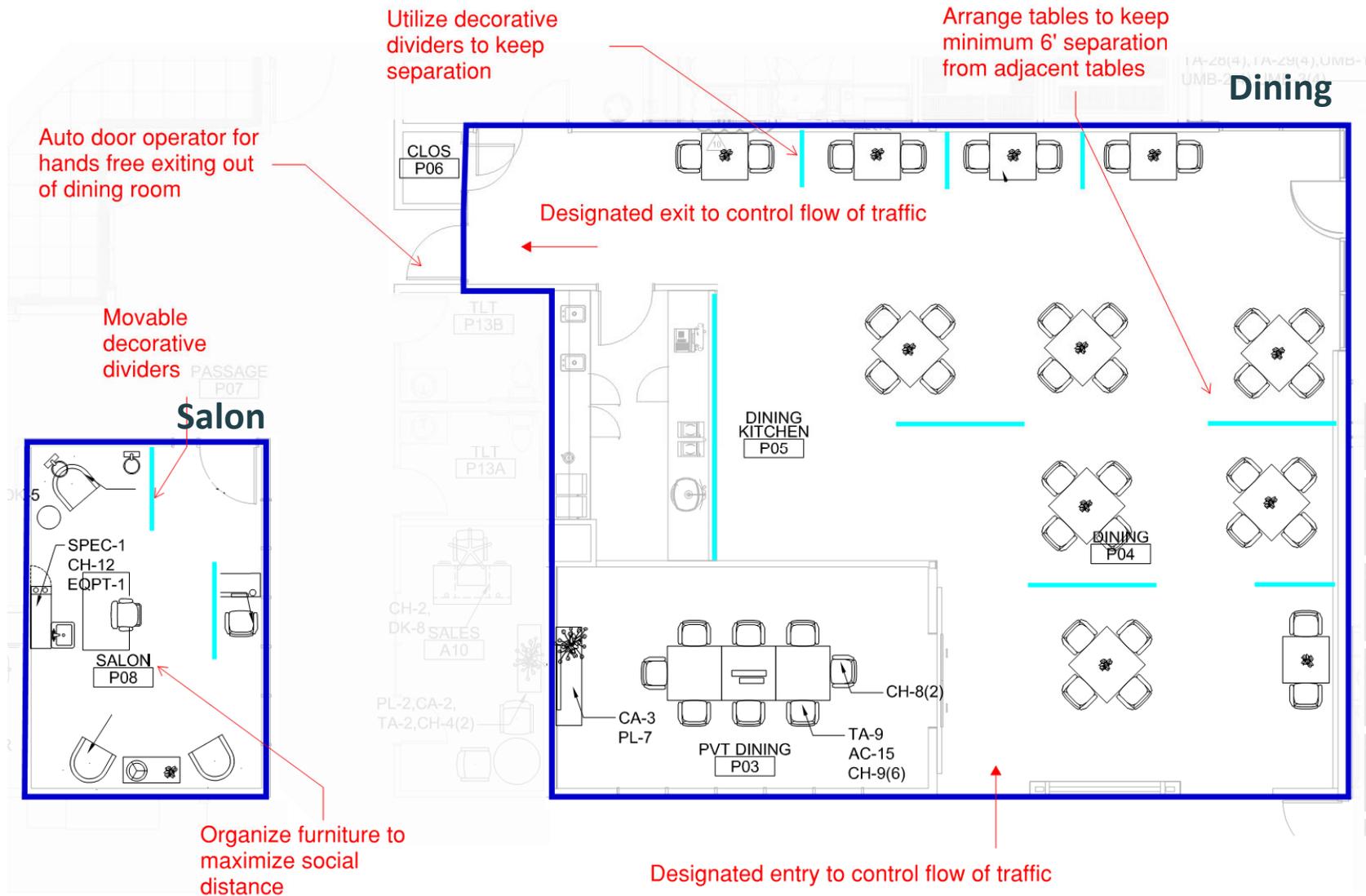
## Smart Design *Pre-Opening Alteration Example*



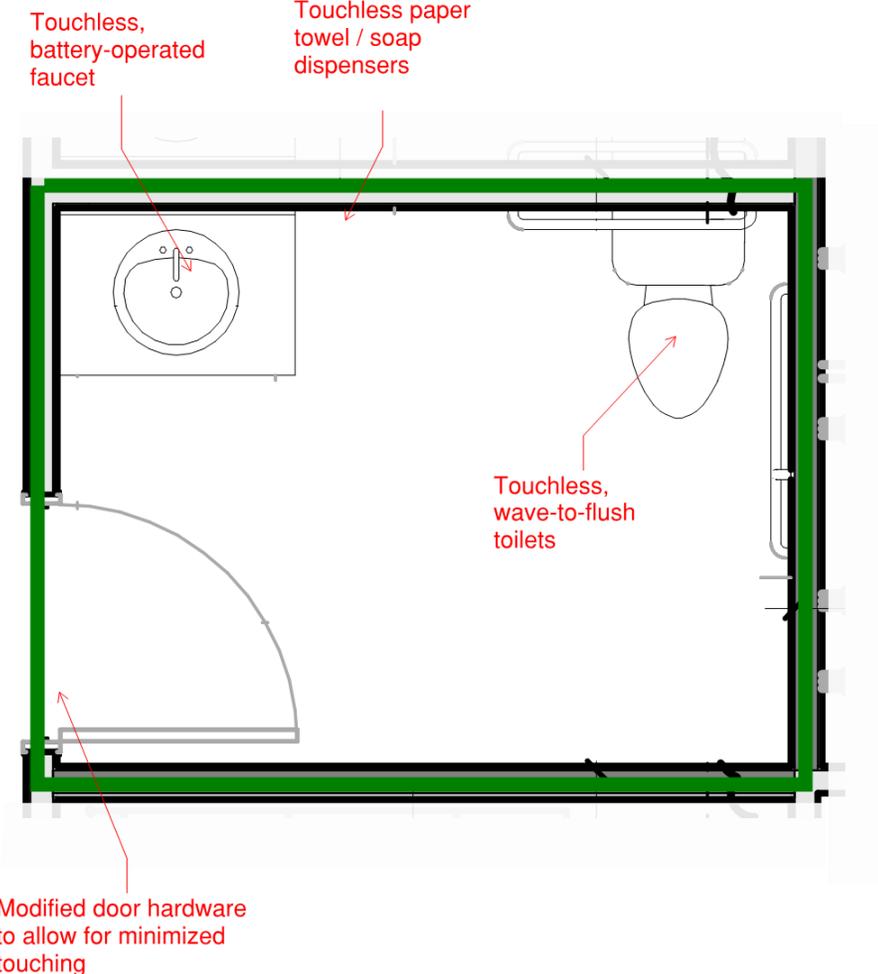
# Entrance / Lobby / Bistro



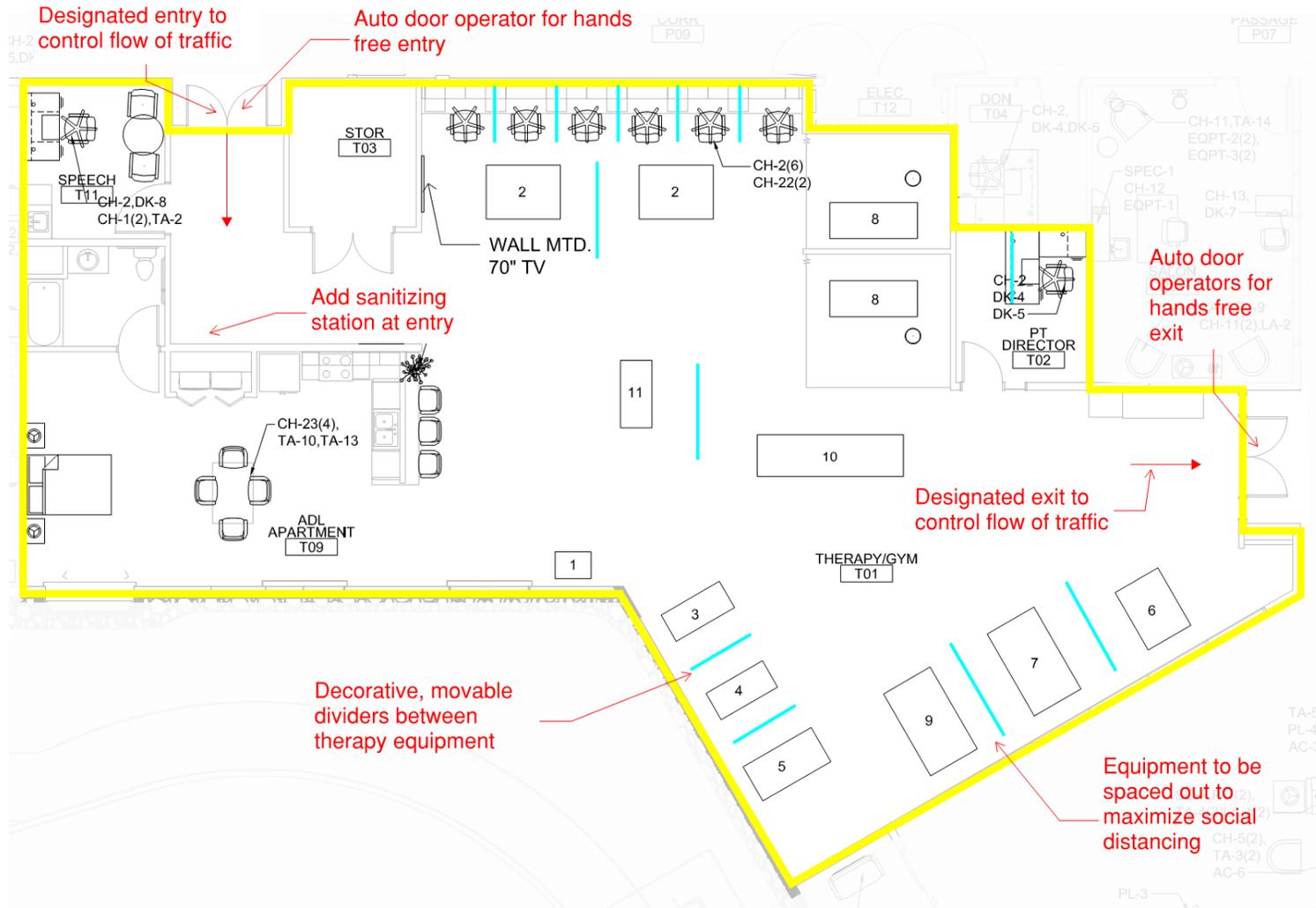
# Dining Room / Salon



# Public & Staff Restroom



# Therapy





# Technology

*Senior housing has an extraordinary opportunity to embrace technological advances that will simultaneously increase **operational efficiencies** and **improve resident health outcomes**.*

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# Accushield: Safety Beyond Covid-19



## Highlights

- Touchless temperature scan
- Customize thresholds for acceptable temperatures; if exceeded an alert is sent to the monitor
- Adaptable questions for visitors and staff
- Print name badges for safety and tracking to include temperature
- Includes a background check feature for healthcare workers
- Information stored on a dashboard that can be accessed at any point and display visitor/staff record data for contact tracing

## Pricing

- \$3,600 initial installation fee
- \$250 monthly data and storage fee

# StaySmart: Solution for Staff Efficiency



## Highlights

- Delivered as a complete kit with Bluetooth connectivity
- Monitor key metrics associated with Covid-19 early detection including temperature and blood oxygen levels
- Effective applications across the care continuum
  - Low acuity IL and AL communities allow residents and families to self-monitor; community staff and/or family may be electronically notified of condition changes
  - Customize staffing plans and daily rounds based on resident need
  - High acuity skilled nursing and post-acute settings utilize early detection technology
  - Data collected can be implemented with predictive analytic technology and utilized in readmission reduction programs with health system partners
- Monitored by AMR nurses 24/7
  - Potential to reduce on-site operational labor cost

## Pricing

- Per kit/unit
- \$140 initial programming fee
- \$99 per month monitoring fee
  - Options negotiable to self-monitor at corporate level

# Carepredict: Contact Tracing & AI

## Highlights

- Wearable device and room beacon that tracks behavior data utilizing AI to follow and learn daily activities
  - Over time learns patterns to predict and prevent falls, UTIs, sleep abnormalities and nutrition concerns
- Monitors resident and staff locations
  - Contact tracing capability with personal resident data uploaded to a dashboard accessed by staff
  - Can be implemented for community staff to assess operational efficiencies
- Personal safety for residents with memory impairment employing the geofence feature and reducing the need for unsightly physical barriers
- Convenient call button feature with 2-way audio to converse with staff



## Pricing

- \$50,000 initial hardware, installation and training cost
- Minimum 5-year subscription with following options:
  - \$0 upfront payment; \$25/resident & \$15/staff member monthly
  - \$60,000 upfront payment; \$15/resident & \$10/staff member monthly (\$12,000 total discount)
  - \$153,000 upfront payment; no monthly payments (\$30,000 total discount)

# EvaClean: Time Saving Peace of Mind



## Highlights

- Sprayer disinfects surfaces including countertops, floors, door handles, and kitchen appliance handles
- Claims 1 minute timeframe to eliminate the coronavirus on surfaces
- Time saving for environmental services and maintenance teams compared to wiping surfaces with cloth

## Pricing

- Handheld Sprayer: \$650
- Backpack Sprayer: \$1,700
- Disinfectant tablets: \$400

# UV Sanitation Devices: Cost Effective Convenience

## Multi-Item Box

Features a timer to delay start and control length of sanitation process



Pricing: \$1,694

## Handheld

Sanitizes phones and other small handheld devices in 5 minutes



Pricing: \$120

# Virtual Marketing



*Create customized and streamlined leasing efforts remotely to highlight community safety features to prospective residents and families.*

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# LCP 360: Virtual is the New Reality

## Highlights

- LCP 360 marketing platform offers a variety of online services including interactive staging, virtual tours, renderings, and animations for communities
- Paired with Google to optimize SEO efforts
- Efficiently tailor marketing efforts using the dashboard to view a prospect's search requirements and their volume of interactions with the website
- Showcase the ability to make a community safe while maintaining the social nature of senior living



<https://www.youtube.com/watch?v=3JeyvgjQi18>

## Pricing

- \$3,600 for 1 year of website hosting
  - Includes 6 highlighted building areas



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# Smart Design Recommended Investment

*Ignite Medical Resorts Independence Example*

Location	Materials	Labor	Total Cost	Total Cost/Bed
Lobby	\$ 10,725	\$ 2,825	\$13,550	\$ 151
Public Restrooms	\$ 16,940	\$ 8,930	\$25,870	\$ 287
Dining Room	\$ 13,200	\$ 1,320	\$14,520	\$ 161
Therapy Room	\$ 9,185	\$ 1,320	\$10,505	\$ 117
Salon	\$ 1,980	\$ 220	\$2,200	\$ 24
Offices/Staff Stations	\$ 2,860	\$ 275	\$3,135	\$ 35
Kitchen	\$ 1,160	\$ 826	\$ 1,986	\$ 22
Evaclean	\$ 2,200	\$ 110	\$ 2,310	\$ 26
UV Handheld sanitation	\$ 4,600	\$ 110	\$ 4,710	\$ 52
LCP 360	\$ 3,600	\$ -	\$ 3,600	\$ 40
Project Management				
Planning/Community Review			\$ 6,000	\$ 67
Plan Implementation			\$ 9,600	\$ 107
<b>Grand Total</b>	<b>\$ 66,450</b>	<b>\$15,936</b>	<b>\$ 97,986</b>	<b>\$ 1,089</b>

*The material, technology and labor costs above are based on the recommended additions to the Ignite Independence floor plan, a 90-bed post-acute skilled nursing building. **Smart Design** products and project management services can be customized for specific communities and their operational goals. Individual product pricing is available for discussion.*



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# Smart Design Investment Alternatives

*Additional alterations available to integrate at Ignite Independence*

<b>Alternative Costs</b>	<b>Materials</b>	<b>Labor</b>	<b>Total Cost</b>	<b>Total Cost/Bed</b>
CarePredict	\$ 172,400		\$ 172,400	\$ 160
StaySmart	\$ 106,920		\$ 106,920	\$ 99
Anti-Microbial tabletops	\$ 400		\$ 400	\$ 0
<b>Grand Total</b>	<b>\$ 279,720</b>	<b>\$ -</b>	<b>\$ 279,720</b>	<b>\$ 259</b>

*Alternatives options above are not shown in the Independence FF&E floor plan recommendations, but are listed for cost comparison purposes.*