

A Unique Concept in Managed Independent Living, Resident Care, Retirement Development and Operation

COMPARE SENIOR HOUSING TYPES

Wil Hallman founded Sanatoga Ridge Community, Inc. located between Philadelphia and Reading, PA along Route 422 in 1988 with a unique concept for a Retirement Community by developing a “hybrid” between an Active Adult Community and a CCRC (Continuing Care Retirement Community). Sanatoga Ridge is completely sold out with over 225 units and hundreds on a waiting list. Wil has developed Wil Hallman Retirement Development LLC and is building a number of communities similar to SRC.

No one type of retirement community is perfect for everyone since no one can be sure of their health condition 5 or 10 years from now. With this in mind, your selection for retirement housing should give you the most flexibility with the least disruption to your desired lifestyle. WHRD has combined many of the advantages of CCRC living and Active Adult Community living. Obviously your equity, income, desired lifestyle and present or known health needs also play a large role in your decision. Our communities have houses or garden apartments depending on your desired lifestyle. Here is a list of some of the many types of senior housing available with some advantages and disadvantages of each.

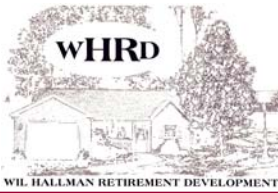
CONTINUING CARE RETIREMENT COMMUNITY (CCRC) – sometimes called “Independent Service Enriched Community”). This type of facility is designed to give you as much independence as possible while assuring you to take care of your health needs for the rest of your life – usually with Assisted Living facilities and Skilled Nursing facilities on site. The type of units range from large houses and apartments to single rooms.

ADVANTAGES:

- ~ You don’t need to make decisions regarding your health issues – the community will take care of your health needs.
- ~ You are never dismissed for the inability to pay.
- ~ Everyone is over 55 years of age.

DISADVANTAGES:

- ~ Usually you cannot have health care in your own unit and you must go to their health care facility.
- ~ This type of living is very expensive with very rigid evaluation of your financial status in order to qualify, with entrance fees from \$175,000 to over \$1,000,000. In the traditional plan all or most of this fee is not refundable when you leave. Monthly fees for a couple range from \$2,000 to \$5,000 a month. With the lower monthly fees you pay for Assisted or Nursing Care as you need it. With a much higher monthly fee (i.e. Life Care) your fee remains the same in your independent unit or health care facility.



ACTIVE ADULT COMMUNITIES (also known as 55 and over communities). The rules regarding occupancy of this type of community under fee simple ownership are set up by the Federal Government under the Anti-Discrimination Laws. Occupancy in 80% of the units must be over 55 years of age and children under 18 years of age cannot live in units. This type of community is very varied, with stick built houses on leased land; modular homes on leased land; condominium houses or apartments and various other types of ownerships – usually fee simple deeded ownership and an elected Association Leadership. Purchase prices vary from approximately \$175,000 to \$700,000 and monthly fees from \$200 to \$800 but usually do not include any utilities or all property taxes.

ADVANTAGES:

- ~ Usually you or your estate can get your entrance or purchase price back.
- ~ You have greater flexibility when health care issues arise.

DISADVANTAGES:

- ~ Many units could be occupied by residents simply over 18 years old – not 55 years old. This type of community is as the title states “an adult community”, not a true retirement community.
- ~ Many units and facilities in these communities are not completely handicap accessible.
- ~ Usually amenities are very limited – perhaps a club house but no Community Center with library, hair dresser, doctor office, dining facilities, etc.
- ~ The ownership and ultimately the decisions and management of the community is in the hands of a 51% vote of the owners. This has proven to be a problem with fee simple ownership since an elderly person with diminished mental capacity has the same vote as everyone else.
- ~ There is no guarantee that you can stay in your unit if you lose the financial capacity to pay your monthly bills and taxes, etc. For example: If you would temporarily go into a nursing home and use all your finances down to where Medicaid pays your bills, you still have a home to return to but no finances to pay your bills.

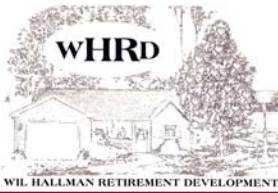
RENTAL ADULT COMMUNITIES – Usually these communities have many amenities including 1 to 3 meals a day. They are usually apartments, not houses with single rooms to two bedroom full apartments. Monthly fees for a couple are usually upwards of \$2,500.

ADVANTAGES:

- ~ No entrance fee.
- ~ Great flexibility.

DISADVANTAGES:

- ~ High prices.
- ~ No guarantees to housing if your finances are depleted – perhaps through poor investments or temporary stay in nursing homes, etc.



WIL HALLMAN RETIREMENT DEVELOPMENT CONCEPT – We call it a Residential Care Retirement Community. Our units range from one bedroom apartments to three bedroom single houses – from \$150,000 to \$400,000. Our monthly fees which include taxes, insurances, sewer, water, trash and snow Removal, mowing, landscaping, all maintenance inside and outside and 24 hour emergency response system range from \$550 to \$900. Your buy-in price for your contract ownership varies – you can buy in at a higher price with 100% refund or at a lower reduced price with 90% or 75% refund.

ADVANTAGES:

- ~ **Everyone** is 55 years old (except a spouse under 55 or a live-in qualified Care Provider).
- ~ You are guaranteed not to be dismissed for the inability to pay your monthly fees. If you lose your ability to pay your monthly fee – perhaps by a stay in a Nursing Home, when you return we will not ask you to leave but will use your own equity to pay your monthly fees.
- ~ All units and facilities are handicap accessible.
- ~ Full service Community Center
- ~ No closing costs or home owner or condo association responsibilities.
- ~ Flexibility of care – even to Hospice Care in your own unit or the choice of Assisted Living or Nursing Care facilities.

DISADVANTAGES:

- ~ Decisions regarding future care and health care are not made for you.

Retirement living is changing dramatically. People’s needs are changing and so are their desires for independence and flexibility for their future needs. Twenty years ago when beds at a skilled nursing care facility were hard to find, moving into a Continuing Care Retirement Community (CCRC) was the only way to be sure of a nursing bed if needed. Within the past several years since the government discontinued the requirement of a “Certificate of Need” to build a nursing home or an assisted living facility, care facilities of every kind are built all around us. If you are capable of independent living, it is no longer necessary to retire into a community with nursing care on site, and this will save you thousands of dollars annually. If, or when, nursing care becomes necessary, you can choose from many options; not simply going into the care facility provided by the CCRC. For example: Residents from Sanatoga Ridge have chosen to use “In-Home Health Care” provided by several local agencies or chose Sanatoga Court, Sanatoga Center, Manatawny Manor or any of at least 6 health care facilities all close by, and they pay no more than they would pay for the same care at a CCRC, with much greater flexibility.

We invite you to call us at: 610-323-7570 or toll free at: 877-323-7570. Visit us on line at www.WHRD.org or arrange to visit one of our communities and talk to our residents.