

**City of Burlington Housing Trust Fund (HTF)
Capacity Grant Application**

APPLICANT ORGANIZATION
Awakening Sanctuary, Inc. dba: Living Well Group
CONTACT NAME
Tamira Martel, Director of Development & Communications
DAYTIME PHONE & E-MAIL
(802) 557-5636 tmartel@livingwellgroup.org
NAME OF PROJECT
Ethan Allen Residence
AMOUNT REQUESTED
\$7,500
ESTIMATED CONSTRUCTION START DATE (FOR FEASIBILITY/PREDEVELOPMENT GRANTS)
N/A
ESTIMATED COMPLETION DATE
Ongoing
TOTAL ESTIMATED PROJECT COST
\$2,827,717

Is the applicant a 501(c)(3) tax-exempt, nonprofit corporation organized and operated for the purpose of creating or preserving housing for very low-, low- and moderate-income households?

- Yes
 No

Would the requested grant support the staffing, training, planning, fundraising or on-going operations of a nonprofit corporation, thereby increasing that corporation's capacity to create or preserve housing for very low-, low- and moderate-income households?

- Yes
 No

Is the applicant a corporation, partnership or individual who is delinquent, at the time of application, in the payment of property taxes or impact fees to the City of Burlington, who have been convicted of arson, who have been convicted of discrimination in the sale or lease of housing under article IV of this chapter or under the fair housing laws of the State of Vermont, or who have pending violations of current city electrical, plumbing, building or housing codes or zoning ordinances?

- Yes
 No

Project Narrative

Funding priority goes to projects which respond to requirements of the Housing Trust Fund and the City of Burlington's affordable housing priorities. The Housing Trust Fund Administrative Committee (HTFAC) uses the attached criteria to score projects. Scores are tallied and ranked high to low. The HTFAC funds projects at its discretion.

Please provide the information below in the space provided. It is important to complete all fields. If you need additional space, attach separate pages to your application and title them as indicated below.

Project description (Please briefly describe your project. Specifically describe how Housing Trust Funds would: a) support your organization's ongoing operation and/or b) support the assessment of structural and financial feasibility of new affordable housing.):

Incorporated as a 501 c (3) nonprofit in 2004, Living Well Group's mission is to create a model of whole-person elder care that honors, respects, and elevates each individual while redefining aging in America. Licensed by the state of Vermont as a Level III Residential Care Organization, we serve individuals who are 60 years of age or older and we are one of a handful of facilities that accept residents who are Medicaid eligible. We operate two residential care homes, one in Burlington (Ethan Allen Residence) and one in Montpelier (Heaton Woods Residence), serving nearly 100 Vermont seniors and their families.

This application seeks funding to help pay for the day-to-day expenses of operating the Living Well Group's Ethan Allen Residence. Located in Burlington's New North End Ethan Allen Residence provides affordable housing for 39 very low-and low-income Vermont seniors who, without our housing, would likely be in a skilled nursing home, at twice the cost to the state, or living on the street. Many of these residents require varying levels of assistance with activities of daily living, including transferring, maintaining continence, dressing, eating, and especially ensuring proper personal hygiene. We provide resident-focused care for the elderly that promotes wellbeing within a wide range of community connections, offering our residents an elevated quality of life compared to other facilities in the area and across our region.

Currently, Medicaid recipients make up more than half of our resident capacity. Because the Medicaid reimbursement rate covers only half of the actual cost of a resident's care, we work to raise money annually from state, local and private entities to help close this financial gap. As a non-profit organization, we've chosen to prioritize providing affordable housing for residents who receive Medicaid as a part of our mission. Those who come in initially as private-pay residents are never asked to leave, and with the help of our admissions staff, they are able to transition to Medicaid and stay at the residence they now call home. This practice of transitioning residents to Medicaid and not asking them to leave is relatively unique to our organization. Additionally, our philosophy is to keep our residents through their end of life, when possible, and to provide them and their families with the compassion and dignity they deserve during this time.

Please describe how the organization is currently involved in the construction of new affordable housing:
Living Well Group (LWG) is currently not developing any affordable housing units in Burlington.

Please describe how the application supports one or more of the priorities listed in the City's Housing Action Plan:

Our mission to provide affordable housing for seniors, including those who are Medicaid eligible, helps the City achieve the objective outlined in Section I., Item 1. in the City's Housing Action Plan (CHAP): "Continue to Prioritize Affordable Housing Preservation". Living Well Group's Ethan Allen Residence (EAR) currently provides housing for 22 residents who receive Medicaid assistance and are considered very low-income, and the remaining 17 residents in our care are considered low-income. The current rate of reimbursement that EAR receives for residents receiving Medicaid is about half the rate of area nursing homes, leaving a substantial gap between the cost of providing care and the actual reimbursement we receive. A capacity grant through BHTF provides our organization with the financial resources necessary to continue to support these vulnerable populations, thus actively preserving affordable housing options for seniors in the City.

Living Well Group's Ethan Allen Residence also helps the City of Burlington meet the objectives summarized in Section V. of the CHAP.: "Provide Appropriate Housing Options for an Aging Population". As a Level III Residential Care Facility, EAR has the capability to provide a broad range of programs and services to meet the needs of a

diverse aging population. We combine housing, health care and customized services to support our residents' wellbeing and independence, including end-of life care so that residents can age in place.

Please describe how the application supports one or more of the priorities listed in the City's Consolidated Plan:

The City's Consolidated Plan (CCP) lists "decent housing" as one of three statutory program purposes or priorities. Additionally, the Plan states: "These priorities benefit extremely low, low and moderate income persons...along with special need populations." Burlington's first priority area and intended beneficiaries are directly aligned with Ethan Allen Residence's mission to provide affordable housing to low-income older Vermonters, many of whom, are living with a disability. Furthermore, the Plan states: "Support for affordable housing allows elders to remain in the homes and neighborhoods they know." Ethan Allen Residence has been one of the gems of the New North End for decades and a number of current residents lived in the area most of their lives. By supporting a high-quality residential housing facility in the New North End, we are helping to ensure that these residents are not forced to move out of their neighborhood and away from their support structures.

The programs and services provided by EAR help the City positively advance in some capacity these two statutory program purposes and address a variety of housing related challenges faced by seniors, as outlined on page 56 of the CCP. In particular, our housing model helps advance the associated goals of Priority Need 1 and Priority Need 10:

Pg. 112 of the CCP

Priority Need: 1

Priority Need Name: AFH - Maintain or Preserve Affordable Housing

Associated Goal: DH 3.1 Protect the Vulnerable Housing Retention Services

The elderly and frail elderly are listed as target populations for the maintenance or preservation of affordable housing.

Pg. 116 of the CCP

Priority Need: 10

Priority Need Name: Protect the Vulnerable

Associated Goal: DH 1.2 Protect the Vulnerable New Special Need Housing

The elderly and frail elderly are listed as target populations for the protection of vulnerable populations.

Maintain or Preserve Affordable Housing

A BHTF capacity grant will help preserve affordable housing options at EAR for frail seniors in need of long-term care. On page 72 of the CCP it states that, "It is more cost efficient to invest in the retention of units rather than the construction of units."

On page 103 of the CCP it states that Burlington's Housing Policy is shaped around the concept of a "housing tenure ladder" and lists the various "rungs", e.g., family-sized apartments, detached homes, cooperatives, condominiums, group homes, etc. that can be found on that ladder. Because aging is an inevitability and the presence of a 65+ demographic is a reality for any sizable populace the need to include residential assisted living and long-term care facilities on that housing ladder is critical and should be considered. Ethan Allen Residence provides one of the last "rungs" on the ladder and helps meet two of the CCP's statutory program purposes: decent housing and a suitable living environment for low- and moderate-income persons.

As stated on page 117, "Housing is the essence of Burlington's neighborhoods. Support for affordable housing allows elders to remain in the homes and neighborhoods they know." The next sentence in that paragraph reads, "Homebuyer purchase and rehabilitation programs allow the next generation of residents to own and modernize older homes." We assert that by supporting the provision of a variety of housing choices for seniors, such as long-term care it ultimately "frees up" housing stock for the next generation. When seniors can choose a housing option

that is in their preferred community, meets their current and future needs, and is affordable, they move to the next "rung" on the housing ladder rather than remaining in a potentially unsafe situation, thus allowing the generational housing cycle to continue.

Protect the Vulnerable

Page 89 of the CCP specifies a variety of activities that will be implemented to address the housing and supportive services needs of vulnerable populations that were identified in the Plan. EAR complements these options by providing the next level of care for those seniors whose needs can no longer be met by the programs/activities/services outlined in this section, thus allowing these individuals to be safely housed and remain living in their current community.

On page 103 of the CCP it states that, "The City also supports the provision of public services by local nonprofits to protect the health, safety and well-being of our vulnerable residents." Those individuals residing in EAR certainly qualify as a vulnerable population.

Please describe the financial need of the requested activity (include a project budget with all sources and uses):

Fifty-six percent of our resident slots are currently allocated to seniors who receive Medicaid and are considered very low-income. As previously noted, the current rate of reimbursement for residents receiving Medicaid is about half of the actual cost of providing that care. This shortfall places a significant financial burden on our organization each year. This past year has been extremely difficult as LWG has continued to incur unbudgeted expenses related to the ongoing pandemic. Financial and logistical support for critical activities and supplies like testing and PPE are not as readily available as in 2020.

With highly transmissible and virulent strains like the Delta variant in wide circulation and the significant rise in cases here in Vermont and at EAR, we have reinstated some of our most strict health and safety protocols for the foreseeable future. Heightened safety protocols necessitate an increase in staffing that is extremely expensive. Staffing challenges at EAR and in the Long-Term Care (LTC) sector are as difficult as other aspects of the health care industry. Like many LTC programs, we are expending unbudgeted funds on additional marketing campaigns and bonuses to attract and even retain staff. To keep our facility staffed and safe, means, regardless of our strained fiscal resources, we must incur these expenses.

Project Budget: Please see Attachment A.- LWG Ethan Allen Residence FY21 Program Budget

Please describe the negative impact to the community if the request is not funded:

Currently, Vermont has a senior population of 168,999, or 27 percent of the state's total population, making Vermont the 3rd oldest state in the nation. By 2030, Vermont's senior population is likely to increase by 91,000 individuals. Many of those individuals will reside in the greater Burlington area. Although Vermonters are living longer and enjoying better health; however, the number of people with disabilities or needing assistance with daily care is projected to climb as the population of older adults increases. As this number grows, the long-term care system will be challenged to meet the expanding need. With approximately 3,600 beds statewide the demand for these types of beds far outstrips the supply.

Almost 11 percent (nearly 4,500 individuals) of the 43,000+ people living in Burlington are classified as senior citizens, those aged 65 and older. According to the City's Consolidated Plan (CCP) thirty-seven percent of Burlington seniors (a total of 1,460) reported having some kind of disability, including mental illness, cognitive issues and physical impairments or limitations. Thirty-six percent were living alone and 20.6 percent with an independent living difficulty. Many of these seniors are low-income and in need of long-term care and are unable to secure a spot in an appropriate facility in their chosen location.

Burlington is not immune to the issues caused by a limited number of Residential Care/Long Term Care beds for low-income, older Vermonters. On page 54 and 55 of the CCP: "Cathedral Square Corporation, a key housing provider serving the elderly and individuals or families with special needs, reports their waiting list hovers between 700 and 1,000 people which demonstrates a high need for special needs/senior housing". This deficiency has created a very strong demand and a high level of unmet need, especially for residents living with degenerative brain disorders or some form of dementia.

Nearly 90 percent of residents living at Ethan Allen Residence are living with some form of dementia or cognitive impairment. In Burlington and Vermont as a whole, the need for high-quality care facilities is of vital importance. The Vermont Chapter of the Alzheimer's Association reports that over 13,000 people in Vermont are living with Alzheimer's disease alone, a number expected to rise by 42 percent in the next 6 years. Additionally, over 30,000 unpaid, informal caregivers (family, friends) bear the burden of caring for them. As Vermont's older adult population rapidly increases, the number of older adults living with degenerative diseases will increase as well. It is incredibly important for Burlington to offer home-like, residential care options for Burlington residents who can no longer live at home, but do not want to leave the beautiful city in which they've called home. By supporting EAR with a capacity grant, we can continue to ensure that Burlington's vulnerable population has high-quality options for care once they can no longer live at home. Without the necessary financial resources to support the care of residents who receive Medicaid EAR will be forced to allocate more of our "beds" to private pay residents in order to meet our financial obligations.

Please describe how the proposed project supports an underserved and vulnerable population:

Every resident at Ethan Allen Residence meets the Level III need for care and the majority are living with some form of dementia or cognitive impairment. Although our residence is not a nursing home, most of our residents also meet the nursing home's high-level of care, meaning that their care is supervised by a physician and administered by a Registered Nurse. More than half of our residents receive Medicaid, and the remaining percentage are considered low-income.

Ethan Allen Residence is committed to giving at risk elders access to a person-centered approach to health and well-being. We provide a stable, supportive housing environment for vulnerable elders who might be either homeless or in nursing homes with little or no choice as to their community or quality of care.

Signature Page

Please check each box that applies:

- X **Good Standing:** I certify that I am in "good standing" with respect to, or in full compliance with a plan to pay any and all taxes due to the City of Burlington.

- X **Certification:** Under penalties of perjury, I declare that the information I have provided, to the best of my knowledge and belief, is true, correct, and complete.

Tamira Martel

Print Name

Tamira Martel

Applicant Signature

08.26.21

Date

Living Well Group Profit and Loss by Location

January - December, 2021

	Ethan Allen Residence		
	Actual thru June 30	Jul-Dec Estimate	2021 Estimate
4000000 Resident R & B			
4000001 Res R&B-Private Pay	\$ 767,440	\$ 784,920	\$ 1,552,360
4000002 Res.R&B-Pvt PayTier Payments	\$ 97,291	\$ 117,300	\$ 214,591
4000003 Res.R&B-Per St.of Vt	\$ 76,987	\$ 86,046	\$ 163,033
Total 4000000 Resident R & B	\$ 941,718	\$ 988,266	\$ 1,929,984
4000006 Resident R & B Patient Share	\$ 36,753	\$ 35,013	\$ 71,766
4000014 VT Medicaid Resident Revenue	\$ 123,117	\$ 146,475	\$ 289,592
4000015 Vt Medicaid Remittances ACCS	\$ 134,507	\$ 169,617	\$ 304,124
Total 4000014 VT Medicaid Resident Revenue	\$ 257,624	\$ 316,092	\$ 573,716
4000018 Reimbursed Exp's By Residents			
4000019 Reimb'd Exp's - Cable TV	\$ 5,250	\$ 5,355	\$ 10,605
4000020 Reimb'd Exp's-Hair Care	\$ 914	\$ 900	\$ 1,814
4000021 Reimb'd Exp's-Other Reimbursable Exp.Income			\$ -
Total 4000022 Reimbursed Exp's By Residents Reimb'd Exp's 1	\$ 6,164	\$ 6,255	\$ 12,419
4000025 EA=Howard Center	\$ 32,130	\$ 32,130	\$ 64,260
4000026 Management Fees			
4000027 LWB Mgt Fees			
4000028 EAR Mgt Fees			
4000029 HWR Mgt Fees			
Total 4000026 Management Fees	\$ -		
4000030 Other Income			
4000035 Other Inc-Misc (John Buck AJ)	\$ 7,116		\$ 7,116
4000040 Community Fees	\$ 15,000	\$ 15,000	\$ 30,000
Total 4000030 Other Income	\$ 22,116	\$ 15,000	\$ 37,116
4000041 Contributions			
4000044 Donations	\$ 46,231	\$ 25,000	\$ 71,231
4000046 "In Memory Of" Don's	\$ 1,525		\$ 1,525
Total 4000044 Donations	\$ 47,756	\$ 25,000	\$ 72,756
4000048 Restricted Funds			
4000049 PPP Loan	\$ 55,000		\$ 55,000
Total 4000048 Restricted Funds	\$ 55,000	\$ -	\$ 55,000
Total 4000041 Contributions	\$ 102,756	\$ 25,000	\$ 127,756

Living Well Group Profit and Loss by Location

January - December, 2021

	Ethan Allen Residence		
	Actual thru June 30	Jul-Dec Estimate	2021 Estimate
4000053 Grants Received	\$ 4,500	\$ 5,000	\$ 9,500
4000201 Hazard Pay St. of VT	\$ 1,200		\$ 1,200
Total 4000053 Grants Received	\$ 5,700	\$ 5,000	\$ 10,700
Total Income	\$ 1,404,961	\$ 1,422,756	\$ 2,827,716
Gross Profit	\$ 1,404,961	\$ 1,422,756	\$ 2,827,716
Expenses			
6000000 Payroll Wages	\$ 817,781	\$ 991,495	\$ 1,809,276
Total 6000002 Fringe Benefits	\$ 27,711	\$ 30,000	\$ 57,711
Total 6000017 Payroll Expenses	\$ 106,344	\$ 110,000	\$ 216,344
Total 6100000 Advertising	\$ 1,310	\$ 1,200	\$ 2,510
Total 6110000 Insurance	\$ 15,500	\$ -	\$ 15,500
Total 6120000 Other Fees	\$ 106	\$ 100	\$ 206
Total 6130000 Interest Expense	\$ 48,041	\$ 47,765	\$ 95,806
6140000 Marketing			
Total 6150000 Office Expense	\$ 11,179	\$ 12,000	\$ 23,179
Total 6160000 Travel	\$ 1,862	\$ 1,500	\$ 3,362
Total 6200000 Professional Services	\$ 151,346	\$ 123,281	\$ 274,626
Total 6400000 Resident Activities	\$ 7,582	\$ 10,850	\$ 18,432
Total 6500000 Occupancy	\$ 51,187	\$ 51,225	\$ 102,412
Total 6600000 Other Expenses	\$ 2,572	\$ 1,000	\$ 3,572
Total 6700000 Household Expenses	\$ 90,459	\$ 91,000	\$ 181,459
Total 6800000 Information Technology	\$ 1,665	\$ 1,500	\$ 3,165
Total Expenses	\$ 1,344,800	\$ 1,482,916	\$ 2,827,717
Net Operating Income	\$ 60,160	\$ (60,160)	\$ (0)