
White Paper

Build-to-Suit Development and Leasing Programs for Assisted Living Providers

A white paper for owners and operators

- *Take advantage of turnkey solutions to sharpen your competitive edge*

Understanding the Advantages of Build-to-Suit, Leasing and Facility Trade-Up

In today's competitive environment, quality of service isn't always enough. High quality facilities and diverse service offerings are increasingly important every day.

How can you stay ahead? A new or updated facility may be closer than you think.

Senior Care Realty, along with our development partners, develops senior care real estate and offers turnkey solutions for senior care operators.

Let us help you implement a strategy to provide a high quality of life for your residents, and stay ahead of the competition.

Build to Suit Facilities: Turnkey Convenience

Utilize our expertise in senior care development to help ensure a successful facility. Choose from many proven designs for facilities from eight beds to 50 or more, or let us help you customize a design to meet your own needs. Tell us about your dream facility, and we'll help make it a reality.

Let us help you customize a design to meet your own needs.

- Our development team has helped create more than 20 community-based residential facilities across Wisconsin. And as former CBRF operators, we understand your special needs.

- Assisted living facilities aren't just another commercial building — our team is composed of architects and contractors who know how to make it happen.

Leasing a New Facility: Make Your Capital Work Harder

Leasing has many advantages: conserving capital for other uses, tax benefits from writing off rent and more. We will sell you a new facility, or we will lease it to you. Leasing may also be available for existing facilities — whether you purchase one from us or from someone else. Leasing may also be a better idea for your current facility with our sale-leaseback program.

- Financing a new facility requires a significant commitment of capital from the operator — but not if you lease the facility.
- Conserving capital for operations and expansion may provide a better rate of return.
- Rent paid for a leased facility can normally be fully tax deductible.



Facility Trade-Up: Trade In Your Old Facility for a New Model

Some assisted living providers have a successful operation but an out-of-date facility. Our turnkey approach allows you to exchange your old facility for a new one, saving you the hassle of selling the old property and perhaps even saving taxes that you would have paid if you had sold.

With our Trade-Up Program, you just move with your residents when the new facility is ready and leave the rest to us.

- Older facilities are often fully depreciated, which means a big tax gain if the property is sold. But an exchange can help you defer that gain and put it to work in your new facility.
- Timing the sale of your old facility (if it sells) with the development of your new facility can be a nightmare. With our Trade-Up Program, you just move with your residents when the new facility is ready, and leave the rest to us.

To learn how we can help with your next development, please visit www.seniorcarerealty.com, or call toll-free (877) 834-4175.

