



**CITY OF COOPER CITY
CITY COMMISSION**

**RESORT LIFESTYLES COMMUNITY
LAND USE PLAN AMENDMENT WORKSHOP MINUTES
December 11, 2018 at 6:30 PM**

1. Pledge of Allegiance

Mayor Ross opened the meeting at 6:30 PM leading the assembly in the Pledge of Allegiance.

2. Roll Call

Present were Commissioners Meltzer, Pulcini, Green, Curran and Mayor Ross.

3. Staff Presentation of Land Use Plan Amendment Application (15 minutes' limit)

Growth Management Director Matt Wood read the staff report

4. Applicant's Presentation of Land Use Plan Amendment Application (15 minutes' limit)

Hope Calhoun, attorney for the client, spoke about the presentation that was made during the Planning and Zoning Board meeting.

Bob Lewis, owner of the project, played a two-minute video of an independent living facility that would be similar to the one proposed for Cooper City.

5. Commission Discussion

6. Public Comments

Paul Bernis, 11840 SW 51 Court, spoke about having Flamingo East and West paved.

Odalys Perez, 100241 SW 59 St, spoke on her concerns about traffic and aesthetic concerns.

Doug Campbell, 10206 SW 58 St, spoke on his concerns with heights and fire safety concerns, as well as questions on costs compared to single family homes.

Ron Batterson, 10203 SW 58 St, spoke on his concerns on size of the building, traffic issues and safety concerns with car burglaries.

John Bowman, 10248 SW 59 St, spoke on concerns with traffic and an increase of elderly drivers. Property values, lighting and privacy for the neighbors were also a concern.

Jennifer Estep, 5858 SW 102 Terrace, spoke on her concerns with the project being right in her front yard and is not supporting the project due to traffic, property values and cosmetics.

David Nall, 2620 NW 89th Way, asked how much permit fees will bring in and the stress that this will add to EMS.

Eric Abrahamson, 10227 SW 58 St, spoke on his concerns with building and does not see the need of this type of project for the city.

Mike Bufalo, 11648 SW 59 St, spoke on his concerns with putting a commercial building in a residential area as well as traffic concerns this will bring to the area.

Guillermo Tuponus, spoke on his concerns with the compatibility, location and the zoning of the building.

The Traffic Engineer explained the traffic analysis.

More public comments:

Ralph Lindsay, resident of Stirling Palms, spoke on his concerns on the parcel of land next to the development and land values.

James Estep, Stirling Palms resident spoke about the rezoning in the residential area.

Joe Lordy, 10249 SW 59 Street, spoke about his concerns with EMS services that this project may add to.

Odalys Perez, 100241 SW 59 St, spoke about the buffer proposed for the project.

Bill Fepher, Bowman Consulting, Civil Engineer on the Palm Beach project spoke on the property line and the distance near to residents.

Martha Vialis, 10276 59th, spoke on the employees that will add to population and traffic of the building

Doug Campbell, 10206 SW 58 St, spoke on the buffers and landscaping of the project.

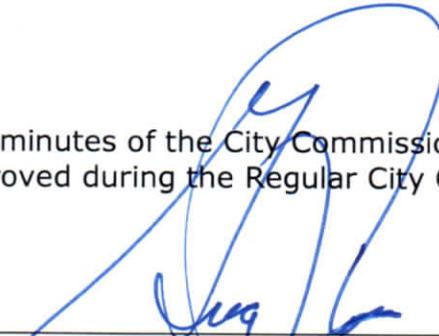
Ferdeas Corsea, spoke on concerns in the future if the building is sold.

Morris Isreal, Stirling Palm Estates spoke on his concerns with the traffic on Stirling Road and 103rd.

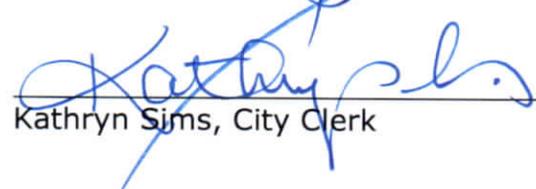
7. Adjournment

The meeting adjourned at 8:15 PM.

The minutes of the City Commission Workshop Meeting of December 11, 2018 were approved during the Regular City Commission Meeting of January 8, 2018.



Greg Ross, Mayor



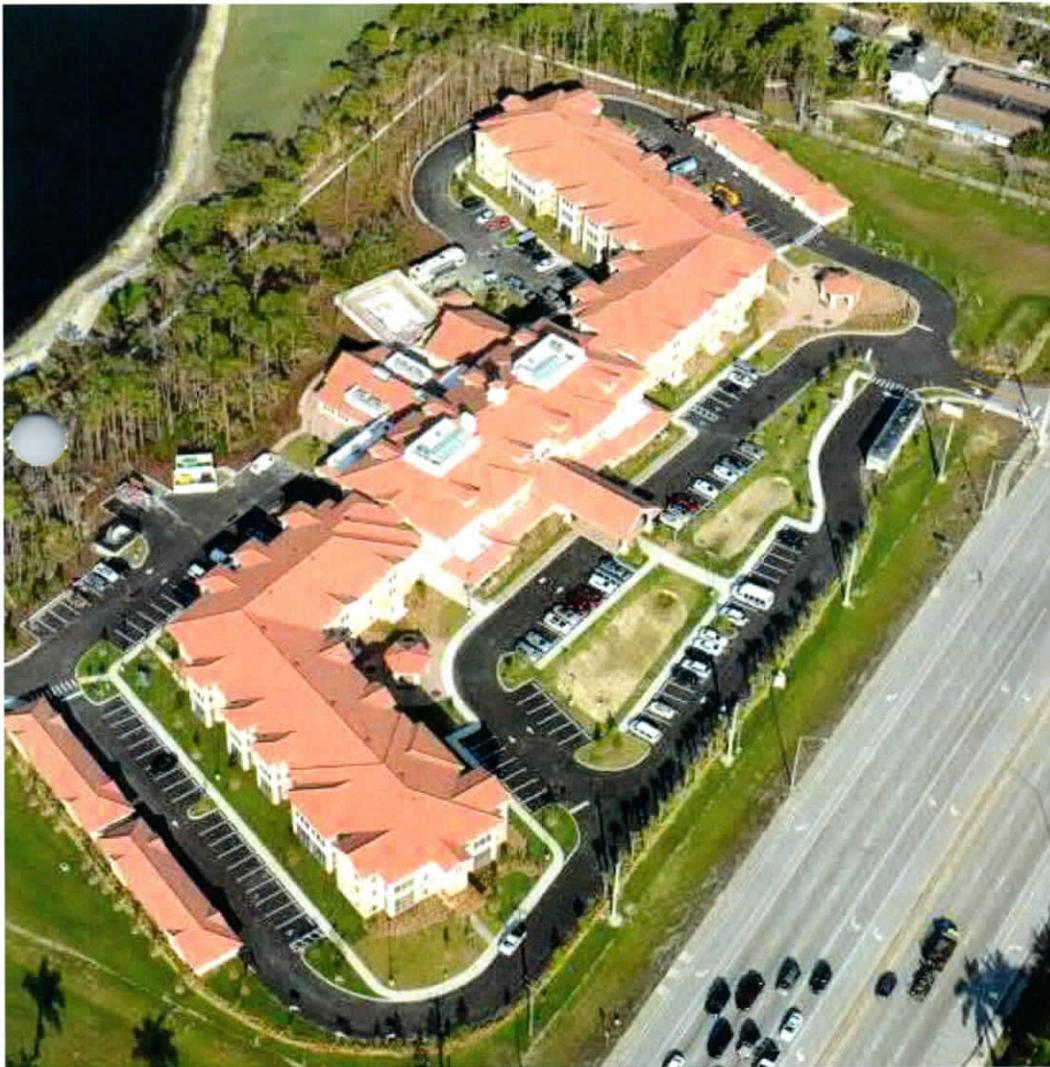
Kathryn Sims, City Clerk

NOTICE: This meeting is open to the public. In accordance with the Americans with Disabilities Act of 1990, all persons who are disabled and who need special accommodations to participate in this meeting because of that disability should contact the Office of the City Clerk, 954-434-4300 ext. 220, not later than two days prior to such proceeding. One or more members of the City of Cooper City Advisory Boards may be in attendance and may participate at the meeting. Anyone wishing to appeal any decision made by the Cooper City Commission with respect to any matter considered at such meeting or hearing will need a record of the proceedings and, for such purpose, may need to ensure that a verbatim record of the proceedings is made, which record includes the testimony and evidence upon which the appeal is to be based. Agenda items may be viewed online at www.coopercityfl.org or at the Office of the City Clerk, City of Cooper City, 9090 SW 50 Place, Cooper City, Florida, 33328, 954-434-4300.



Resort Lifestyle Communities Independent Senior Living in Cooper City, Florida

The demographic characteristics of the
submarket and the need for our independent
living community



Introduction

This report analyzes the Cooper City, Florida submarket and the demographic characteristics that show why more independent senior living communities are needed in Cooper City, and how a luxury independent living community from Resort Lifestyle Communities (RLC) can help to meet that need. It also provides an introduction to RLC, and to what independent living means within the context of the seniors housing market. Finally, it analyzes Cooper City's existing seniors housing supply with the current and future demographics within the primary market area.



RLC & CGC: Who We Are

Resort Lifestyle Communities (RLC) and its sister company, Cameron General Contractors (CGC) build, own, and manage luxury independent living (IL) communities across the country. CGC locates appropriate sites, secures necessary land use approvals, and develops the properties. Once the communities are ready to open, RLC assumes responsibility for the day-to-day operations, management and marketing of the communities.

Together, we opened our first community in Lincoln, Nebraska, in 2001. Since then, we've opened 26 communities across the country and are the nation's leading provider of new seniors housing, with 14 communities currently under construction.

Our mission is to provide high-quality apartment homes for existing senior populations and the emerging baby boomers. In everything we do, our primary focus is on our residents and their quality of life. In short, our residents' happiness drives our business.

To learn more about our companies and our communities, visit <http://www.rlcommunities.com> and <http://www.camerongeneralcontractors.com/>

Independent Living Explained

Although the term "seniors housing" is a general term used to cover many types of housing for seniors, RLC focuses solely on the independent living (IL) model. Seniors housing can also include assisted living/memory care (AL) communities, skilled nursing facilities (SN) and communities offering a full continuum of care. The scale of care varies widely and cost typically increases with increased levels of care.

An IL lifestyle offers residents a safe living environment with minimal assistance. We are not licensed to provide help with medications, bathing, dressing or other personal health care needs. Occasionally, our residents may need a personal care provider or private caregiver and when such services are needed, they can hire that service directly.

Without the employment of health care staff and additional overhead commonly associated with higher levels of care, independent senior living communities are generally less expensive than those facilities that combine levels of care. RLC's IL units are rented at market rate and because RLC does not provide health care services, our apartments are paid for privately on a monthly basis with no government reimbursement or third-party payers such as Medicare or Medicaid.

In addition to physical amenities, the typical IL community includes housekeeping, meal packages, transportation, utilities and 24-hour staff on-site. Enhanced amenities, combined with a larger employment base (approximately 35 employees), distinguish IL communities from age-restricted apartment communities without such offerings. This generally results in higher rental rates for IL units compared to the apartment communities.

Our Communities

The 130-unit IL community we propose in Cooper City will include many amenities such as a state-of-the-art professional kitchen with communal dining, fitness center, beauty salon, theater, a library and activity spaces. These physical amenities, along with a wide range of service-based amenities, are focused on seniors who wish to have less responsibility while also not requiring health care assistance.

Our monthly rent is all-inclusive. There are no buy-in fees or long-term leases. The fee includes unlimited meals, weekly housekeeping, an emergency response system, events and entertainment, scheduled transportation (we provide the bus), valet service, free laundry facilities located on each floor, an exercise facility and classes, and all utilities except personal telephone.

A guest suite is also available to visitors. Through our "Travel Program," residents in our sister communities stay for free in any guest suite within our rapidly expanding portfolio. The guest suite is also used for trial stays by interested residents wanting to experience our resort lifestyle.





Analysis of the Cooper City, Florida Submarket

Approach and Methodology

Primary Market Area

The Primary Market Area (PMA) is a geographical area that our proposed IL community will serve. 70-75% of our residents in our existing 26 communities formerly lived within an 8-mile distance before moving into their RLC community. Because of this, we defined the PMA as an 8-mile radius in any direction from the center of the proposed site, located near the intersection of SW 100th Avenue and Stirling Road in Cooper City. Therefore, this analysis identifies key demographic variables pertaining to the IL industry and IL highlights within the 8-mile PMA found in Table One.

Further considerations:

- ◆ Within this population, our study looked at existing and future seniors (75+ households and 75+ annual growth rate) within the PMA as the primary demand-drivers for IL units.
- ◆ Breaking demand down further, the study looked at age and income-qualified seniors: 75+ households making between \$35,000- \$149,999 per year.
- ◆ Demand projections within our feasibility study for IL units also looked at current IL units in supply and MSA-wide penetration rates provided by National Investment Center for Seniors Housing & Care (NIC). This identifies product acceptance amongst seniors and their access to current supply of the IL lifestyle.
- ◆ Adult-children (45-64 households) have an influence over the location and decision of a senior moving to an IL unit. They can also be an income source for their senior parents' housing choices. In general, seniors want to live near both children and grandchildren.

Table One - 8-Mile PMA Highlights

Demographic Highlights	
75+ Households (HH)	32,555
75+ HH Growth Rate	3.2%
75+ Population	56,468
75+ Median Income	\$30,913
75+ & \$35K-\$149K HHs	13,789
75+ & \$50K HHs	9,585
45-64 Median Income	\$72,334

IL Highlights	
Current IL Supply	702 units
MSA Penetration Rate	4.5%
MSA Avg. IL Occupancy	87.6%
Current IL Shortage	1,346 units
5-year IL Shortage	1,559 units
PMA Avg. IL Unit Age	34 years
MSA Avg. IL Unit Rent	\$3,620

*Source ESRI 2018 Business Analyst and NIC 3Q2018

Demographic Analysis: Findings

1. There is a shortage of IL units in the 8-mile PMA.

Penetration rate is a key variable in the seniors housing industry relating to statistical supply capacities within a market. The Miami, FL Metropolitan Statistical Area (MSA) IL penetration rate, according to NIC, is 4.5%, meaning that out of every 100 senior households 4.5 will live in an IL unit. Within the 8-mile PMA, this results in 1,433 75+ households interested in an IL lifestyle and without access to an IL unit (32,555 75+ households minus the existing 702-unit IL supply multiplied by the 4.5% Miami penetration rate). The average IL occupancy for the MSA is currently at 87.6% occupied, statistically allowing for only 87 units (12.4% vacancy multiplied by the current IL supply) to cover the existing demand and resulting in a net shortage of 1,346 units. Furthermore, available senior household counts are growing at an annual rate of 3.2% (1,052 households) increasing the shortage by 43 IL units per year, assuming occupancy remains constant and factoring in the 141 IL units currently under construction.

2. The existing stock of IL units is aging.

Of the 702-unit supply of IL available across three communities within the 8-mile PMA, those units are an average of 34 years old. These communities are therefore unable to offer the modern amenities commonly associated with new IL units, and expected by prospective residents.

3. There are ample income-qualified households.

RLC has estimated that the minimum annual income required for a resident to occupy an existing IL unit within the PMA is approximately \$43,800 (the PMA Avg. IL Unit Rent multiplied by 12 months per year).

There are many sources of income available to pay this monthly IL rental fee:

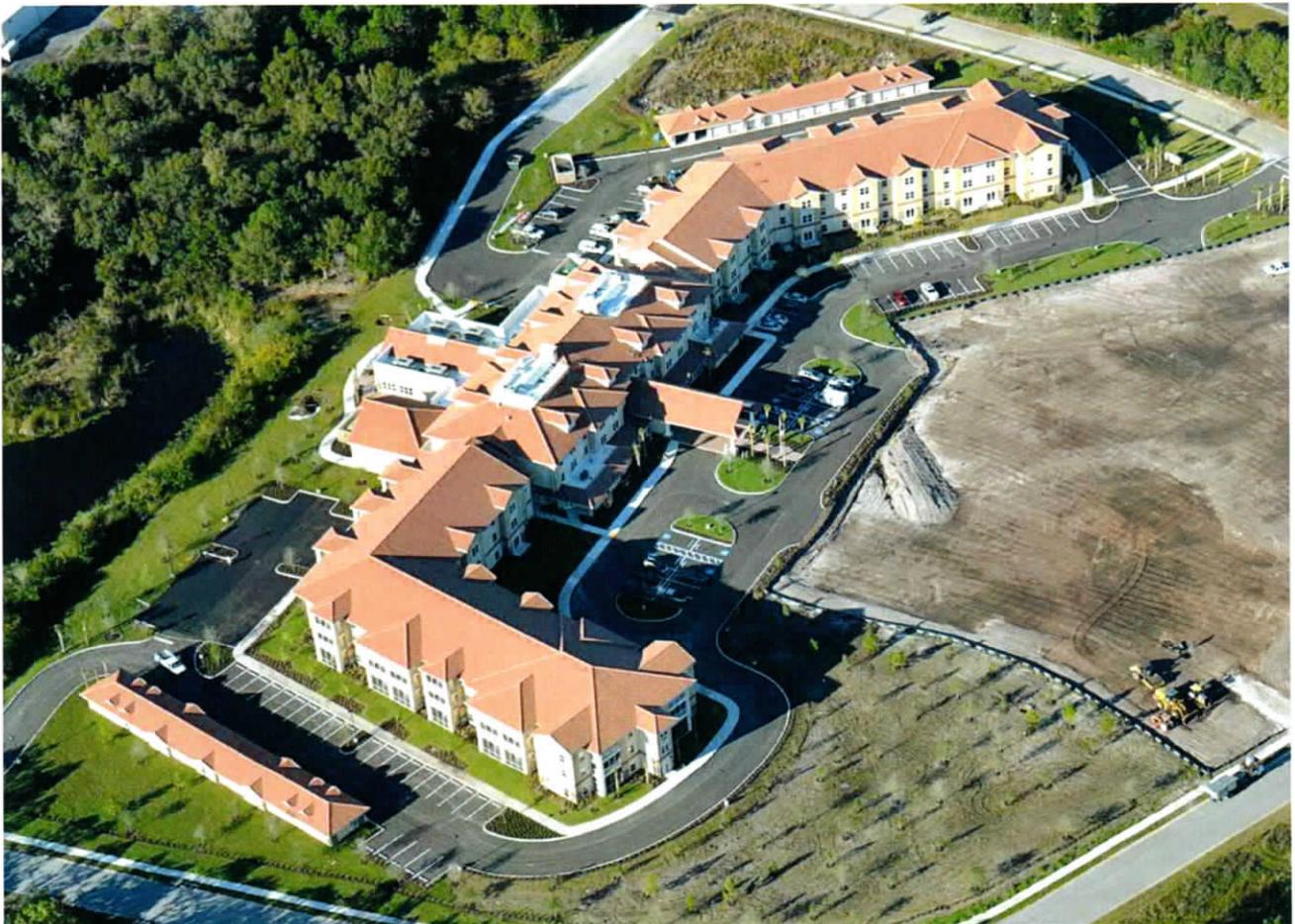
- ◆ Retirement plan distributions
- ◆ Pensions
- ◆ Social Security
- ◆ Savings accounts
- ◆ Asset liquidation

- ◆ Adult-child support
- ◆ Multiple incomes (dual occupancy paying for an individual unit)

The 8-mile PMA currently has 13,789 age and income qualified households (as defined above) and 9,585 75+ households with incomes greater than \$50,000. In addition to their annual incomes, seniors are aided by strong home valuations (\$253,788) and strong adult-child incomes (\$72,334), should they rely on these financial sources to pay the monthly fee. Furthermore, the 8-mile PMA has 1.73 seniors per household (75+ population divided by 75+ households) resulting in multiple incomes available to pay the individual IL unit rental fee and increasing demand potential.

Conclusion

This analysis lays out the current and future need in Cooper City for new IL units, and explains how RLC's 130-unit freestanding IL community helps to meet that need. Our model will offer an all-inclusive community for local seniors wishing to enjoy an IL lifestyle. Finally, we believe the proposed location will complement other uses within the immediate area and offer a great housing choice for seniors wanting to enjoy all of the amenities and services that come with our resort-style independent living community.




RESORT LIFESTYLE
COMMUNITIES

7101 S. 82nd St.
Lincoln, NE 68516

RLCommunities.com