

NILE



PROPOSAL FOR
CONCEPTUAL DESIGN SERVICES

PINE HAVEN CARE CENTER

JANUARY 4, 2020

N I L E

January 7, 2021

Marcus Parence, CEO/Administrator
PINE HAVEN CARE CENTER
210 3rd Street NW
Pine Island, MN 55963

RE: 36-ROOM REPLACEMENT WING

Dear Marcus:

Thank you for the opportunity to submit a proposal for conceptual design services to add a wing to your existing facility in order to increase the number of private rooms available.

In 2016, WAI Continuum was acquired by LJA based in Fargo and in 2019, we officially became a new entity called Nile. Since our last work with Pine Haven, there have been many exciting changes and growth for our firm, including the addition of new talent and hospitality design insight.

Our body of work in senior living and healthcare spans 40 years nationwide over 600 projects in long term care, rehabilitative care, senior living, master planning, and repositioning. Our team is recognized for innovation that works - not simply creative aesthetics that support a lifestyle, but also spaces where form follows function. For those requiring additional services such as moratorium exception applications, our leadership team is able to offer consulting services to help you navigate the road from project conception to completion.

Following you will find a brief proposal with examples work for similar care center renovations and additions, as well as a workscope outlining the key steps to create a concept design solutions.

If you have any questions or wish to move forward with this proposal, I welcome your call or email at anytime. We look forward to working with you (and your team again).

Sincerely,

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FIRM *introduction*

ABOUT

Nile, formerly known as WAI Continuum, emerged in 2019 as a new company with a modern perspective on the established senior care and hospitality markets our team has served for many, many years.

EXPERIENCED STAFF.

Procuring some of the best talent in the region, the Nile team averages over 17 years experience for each employee in their respective roles. They have guided new construction, remodel, and renovation projects from coast to coast.

Whether you are working with licensed professionals, designers, drafters, or other office staff, you can be certain that Nile team members have the knowledge, skills, and professionalism necessary to make your project a success.

SEAMLESSLY WOVEN.

Our body of work spans the full continuum of senior living and hospitality design, including:

- Skilled Nursing Care (Rehab, Specialty, and Long Term Care)
- Assisted and Independent Living
- Memory Care
- Adult and Intergenerational Day Care
- Master Planning

Our dedicated design professionals understand that our role is not only to help our clients shape their projects for functional and spatial needs, but also address the need for project affordability, marketability, and profitability. They serve all expectations seamlessly and are poised to assist in other areas, such as coordinating applications for exception to nursing home moratoriums to ensure construction funding.

OUR OBJECTIVES FOR THIS PROJECT

- **Marketable design solutions** which reflect growing trends for rehabilitation and private rooms.
- **An engaging pre-design process** which will fully explore your goals, needs and ideas for this addition.
- **Accurate cost estimates** throughout the entire design process and an efficient constructible design that maximizes your budget.
- **Solutions to meet the program goals** without over designing spaces or exceeding budget parameters.

APPLYING FOR THE MORATORIUM EXCEPTION?

Are you in need of state funding to make your project work? Completing a comprehensive and thoughtful application takes time and know how. For some it can be a daunting and overwhelming process. For Nile, it is business as usual and that on which we excel.

Our team can guide you through the application process to successfully fund your care center construction. Whether you are looking to expand rehab care to better meet the needs of hospital referrals or simply increase the number of private rooms for resident quality of life, now is the time to look at your physical environment and consider how plant improvements can enhance the marketability, profitability and effectiveness of your services and environment.

SCHEDULE

The RFP for the exception to the Minnesota nursing home moratorium is typically released in July with December deadlines. Approvals from the Commissioner of Health are announced the following April. To review the most recent request for proposals, go to www.health.state.mn.us/facilities/regulation/nursinghomes/docs/moratoriumapp.pdf.

CRITERIA FOR REVIEW

Past requests for proposals for state moratorium exceptions have identified the following criteria for considering applications to the nursing home moratorium exception:

1. Reinforces state's long term goals, including enhancing the availability and use of alternative care and reduction of long term care resident rooms with more than two beds.
2. The proposal's long term effects on state costs.
3. The extent to which the proposal promotes equitable access to long term care beds through redistribution of the nursing home bed supply between counties.
4. Improvement of conditions that affect the health or safety of residents (such as narrow corridor or door frames, unenclosed fire exits, wood frame construction, etc).
5. Improvement of conditions that affect the comfort or quality of life for residents or the ability to provide efficient care. This includes high number of residents in a room; inadequate lighting or ventilation, poor access to bathing or toileting, lack of ancillary space for dining, day or other purpose rooms; problems relating to heating, cooling or energy efficiency; inefficient nursing stations, narrow corridors, etc.
6. Applicant demonstrates the delivery of care to residents as evident by the two most recent state agency certification surveys and applicant's response to those surveys.
7. Project removes need for waivers or variances previously granted by licensing agency, certifying agency, fire marshal or local government agency.
8. Project increases the number of private or single bed rooms.
9. Applicant demonstrates the continuing need for nursing care in the community and adjacent communities.

10. Other factors may be added by the Commissioner of Health that assesses how the proposed project will promote or protect health, safety, comfort, treatment or well-being of a facility's residents.

FUNDING APPROPRIATION

\$1,207,815 Million has been dedicated to the moratorium exception process and this budget will support approximately \$100 million in construction costs. Projects with costs less than \$1,729,222 can proceed under the state construction threshold.

HOW CAN NILE HELP?

Each client is different as is each project. So, accordingly, we adapt our services to meet the specific needs you may have. With this in mind, we can:

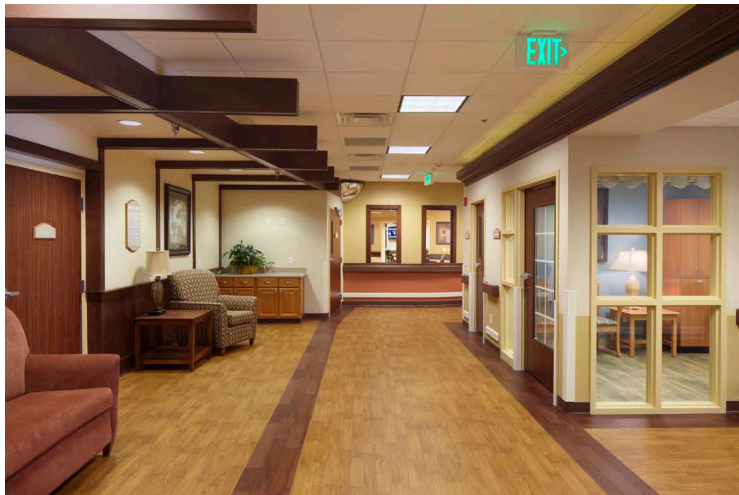
- Assist and coordinate the application, including the development of narratives, problem statements, project descriptions, environmental conditions and problem solutions, as outlined by the Minnesota Department of Health in the publication of requests for proposals.
- Coordinate the efforts and assignments of members of the development team, working with your staff, architects, CPA and attorney.
- Prepare for approval by the Owner such estimated time tables and preliminary budgets as may be necessary.
- Schedule, attend and lead any meetings among all members of the project management team.

Our first step would be to identify what your goals are for your facility and where you are in the process towards achieving them. From there, we can identify a work scope and fee proposal to assist you in reaching your targeted results.

PROJECT *experience*

“The soul of senior living begins with
a welcome and a sense of purpose.”

WE ARE *storytellers.*



HILLCREST MANOR



SCALE
80 bed skilled nursing care
16,000 sf renovation
22 room addition

LOCATION
Sunnyside, WA

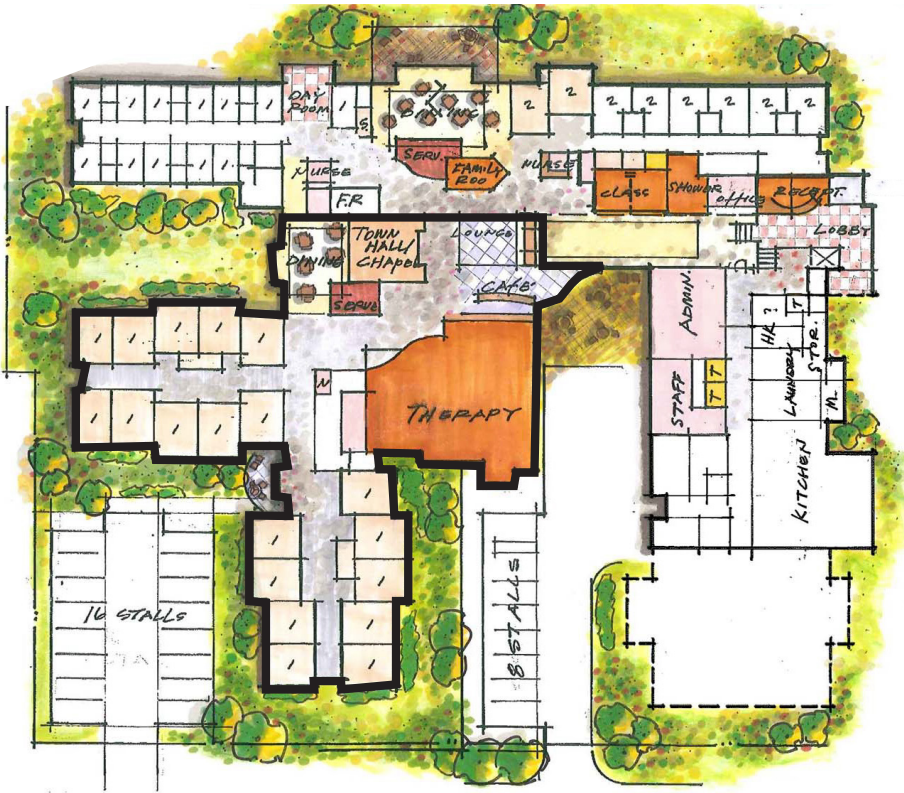
SPONSOR
Eagle Healthcare / Prestige Care

DESCRIPTION
Repositioning this long term care facility to better meet the needs of rehab clients began with a wing addition to increase the number of private rooms available. In addition to new therapy space, new social areas such as juice bars were carved into the existing care facility for resident and guest activity.

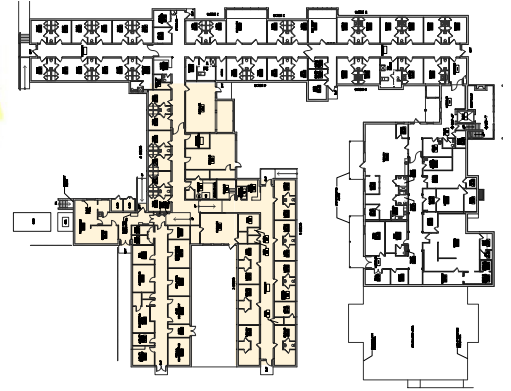
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CLARKSTON CARE CENTER



AFTER: ADDITION FOR PRIVATE ROOMS & REHAB



BEFORE: 2 WINGS DEMOLISHED



SCALE
60 bed long term care
30 bed rehab care

LOCATION
Clarkston, WA

SPONSOR
Eagle Healthcare / Prestige Care

DESCRIPTION
Added a 19-bed replacement wing to increase private rooms and carve out a new rehab care unit with expanded therapy program. Updated existing dining and activity spaces as well.

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HIGHLAND TERRACE



SCALE

83 skilled nursing care beds
19-bed replacement unit
25,000 sf renovation / 10,000 sf addition

LOCATION

Camas, WA

SPONSOR

Eagle Healthcare / Prestige Care

DESCRIPTION

The need to carve out privacy for residents was crucial, however, space was limited on this site. The finished design repositioned the facility for rehab care with integration of semi-private unit models to meet the privacy needs of new residents while also focusing other changes to the central core to enhance dining, activity and therapy spaces.

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MOUNT OLIVET REHAB CARE UNIT

SCALE

16-bed rehab care unit within 94-bed care center

SPONSOR

Mount Olivet Homes

LOCATION

Minneapolis, MN

DESCRIPTION

Seeking to better serve the growing number of short term care clients, this facility carved out a new neighborhood dedicated to rehab care programming. The new unit offers private and semi-private rooms with dedicated dining and lounge space, built within the state moratorium construction cost limits..

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MOUNT OLIVET CAREVIEW HOME



SCALE
153 bed skilled nursing care

LOCATION
Minneapolis, MN

DESCRIPTION
Geared towards expanding the services, programming and quality of life offered to residents, the project provided a 5-story addition connecting two care facilities that will serve not only their existing residents, but offer new services to the surrounding community. The \$20M project increased private rooms, expanded rehab care, added a rooftop garden for memory care, and expanded admin and kitchen spaces.

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ELIM CARE PRINCETON



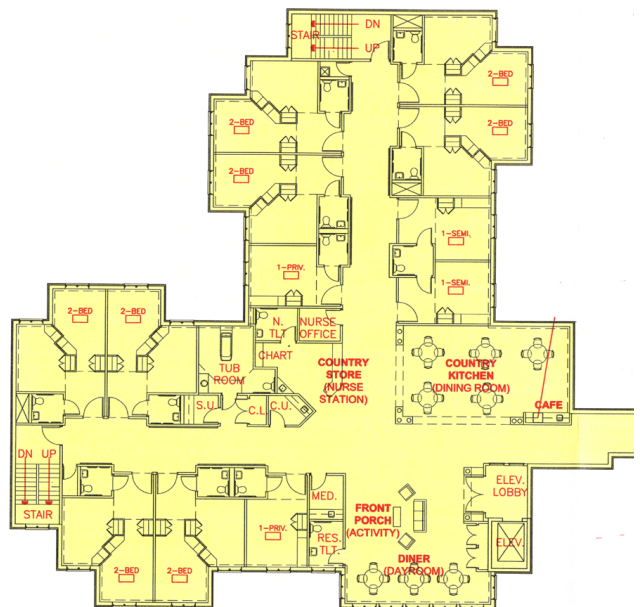
SCALE
21-bed addition in a 153-bed facility

SPONSOR
Elim Care

LOCATION
Princeton, MN

DESCRIPTION
Begun with an application for exception to the moratorium, this renovation repositioned the crowded and outdated institutional environment to an open, inviting home-like design with neighborhood delivery of care. Increasing private rooms was accomplished through a mix of single bed rooms and unique toe-to-toe semi-private unit designs which maintained the affordability of double bed rooms.

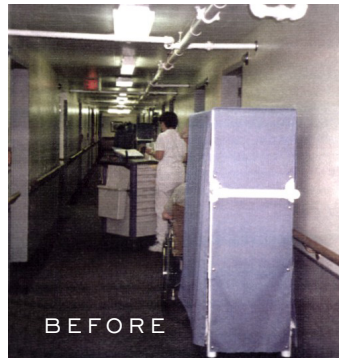
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ADDITION



BEFORE



BEFORE

PARKVIEW CARE CENTER

SCALE

124-bed long term care facility
20 person adult day center

LOCATION

Buffalo, MN

SPONSOR

Elim Care

DESCRIPTION

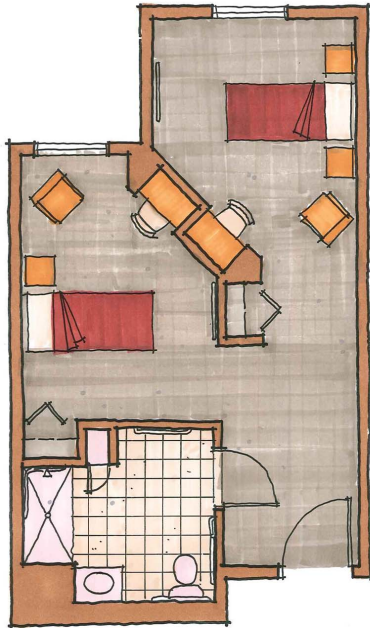
Faced with several space inefficiencies and needed upgrades, ParkView took advantage of moratorium funding to create a dynamic culture change. While creating unit neighborhoods with improved dining and centralized therapy spaces, the facility was able to address limited privacy, inadequate service space and vital upgrades to kitchen, laundry, fire and nurse call systems.

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LAURELS PEAK



SCALE

27 Transitional Care Beds
38 Long Term Care Beds

LOCATION

Mankato, MN

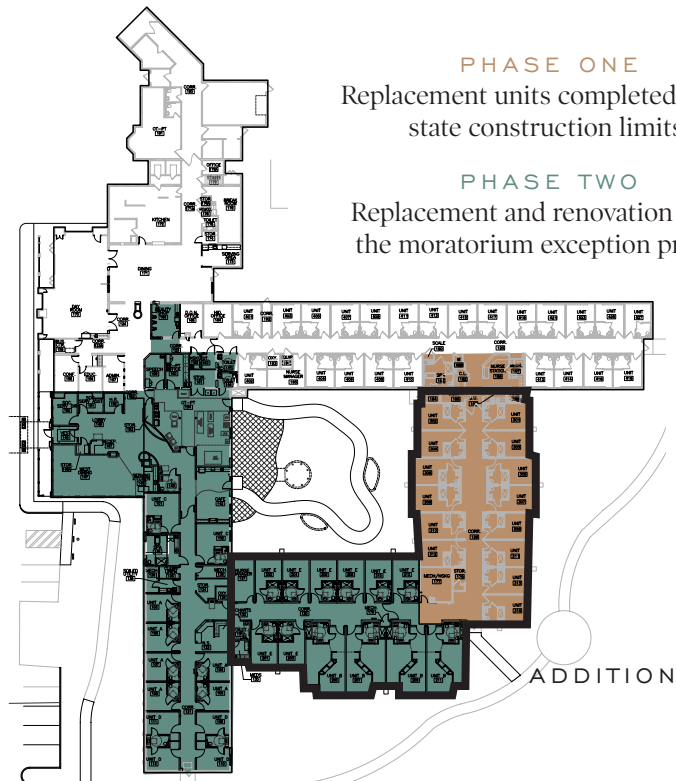
SPONSOR

Thro Company

DESCRIPTION

Addressing the growing need for rehab services, the project added two new wings to increase privacy for serving rehab clients. This included new therapy space, as well as private and semi-private rooms, additional showers and new spa-like tub rooms. Remaining fully occupied during construction, this project was completed through multiple phases.

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PHASE ONE

Replacement units completed within state construction limits.

PHASE TWO

Replacement and renovation under the moratorium exception process.

ADDITION



FOUNTAIN SPRINGS CARE CENTER

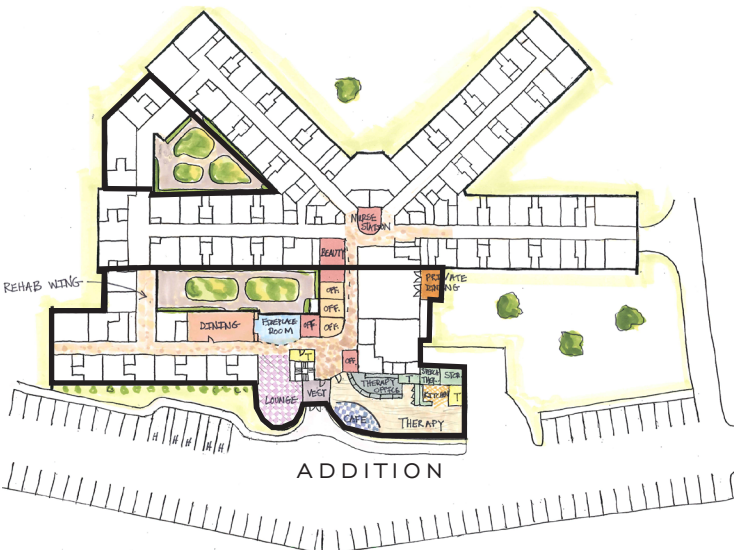
SCALE
90-bed skilled nursing center

LOCATION
Rapid City, SD

SPONSOR
Welcov Healthcare

DESCRIPTION
The renovation program sought to strengthen the care center's capacity for rehab care and therapy to increase referrals. Included in the addition were a new bistro, pub and activity spaces for residents enjoying time with family. New dining rooms, nurse stations and lounge spaces enhance quality of life of residents.

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PROPOSED *services*

APPROACH TO CONCEPT DESIGN

Unlike many firms that take the program or direction clients offer and jump right into design, our project leaders spend a significant amount of time in visioning and predesign - facilitating conversations that identify and amplify your priorities while offering compelling insight that helps you explore market opportunities, site/facility constraints and emerging industry trends that might have significant impact on your final project, future clients and lasting market position.

TASK A: PROGRAM DEVELOPMENT

Included in the program will be the objectives and goals of the project from information gathered from Pine Haven. The objective is to describe the client's intentions for the project and a basis for concept design.

OBJECTIVE DESCRIPTIONS

1. Set up the structure and techniques to obtain necessary information from team members.
 - Interview the key decisions makers.
 - Organize the program material into areas related to operational focus and need priorities.
2. Review latest moratorium project program, plans, and construction details.
3. Document and evaluate the present building conditions.
 - Inventory all spaces in drawings and text.
 - Evaluate present spaces - space used, what works well and what does not.
 - Features to retain and to change.
4. Prepare a space requirements outline.
 - Develop a preliminary program of needs.
 - Identify space requirements for proposed, as well as existing facilities.
 - Reference more detailed requirements.
5. Describe overall building requirements with respect to use, purpose, and general requirements.
 - List the range of users and uses.
 - Revise the preliminary program as required.
6. Define the fundamental functional, spatial, and visual relationships among components of the project.
 - Include relationships between building components or departments.
 - Include relationships between components and the outside community or visitors.
 - Describe any grouping requirements, such as for security or public access.
7. Develop a detailed room/space program.
 - Area and configuration requirements.
 - Physical access and adjacency requirements.

- Security and safety requirements.
 - Aesthetic requirements.
 - Special requirements.
8. Prepare a summary program.
 - Summarize program requirements.
 - Include schedule and budget requirements as applicable.

PRODUCT

Program document defining architectural design guidelines which include:

1. Documented client team interviews.
2. Summary of building and room functions and locations.
3. Space allocation program.
4. Narrative of program objectives, possible concept/solutions to be reviewed

B. FACILITY & SITE ANALYSIS

Inventory (1) natural and man-made features of the site, (2) existing facilities, and (3) identify/qualify site and building elements which might constrain or provide potential opportunities for the implementation of the programmed facilities. On-site investigations could be complemented by compiling data from previous projects and building investigations. Pertinent data will be recorded and documented as appropriate. The synthesis of these elements will provide direction to design alternatives.

OBJECTIVE DESCRIPTIONS

1. Determine what parcels of the campus are available for implementation of the program.
2. Review natural features of the site to identify opportunities and constraints which may exist. Elements shall include: Existing vegetation, general location; topography and slopes.
3. Review man-made features of the site to identify development opportunities and constraints. Elements shall include: Utilities (power, water, sanitary sewer, storm drainage, natural gas, and telephone); Roads and parking; Land use (on-site and adjacent).
4. Review legal easements which limit design.
5. Review existing utility locations which will be used to serve the site.
6. Review zoning requirements or regulations which must be followed in the development of the site.
7. Review present and future circulation and access needs.
8. Review present and future utilization and marketability of the building.
9. Assess parking abilities and requirements.

EXISTING FACILITIES

1. Determine what parcels of the facility are available for implementation of the program.
2. Inventory and document all existing spaces and uses of existing facilities (including original buildings and addition(s)/remodeling).
3. Review existing physical and code issues identified by regulating agencies, if any.

PRODUCT

1. Site and facility plans as applicable.
2. Space/use compilation of buildings.
3. City/zoning opportunities/constraints.

TASK C. CONCEPT PLAN SOLUTIONS

Conceptual floor plans are prepared using spatial requirements and relationships previously defined. This enables the project team to understand the proposed solutions for the facility in graphical format.

OBJECTIVE DESCRIPTIONS

Alternatives developed based on strategic objectives and could address:

1. Functional relationships and flexibility.
2. Inclusion of all feasible needs.
3. Alternative building placements/orientation.
4. Minimization of construction costs.

PRODUCT

1. Two concept plan options.
2. Building cost projection.

PROPOSED *fee*

FEE PROPOSAL

Nile, Inc. proposes a fee of \$ _____ to complete two concept designs to accomplish your goal of adding a 36-room replacement wing to the existing Pine Haven care facility. This includes architectural design tasks as defined below.

Task A: Program Development	\$
Task B: Site Assessment/Backgrounds	\$
Task C: Concept Plan Solutions	<u>\$</u>
	\$

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