



Senior Community Services, Inc.

Los Amigos Center

**Assisted Living Center
Santa Rosa, New Mexico**

<http://assistedliving-seniorservices.com>

Daniel J. Stoddard, President
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200 Murray Drive ~ Clovis, New Mexico 88101

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Small Business Development Center ~ Clovis Community College
417 Schepps Blvd., Clovis, NM 88101
(575) 769-4136 www.nmsbdc.org/clovis**

Statement of Purpose

The intent of this Business Proposal is to assist the homeless veterans in New Mexico. Services provided are to enable homeless, disabled or elderly veterans to have a safe, secure and quality home.

As the State of New Mexico Department of Veterans' Services begins to look at new alternatives for care, assisted living is an affordable alternative to the high cost of housing our homeless veterans.

The owner of *Senior Community Services, Inc.* is himself a veteran and has a strong commitment to assisting New Mexican veterans.

Senior Community Services, Inc. 's vision of health care in long-term care settings is to create an environment that forges strong, committed relationships between families, staff, and the residents. By establishing a community committed to aging well, they are setting best practices in assisted living. As New Mexico looks to viable alternatives for health care, it is imperative that solutions and creative mechanisms for the delivery of long-term care services to the underserved elderly and disabled veteran populations in rural New Mexico be considered. *Senior Community Services, Inc.* will ensure a more effective means of providing quality care and comprehensive services.

Focusing on quality long-term care services, *Senior Community Services, Inc.* provides opportunities for **veterans**, elderly, disabled and homeless; to receive quality long-term care within their own community in a least restrictive environment. The Assisted Living Program is designed to meet the challenges of “aging in place” and to support the individual needs of those who reside at the program.

Senior Community Services, Inc. is a New Mexico corporation which provides quality long-term care services to rural communities in New Mexico. *Senior Community Services, Inc.* is dedicated to disabled and elderly veterans and homeless veteran populations by working with community organizations, providing long-term care services, by exceeding current regulatory standards, and improving the community by employing its citizens. They maintain the clients' dignity and offer a home-like environment. Additionally, *Senior Community Services, Inc.* 's consideration of the affordability of such services is key ingredients for a successful assisted living facility.

Senior Community Services, Inc. is dedicated to serving the **elderly, disabled and homeless veteran** and/or private-pay population. *Senior Community Services, Inc.*, incorporated in February 2008, was designed to present providers and communities the assistance in developing quality programs and services that consistently exceed minimum standards. The programs offered by *Senior Community Services, Inc.* are intertwined with individual attention, education, and compassionate choices. *Senior Community Services, Inc.* makes these choices available at a substantial savings in comparison to existing long-term care delivery systems.

Senior Community Services, Inc. is a management entity which provides community awareness through education; develops avenues of community access;

promotes quality assurance and management oversight; and offers operational support and integration of services. *Senior Community Services, Inc.* has also developed a network of providers able to deliver direct services to its residents. *Senior Community Services, Inc.* provides these benefits to citizens of Guadalupe, Quay, San Miguel, DeBaca, Roosevelt, Torrance, and Santa Fe Counties; the surrounding communities; and the entire state by managing a licensed assisted living facility. Their supportive entities include home health care, hospice services, and an evaluation of the need for skilled nursing beds. They are a premier assisted living program designed to accommodate the needs of elderly, disabled, and homeless veterans in Guadalupe County, the six surrounding counties, and the entire state of New Mexico.

Senior Community Services, Inc. has built a network of providers to implement programs and services in the following areas: licensed adult residential care facility to provide assisted living; licensed home health care and hospice agency to provide facility and community based services; and licensed non-medical home care providers for facility and community based services. *Senior Community Services, Inc.* explores other provider relationships that will enhance the delivery of long-term care services and meet the continuum of care of the community in order for the facility to be financial viable.

Senior Community Services, Inc. submits this Business Proposal with a view toward more effectively and affordably meeting the needs of the elderly, the homeless, and the disabled populations. *Senior Community Services, Inc.* is mindful that the proposed goal of the VA in New Mexico is to provide quality care at a cost comparable to or lower than what is currently available within the existing long-term care system, to increase accessibility, and to provide a greater ability to meet individual needs. *Senior Community Services, Inc.* is committed to working with the VA services to provide access for our New Mexico veterans.

As the State of New Mexico Department of Veterans' Services begins to look at new alternatives for care, assisted living will need to be scrutinized and monitored to insure quality programs, accountability, and excellent service. The owners of *Senior Community Services, Inc.* have over 38 years of combined experience. They are committed to this process and are dedicated to ensuring quality assisted living to citizens

in Guadalupe County, Quay, San Miguel, DeBaca, Roosevelt, Torrance, and Santa Fe Counties; the surrounding communities; and the entire state of New Mexico.

All network providers working with *Senior Community Services, Inc.* will meet or exceed New Mexico State Licensing requirements. State surveys will be reviewed annually by *Senior Community Services, Inc.* staff to ensure that compliance with regulations are being met and maintained. All programs providing services through *Senior Community Services, Inc.* for the assisted living component of any of the veteran programs will be required to provide the utmost core services as outlined in the state benefits summarized in the Standards for Assisted Living.

Senior Community Services, Inc.'s Business Proposal to the State of New Mexico Department of Veterans' Services will substantially lower annual reimbursements for veterans who are residents of nursing homes. These savings are based on the Medicaid billing of a nursing home, in comparison to an assisted living facility. A nursing home daily bed rate of \$147.00 versus at *Senior Community Services, Inc.* of \$73.50 assures a considerable cost-saving approach. *Senior Community Services, Inc.*, which has ample accommodations for 59 residents, would be an annual savings of **\$1.6 million**. The potential savings of approximately \$73.50 daily per resident for 365 days, multiplied by the potential of 200 veterans statewide at assisted living facilities is **\$5,365,500 annually**.

Daniel J. Stoddard is President of *Senior Community Services, Inc.* Suzette Lindemuth is Vice President of *Senior Community Services, Inc.*

Dan and Suzette have served on the statewide professional industry organization, Assisted Living Services Organization (ALSO), both in the position of president of the board. They are active in state committees whose concerns are long-term care. Dan and Suzette are also individually involved with the local, state, and national efforts to improve the quality of care in long-term care. The President and Vice President of *Senior Community Services, Inc.* have affiliations, previously or currently, with the following organizations:

- New Mexico Continuity of Care
- Innovation Network, Cultural Change in Long Term Care
- New Mexico Assisted Living Services Organizations
- State Committee for Licensing and Certification Review
- New Mexico Coordinated Long Term Care Advisory Committee
- New Mexico Self Directed Waiver Committee
- Leadership New Mexico
- Leadership Clovis
- Executive Board of the Clovis/Curry County Chamber of Commerce
- Treasurer of the Los Lunas Chamber of Commerce
- Business Organizations in their Individual Communities

Projected Veterans' Expenditures

One Resident - Medicaid Expense and Savings

	<u>One Day</u>	<u>One Month</u>	<u>60 Days</u>	<u>90 Days</u>	<u>Year One</u>
<i>Nursing Home</i>	\$147.00	\$4,410.00	\$8,820.00	\$13,230.00	\$53,655.00
<i>Assisted Living Facility</i>	73.50	2,205.00	4,410.00	6,615.00	26,827.50
Savings	\$73.50	\$2,205.00	\$4,410.00	\$6,615.00	\$26,827.50

59 Residents - Nursing Home vs. Senior Community Services

	<u>One Day</u>	<u>One Month</u>	<u>60 Days</u>	<u>90 Days</u>	<u>Year One</u>
<i>Nursing Home</i>	\$8,673.00	\$260,190.00	\$520,380.00	\$780,570.00	\$3,165,645.00
<i>Senior Community Services</i>	4,336.50	130,095.00	260,190.00	390,285.00	1,582,822.50
Savings	\$4,336.50	\$130,095.00	\$260,190.00	\$390,285.00	\$1,582,822.50

Daniel J. Stoddard, President

200 Murray Drive
Clovis, NM 88101
575-763-8100 ~ 575-791-3393

PROFESSIONAL EXPERIENCE

Owner and President

Fairhaven Quality Assisted Living, Clovis, New Mexico
August 1999 to Present
Senior Community Services, Inc. 2008-present (Owner) working with communities on sustainable projects for seniors in New Mexico
City of Clovis Commissioner 2010-Present
Curry County Commissioner 2009-Present
Federal Express, Clovis, New Mexico 1987 to 2000
Seafood Wholesaler, New Bedford, Mass 1980 to 1987
United States Coast Guard 1976 to 1980

PROFESSIONAL AFFILIATIONS

New Mexico Association of Counties (Board of Directors: 2009-Present)
State of New Mexico Music Commission Board: 2008-Present
State of New Mexico Department of Health Licensing Committee: 2006-2010
Eastern New Mexico Area Workforce Development Board: 2008-Present
New Mexico Assisted Living Services Organization, President: 2000-Present
Clovis Chamber Exec Board VP - Tourism / Music Festival (Current)
Clovis Chamber of Commerce, Board of Directors (Current)
Clovis Chamber of Commerce-Ambassador, President 2007
High Plains Harley Owners Group, Director 2003-2008
Leadership New Mexico 2008 Alumni
Leadership New Mexico Local and State Government Program, Vice Chair
Leadership Clovis of 2004-2005 Alumni
Rotary Club of Clovis, Past Board of Directors and Member (Current)
Mason, Member (Current)
Shriners, Member (Current) President 2010
El Desayuno Kiwanis, Past President 2005-2006

COMMUNITY SERVICES

Clovis Music Festival, Chair 2004-Present
Clovis News Journal "Newspapers in Education" 2007
Badlands, Chair 2006-2007
Clovis/Curry County Volunteer of the Year (2007)
Clovis/Curry County Ambassador of the Year (2008)
Clovis/Curry Community Police Academy 2005

EDUCATION

Assisted Living Services Organization ~ Spring Conference, 2000-Present
Alzheimer's Association Conference, June 2006-2007
Abuse, Neglect & Exploitation Training Indicators and Reducing Risk, April 2006-2007
Associates of Arts Degree – Liberal Arts, Clovis Community College, 2003-2006
US Coast Guard Petty Officer Leadership Training, 1977
New Bedford High School, New Bedford, Massachusetts

Suzette Lindemuth, Vice President

Center for Ageless Living

Los Lunas, NM

(505) 249-1682

Suzette Lindemuth has been in business since 1987 and is currently President and CEO of Senior Living Systems, Inc., which provides assisted living services in Valencia County and Bernalillo County. Senior Living Systems operates three assisted living facilities in Los Lunas, New Mexico on the Campus of the Center for Ageless Living and has consulting services in five licensed facilities in Bernalillo County. Named as one of the top 25 Women Owned Businesses in 2006 and 2007 by New Mexico Women's Magazine, Senior Living Systems annual income exceeds 2 million dollars.

Senior Living Systems, Inc. currently employs approximately 75 employees. Senior Living Systems receives funding for assisted living from private pay, long-term care insurance plans, three Medicaid Programs; the Disabled and Elderly Waiver Program, Personal Care Options, and Total Community Care. Suzette Lindemuth is also managing member of Personal Living Systems, LLC, which provides non-medical homemaker and attendant services in Bernalillo and Valencia County.

Suzette Lindemuth started Senior Living Systems, one of the elements of the Center for Ageless Living, in 1987. During the next three years she expanded the program to four locations, including the program in Los Lunas, N.M. After consolidating the business to Los Lunas in 1999, Suzette has worked to expand the program by introducing new elements at the Center that support the assisted living program and the community.

Suzette Lindemuth received her Master's degree in Management and Recreation Therapy from the University of Northern Colorado while she was employed as a recreation therapist with the Fort Collins, Colorado County Correctional facility. She relocated to Albuquerque, New Mexico in 1985 and continued her work in recreation therapy at St. Joseph Hospital and Memorial Hospital. In the spring of 1987, Suzette worked with the Association for Retarded Citizens (ARC) to enact changes in the local zoning laws to help establish residential care homes. After working with elderly and disabled in the hospital setting, Suzette recognized the need for alternatives to nursing home placement and established the first licensed adult residential care home for elderly under the new zoning laws in September 1987.

In the past Suzette has served on the State Quality Care Cabinet for Long Term Care Regulations, the organizational board of the New Mexico Aging and Long Term Services Department's advisory board and Mi Via (a self directed waiver program for disabled and elderly). She is currently active in committees associated with Coordinated Long Term Care. She is an active member of the Belen Chamber of Commerce, and is a member and past officer of the Valencia County Chamber of Commerce. Currently she is serving on the committee through the State Licensing and Certification Department to revise the current regulations governing licensed adult residential care facilities.



**Senior Community Services, Inc.
at Los Amigos Center
1148 Blue Hole Road ~ Santa Rosa, New Mexico 88435**