

MEMORANDUM

DATE: October 4, 2021

TO: Cupertino City Staff & Council

FROM: Related California & Atria Senior Living (represented by Matthew Witte and Mark Alexander)

CC: KT Urban

SUBJECT: Westport Cupertino – Request for Project Modification

Background

Related California and Atria Senior Living (“Related/Atria”) are under contract to purchase from KTU the 2.5-acre portion of Westport Cupertino for development of a 158-unit senior living facility (“the Project”). By way of introduction, Related California has developed over 17,000 residential units over a 30-year history defined by revitalizing communities, catalyzing community investment and improving neighborhoods for generations. Atria Senior Living is one of the largest senior living providers in the country with over 440 communities in 45 states and 7 provinces in Canada. Related/Atria have worked together since 2018 to create a new category of hospitality-tailored real estate serving the changing needs of older people in urban markets, collectively branded *Coterie*. We currently have projects under construction in San Francisco and New York City, as well as one in pre-development in Santa Clara (San Francisco’s *Coterie Cathedral Hill* marketing package attached for reference).

Related/Atria has engaged with Steinberg Hart, architect for our Santa Clara project, to study the conceptual design as approved by City Council in August 2020. Our intent has been to keep the approved design intact as much as possible while making adjustments to ensure the facility can operate as required by law and/or regulations and within the standards of our *Coterie* brand. We met with City Staff on July 21st, 2021 to review our proposed design for the Project. Staff members present at the meeting were Benjamin Fu, Gian Martire, Kerri Heusler, Piu Ghosh, and Albert Salvador. Per a subsequent letter sent by Benjamin Fu on August 30th, 2021, the proposed design changes we requested will require a Project Modification from City Council.

Meeting Agenda

Outlined below is a comprehensive list of design changes and programming clarifications that Related/Atria is requesting from City Council. Included in this package is a set of plans that corresponds to each of the below items and shows a side-by-side comparison to the previously approved design. Also included is a set of architectural plans reflecting the requested changes. Our goal is to develop and operate a best-in-class senior living facility for our future residents and provide an activated retail experience for the Cupertino community, which we believe is achieved with the proposed design changes.

1. Ground Floor Plan
 - a. **Clarification that the Ground Floor Dining Facility will be for residents and their guests only, rather than open to the public.**
 - i. Atria investigated the ability to have a Dining Facility that was “open to the public”, however as detailed in the attached Dining Memo from Atria’s legal counsel, there are important regulatory requirements pertaining to resident safety and security that preclude the Dining Facility from serving residents alongside the public. Most residents have some degree of physical limitation, some with the need for assistance eating or navigating within the Dining Facility, and many have diminished mental capacity. As such, all employees and volunteers at a community must undergo thorough criminal background checks as residents can be particularly vulnerable to those who might take advantage of them. In addition, the State places extra protocols and procedures on assisted living communities and their staff for the safety of residents. By way of example, the State of California recently issued a mandate that every individual entering any senior living

facility must be fully vaccinated or provide evidence of a negative COVID test within 72 hours. Furthermore, facilities are required to provide three meals a day with policies in place for oversight and assistance to residents as needed. Atria will provide three meals per day as part of the monthly fee. We understand the original desire was to integrate the facility into the larger community by ensuring public access to this area, but it would be virtually impossible for Atria to do so with the requisite oversight and policies just described. Furthermore, the building will have a separate dining facility (“Bistro”) fully open to the public located at the corner of Stevens Creek Blvd and Mary Ave with an adjacent outdoor dining terrace. It is our belief that this will accomplish the intent while also allowing the facility to operate within the regulatory limits established by the State Department of Social Services.

- ii. The Project team studied the possibility of moving the Dining Facility elsewhere in the building as we acknowledge the desire of some Councilmembers to have this ground floor space be open to the public. Several factors preclude our ability to relocate the dining facility (8,000 SF) to another part of the building. Most importantly, kitchen operations are shared between Assisted Living and Memory Care, so the two Dining Facilities need to be located close together to ensure operations are efficient and food can be delivered hot and made to order. The location on the ground floor is best suited for this as the spaces share an elevator and thus does not require walking across long hallways to transfer food. Moving the Dining Facility to the third floor (i.e. directly above Memory Care Dining Facility) would require both prohibitively long walks by residents coming from the Stevens Creek wing of the building, and guest access through the residential elevators and corridor to get to the space. Due to heightened concerns for resident health & safety, this is not a viable option. Furthermore, the ground floor provides for a significantly more enjoyable and inclusive dining experience than the third floor because of the higher floor-to-floor heights and access to the Central Green. Having the Dining Facility on the ground floor will encourage more intergenerational activity and allow residents to spend more time outside before and after mealtimes, such as going for a walk or visiting the nearby retail, than would be the case if the Dining Facility were located higher in the building, which would limit residents’ exposure to the outside community. Lastly, relocating the Dining Facility to another location in the building would require either an increase in the total building square footage or a reduction in the number of units and amenities by an equivalent 8,000 SF, which would leave the project infeasible.

- b. **Addition of Retail frontage at southeastern corner of building to more fully activate the corner of Stevens Creek Boulevard and Mary Avenue.** Additionally, we have increased the size of outdoor seating for the Bistro, which effectively doubles the size of the retail space at that location. As observed in today’s market, outdoor dining space is as desirable, if not more desirable, than indoor dining space. Note that this change brings retail across 100% of the front of the building and 54% of the back of the building, which meets the intent of the code.

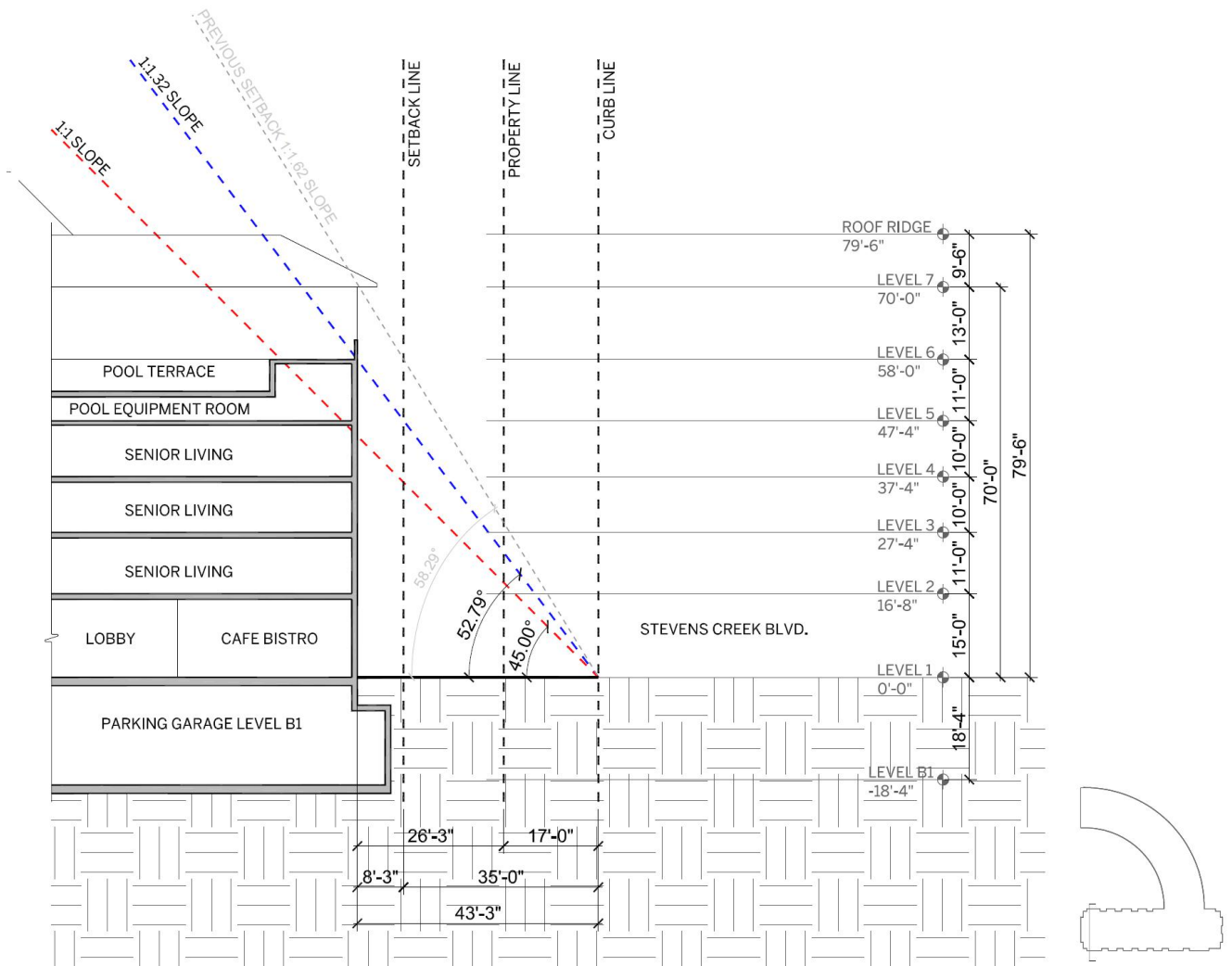
2. Parking

- a. **Reduced parking space count by 63 spaces to account for (1a) Dining Facility open only to residents and their guests, not to the “general” public, and other minor changes to retail and unit mix programming.** As the Dining Facility is a residents’ only area, there would not be any spaces required since the resident parking ratio has already been met.
- b. **Added 40 stackers (for 80 spaces) in order to reduce the footprint of the underground garage to be under the footprint of the building only (rather than under the Central Green and North-South Road as was originally designed).** The intent of this change is to reduce the cost of the garage and allow for deeper plantings of trees and landscaping around the Central Green. Additionally, the smaller garage footprint will require less soil excavation and off haul leading to a reduction of construction traffic. Note that garage and stackers will be fully operated by trained valet staff, so no residents will have to interact with the stackers. We understand that there is nothing in the City’s code that would prevent the use of stackers, which are used with increasing frequency throughout the Bay Area.

- i. Compared to the original design, there is a reduction of 118 spaces by removing the parking areas not located underneath the building footprint and reformatting some of the layout. This reduction of 118 spaces is offset by adding 40 spaces to the underground garage with the use of 40 stackers, resulting in a net reduction of 78 spaces in the underground parking. The surface parking has been adjusted to accommodate 15 additional spaces. This brings the total delta to a net reduction of 63 spaces, as described in (2a).

Parking Spaces	Original Count	Revised Count	Delta
Underground Garage	191	113	(78)
Surface Parking	64	79	15
Total	255	192	(63)

- 3. **Pool and setback added to the 6th floor to reduce the western building elevation.** We are adding an outdoor pool to augment the amenities offered to our residents as aqua-therapy is a very desirable component of an overall wellness program for seniors who may have physical limitations to other types of activities. The addition of this setback will significantly reduce the western building elevation and perceived height of the building along Stevens Creek Boulevard, which was one of the key comments made during last year’s public hearings.



4. **Reallocated unit types in order to address community feedback and current market demands as studied by Atria across their portfolio.** This includes increasing the number of memory care units, as the need was highlighted by the community and Age Friendly Cupertino, and two-bedroom units for couples and reducing the number of smaller studios. Note there is no change to the total unit count of 158 units.

Level	Memory Care Units	Assisted Living Studio	Assisted Living 1 Bed	Assisted Living 2 Bed	Total
Proposed Totals	35	12	75	36	158
		10%	61%	29%	
		100.0%			

Entitled Totals	27	26	74	31	158
		20%	56%	24%	
		100.0%			

- a. **Memory Care:** Supply of memory care units within a 7-mile radius of the Project is low relative to the rest of the state with a supply penetration rate of 0.67% vs. the California average rate of 0.88%. Using the California average rate as a baseline, the local market is currently under-supplied by 95 units. Over the next 5 years, the Alzheimer's Association projects that memory care demand will grow by 24%, resulting in a future under-supply of an additional 74 units. This results in a total under-supply of 169 units, as compared to only 53 units currently in pipeline within a 7-mile radius. Based on this supply-demand imbalance, we believe the project will better serve the needs of the elderly community with an increase in the number of memory care units.

	California Top Metros	Cupertino Site 7-Mile Radius	2021	2026	Growth
MC Penetration Metrics⁽¹⁾					
2021 75+ Population	2,141,526	45,932			
Existing MC Supply	18,800	308			
MC Penetration Rate	0.88%	0.67%			
Uncaptured Demand Using State Level Penetration					
7-Mile Radius 75+ Population		45,932			
(x) California MC Penetration		0.88%			
Current Demand at Average State Penetration		403			
(-) Current Supply		(308)			
Net Current Uncaptured Demand		95			
CA Alz Disease Dynamics⁽¹⁾					
65+ Seniors w/ Alz			690,000	840,000	21.7%
65+ Population			5,978,422	6,803,151	13.8%
Disease Penetration			11.5%	12.3%	7.0%
Demographics for 7-Mile Radius -- Using California Disease Dynamics⁽²⁾					
65+ Seniors w/ Alz			12,036	14,921	24.0%
65+ Pop			104,283	120,845	15.9%
Disease Penetration			11.5%	12.3%	7.0%
Supply and Demand⁽³⁾					
7-Mile MC Units (2021)			308		
(x) Projected MC Demand Growth				24.0%	
Projected Future Additional Demand				74	
Total Undersupply					169
Sources:					
(1) Esri Business Analysis (2021) + The National Center for Seniors Housing & Care (2021)					
(1) Alzheimer's Association: 2021 Alzheimer's Disease Facts and Figures					
(2) Esri Business Analysis (2021) + Alzheimer's Association: 2021 Alzheimer's Disease Facts and Figures					
(3) The National Center for Seniors Housing & Care (2021)					

- b. **Studios vs. Two-Bedrooms:** Legacy senior assisted living buildings have predominately favored a studio-heavy unit mix, causing an over-supply of smaller units as compared to larger units. There are only 27 two-bedroom assisted living units within a 7-mile radius of the Project, as compared to 567 studios. Demand has been trending higher for larger units across the country (accelerated by the pandemic), but especially in the local market: occupancy for one- and two-bedrooms are ~5% and ~10% higher than

studios, respectively. Our goal in shifting the unit mix towards two-bedrooms is to provide more gracious and dignifying accommodations for the elderly population that is noticeably lacking, and needed, in the market.

5. **Adjustment of the ground floor height from 20-0' to 16-8' and incremental increases to floors heights above in order to optimize floor heights for residential occupancy.** Note that there is no change to the overall height of the building, except for the height reduction at the western portion the 6th floor.
6. **Memory Care terrace moved to the inside of the building to overlook the Central Green, rather than the parking lot.** This change provides for a quieter and sunnier experience for the memory care residents.
7. **The sickle portion of the building along Mary Avenue increased in depth by 5.5ft from the entitled plan in order to meet the needs for clear space and access for seniors' circulation within their residential units.** These units and the common corridor must allow of comfortable access for residents with potential mobility issues. The adjustment also equalizes the sickle depth with the Stevens Creek east-west facing bar so that the unit sizes can be consistent across the building.

Related/Atria sincerely look forward to working with the Cupertino City Council and Staff in developing this Project. Westport Cupertino will transform the Stevens Creek corridor, and we are honored to be part of the team in bringing it to life. Thank you for your time and consideration.

Sincerely,

Matthew Witte
Principal
Related California

Mark Alexander
Senior Executive Vice President
Atria Senior Living

ATRIA CUPERTINO

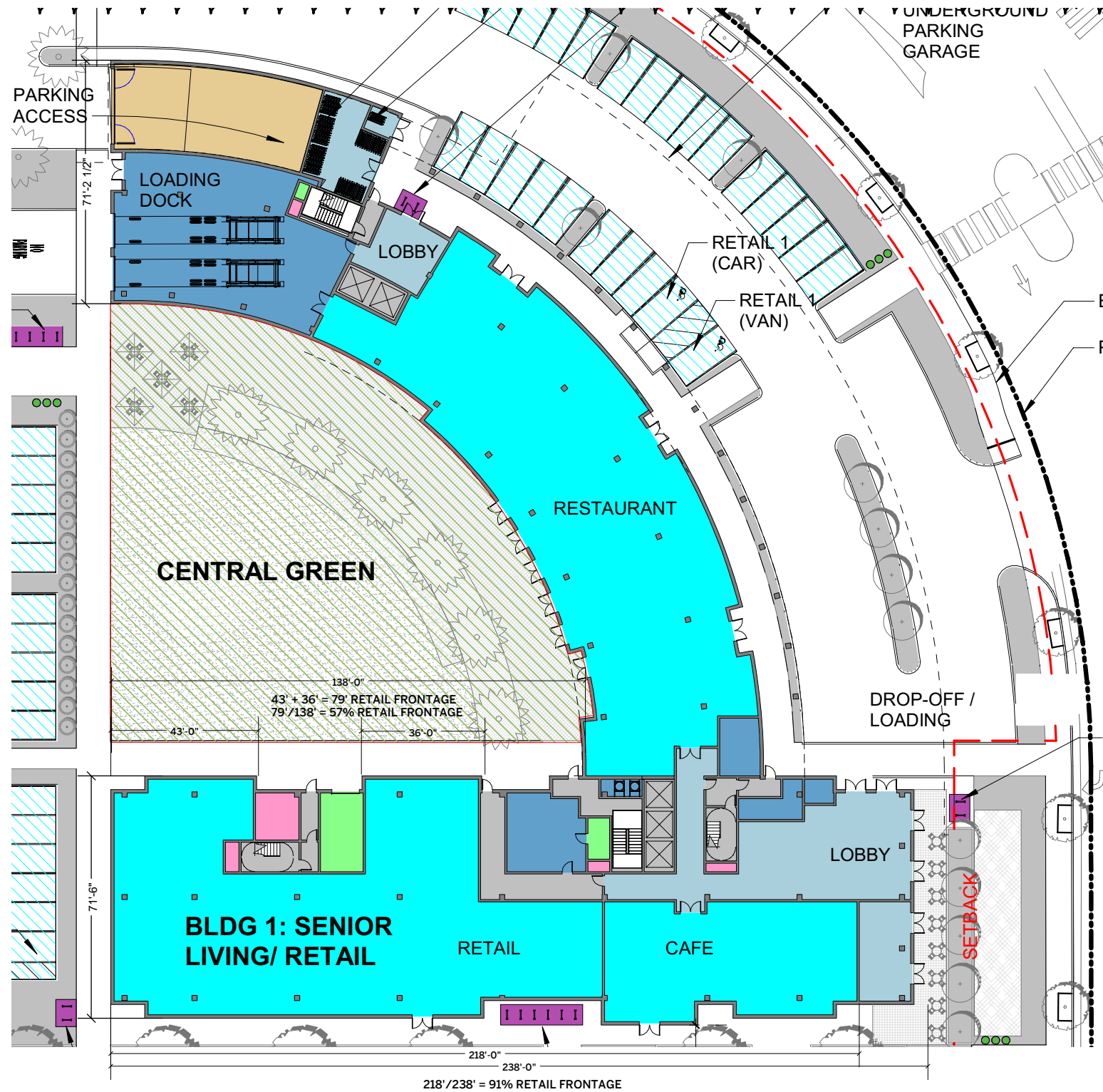
CITY COUNCIL PACKAGE UPDATE
OCTOBER 01, 2021

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Note:

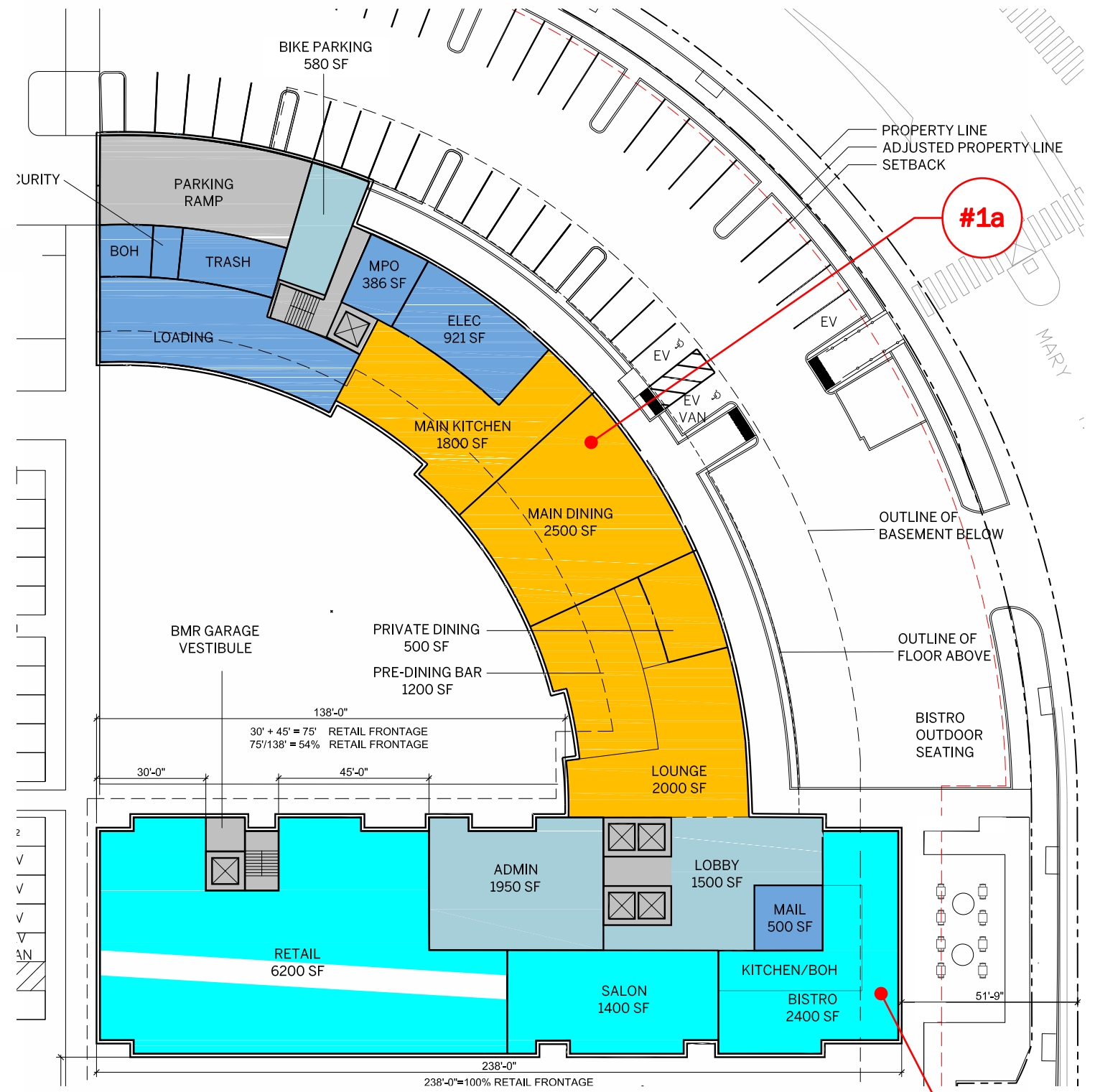
Changes from the entitled design are identified with red numbered tags that correspond to the memo: "Westport Cupertino - Request for Clarification & Changes on Design"

RETAIL UPDATE



17,600 sf Total Bldg 1 Public Facing Retail

ENTITLED BLDG 1 GROUND FLOOR RETAIL PLAN



10,000 sf Total Bldg 1 Public Facing Retail 8,000 sf Seniors Dining - Private Active Use

PROPOSED BLDG 1 GROUND FLOOR RETAIL PLAN

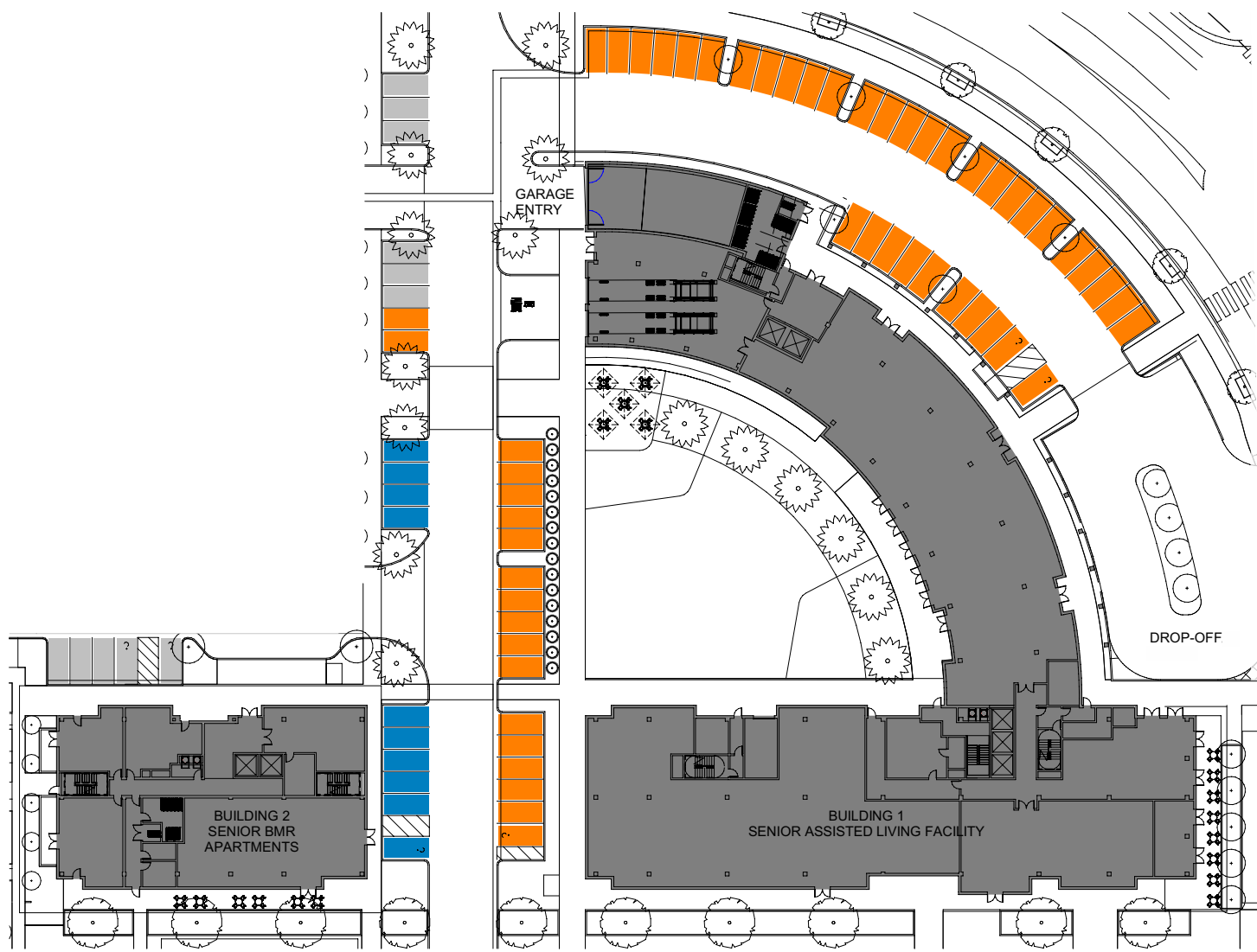
PARKING UPDATE

ORIGINAL PARKING REQUIREMENTS (per 2020-08-12 WESTPORT compiled city set)					
BUILDING 1					
	Total	Studios	1Br	2Br	MC
Residential units	158	26	74	31	27
Parking rate per bedroom		0.50	0.50	0.50	0.00
Building 1 residential spaces	81	13	37	31	0
Total Residential Spaces	81				
SL Employees	Total	Rate	Units		
Doctor	4	1.00	4		
Employees	18	0.33	55		
Bed	4	0.17	27		
Employee Spaces	27				
Retail	Total	SF	Seats	Spaces/Seat	Spaces
Café	24	2,345	50	0.330	17
Retail 01	29	7,245	--	0.004	29
Restaurant (Seniors)	50	8,010	150	0.330	50
					<i>incl. in SL Employees</i>
Building 1 Total Retail Spaces	103	17,600			
Employee + Retail	130				
TOTAL BUILDING 1	211				
BUILDING 2					
	Total	Studios	1Br	2Br	3Br
Resi Units	48	9	28	11	
Parking Rate per Br		0.50	0.50	0.50	
Building 2 residential spaces	30	5	14	11	30
Total Residential Spaces	30				
SL Employees	Total	Rate	Units		
Doctor	1	1.00	1		
Employees	1	0.33	4		
Bed	2	0.17	9		
Employee Spaces	4				
Retail	Total	SF	Seats	Spaces/Seat	Spaces
Retail 01	10	2,400	--	0.004	10
Retail Spaces	10	2,400			
Employee + Retail	14				
TOTAL BUILDING 2	44				
TOTAL BUILDING 1 + 2	255				
	Total				
Above Grade Provided	64				
Below Grade Provided	191				
TOTAL PROVIDED	255				

REVISED PARKING REQUIREMENTS					
BUILDING 1					
	Total	Studios	1Br	2Br	MC
Residential units	158	12	74	37	35
Parking rate per bedroom		0.50	0.50	0.50	0.00
Building 1 residential spaces	80	6	37	37	0
Total Residential Spaces	80				
SL Employees	Total	Rate	Units		
Doctor	4	1.00	4		
Employees	18	0.33	55		
Bed	5	0.17	27		
Employee Spaces	27				
Retail	Total	SF	Seats	Units	Spaces
Café Bistro	10	2,400	30	0.330	10
Retail 01	25	6,200	--	0.004	25
Salon Retail	6	1,400	--	0.004	6
					<i>incl. in SL Employees</i>
Building 1 Total Retail Spaces	41	10,000			
Employee + Retail	68				
TOTAL BUILDING 1	148				63 delta
BUILDING 2					
	Total	Studios	1Br	2Br	3Br
Resi Units	48	9	28	11	0
Parking Rate per Br		0.50	0.50	0.50	0.5
Building 2 residential spaces	30	5	14	11	0
Residential Spaces located in BLDG 1	26				
Residential Spaces located in BLDG 2	4				
SL Employees	Total	Rate	Units		
Doctor	1	1.00	1		
Employees	1	0.33	4		
Bed	2	0.17	9		
Employee Spaces	4				
Retail	Total	SF	Seats	Spaces/Seat	Spaces
Retail 01 (7 provided at BLDG 1)	10	2,400	--	0.004	10
Retail Spaces located in BLDG 1	7				
Retail Spaces located in BLDG 2	3				
Employee + Retail	14				
TOTAL BUILDING 2	44				
TOTAL BUILDING 1 + 2	192				63 delta
	Total	BLDG 1	BLDG 2		
Above Grade Provided	79	68	11		
Below Grade Provided	113	113	0		
TOTAL PROVIDED	192	181	11		

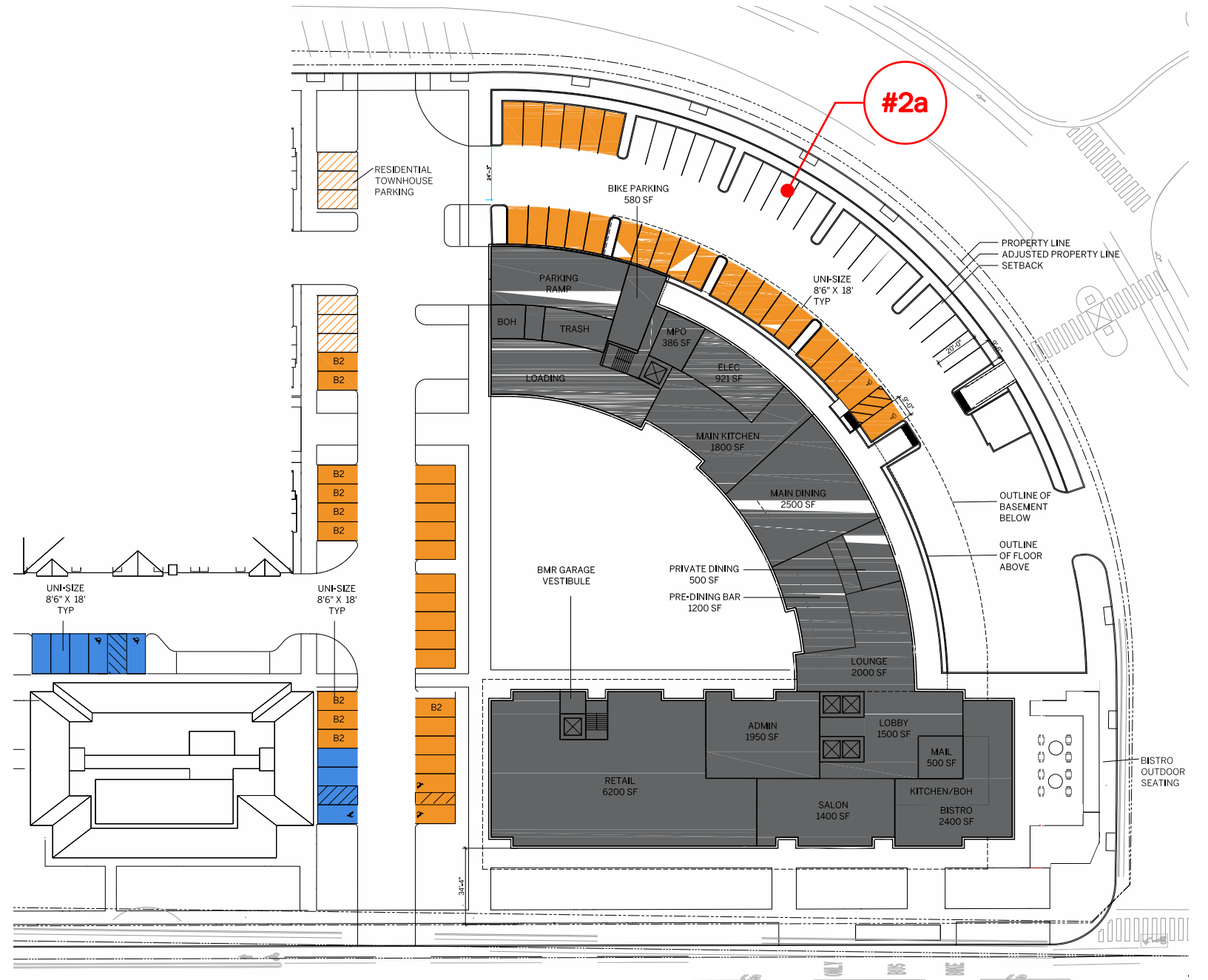
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PARKING DATA REVISED



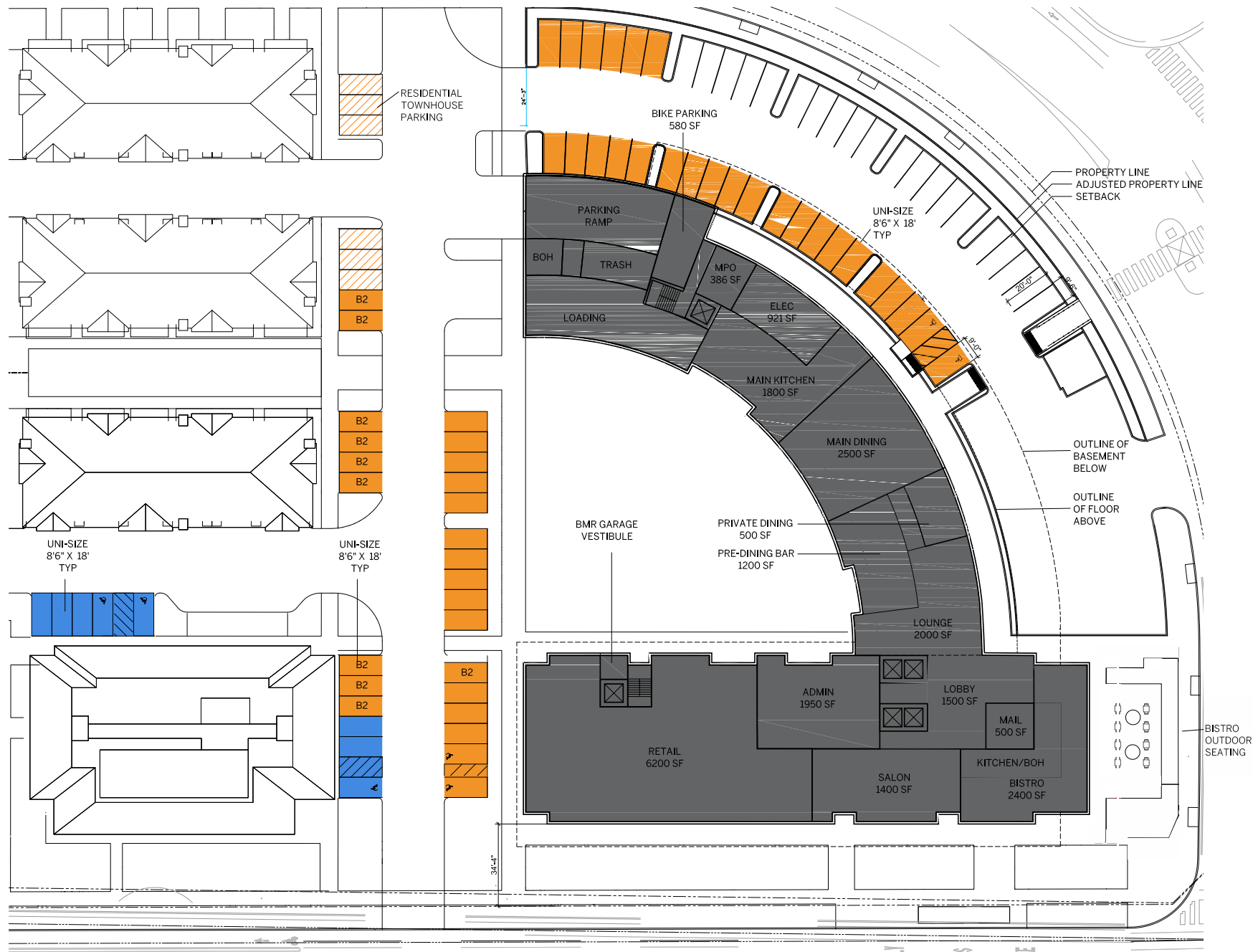
	STALLS
RETAIL	54
BLDG 1: ATRIA RESIDENT & STAFF	0
BLDG 2: BMR	10
TOTAL	64

ENTITLED BLDG 1 & 2 GROUND FLOOR PARKING PLAN



	STALLS
RETAIL	51
BLDG 1: ATRIA RESIDENT & STAFF	20
BLDG 2: BMR RESIDENT & STAFF	8
TOTAL	79

PROPOSED BLDG 1 & 2 GROUND FLOOR PARKING PLAN



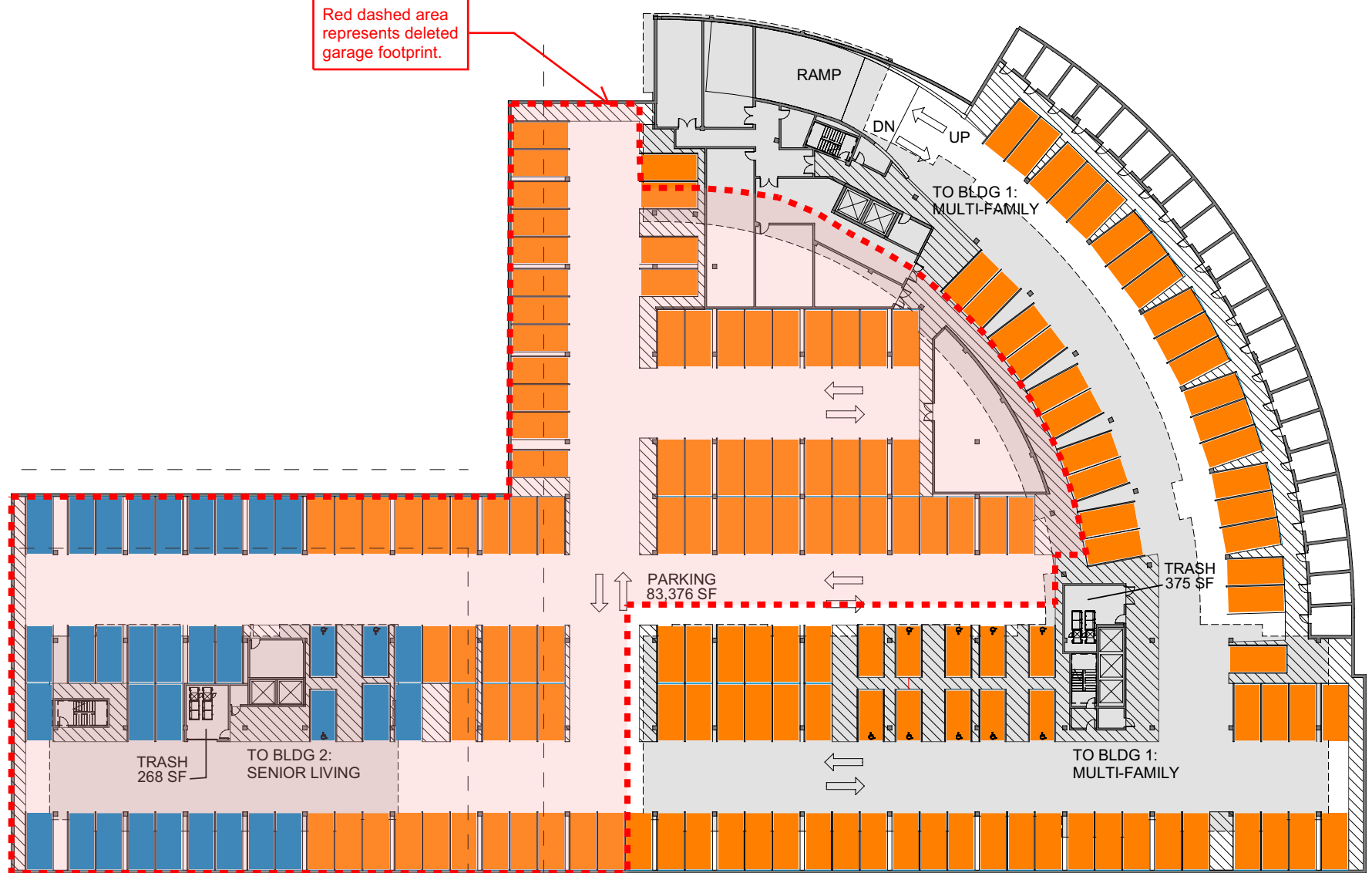
PROPOSED GROUND FLOOR PARKING

REVISED PARKING REQUIREMENTS					
BUILDING 1	Total	Studios	1Br	2Br	MC
Residential units	158	12	74	37	35
Parking rate per bedroom		0.50	0.50	0.50	0.00
Building 1 residential spaces	80	6	37	37	0
Total Residential Spaces	80				
SL Employees	Total	Rate	Units		
Doctor	4	1.00	4		
Employees	18	0.33	55		
Bed	5	0.17	27		
Employee Spaces	27				
Retail	Total	SF	Seats	Units	Spaces
Café Bistro	10	2,400	30	0.330	10 <i>incl. in SL Employees</i>
Retail 01	25	6,200	--	0.004	25
Salon Retail	6	1,400	--	0.004	6
Building 1 Total Retail Spaces	41	10,000			
Employee + Retail	68				
TOTAL BUILDING 1	148				63 delta
BUILDING 2	Total	Studios	1Br	2Br	3Br
Resi Units	48	9	28	11	0
Parking Rate per Br		0.50	0.50	0.50	0.5
Building 2 residential spaces	30	5	14	11	0
Residential Spaces located in BLDG 1	26				
Residential Spaces located in BLDG 2	4				
SL Employees	Total	Rate	Units		
Doctor	1	1.00	1		
Employees	1	0.33	4		
Bed	2	0.17	9		
Employee Spaces	4				
Retail	Total	SF	Seats	Spaces/Seat	Spaces
Retail 01 (7 provided at BLDG 1)	10	2,400	--	0.004	10
Retail Spaces located in BLDG 1	7				
Retail Spaces located in BLDG 2	3				
Employee + Retail	14				
TOTAL BUILDING 2	44				
TOTAL BUILDING 1 + 2	192				63 delta
	Total	BLDG 1	BLDG 2		
Above Grade Provided	79	68	11		
Below Grade Provided	113	113	0		
TOTAL PROVIDED	192	181	11		

	STALLS
RETAIL	51
BLDG 1: ATRIA RESIDENT & STAFF	20
BLDG 2: BMR RESIDENT & STAFF	8
TOTAL	79

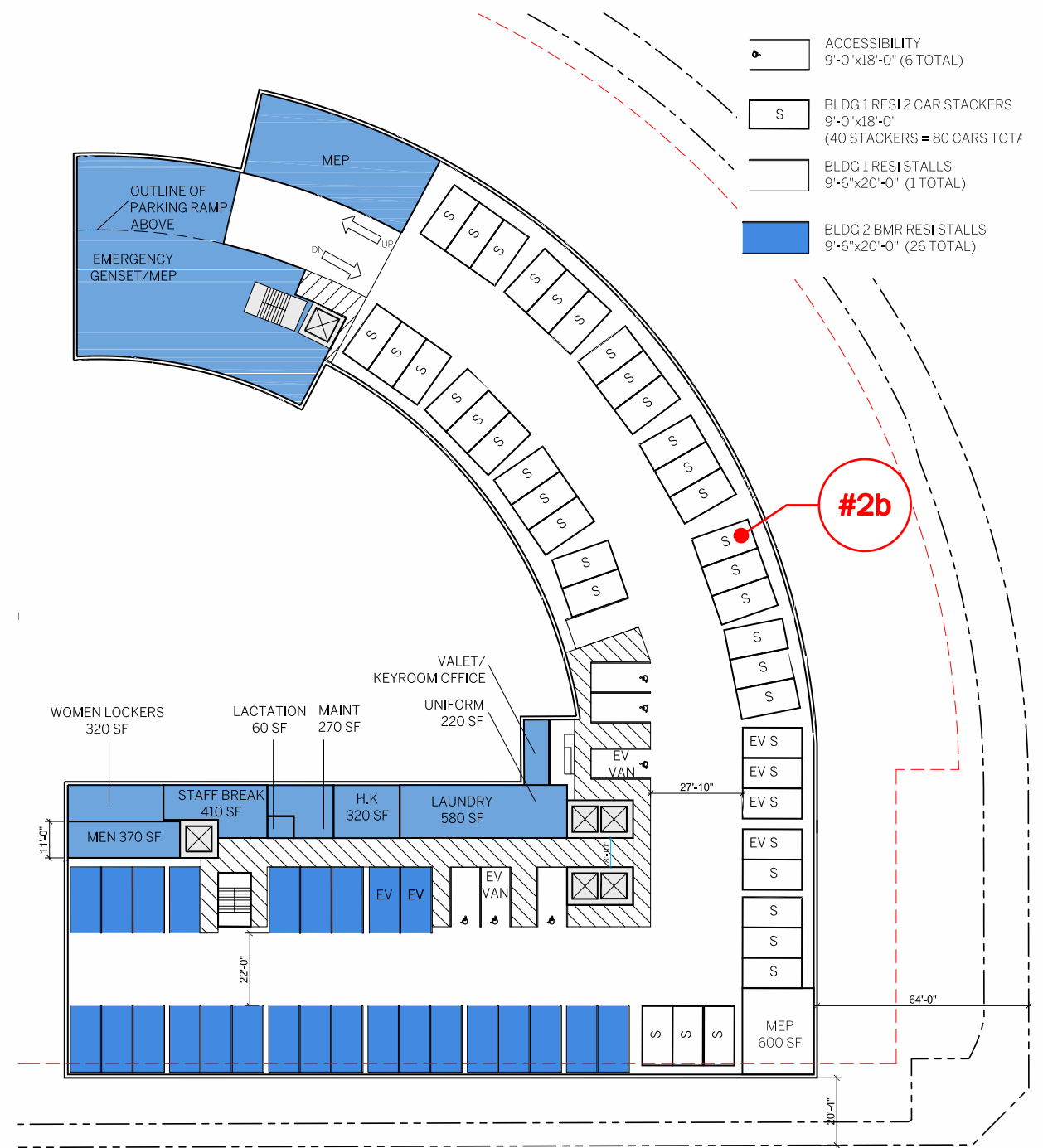
#2a

Red dashed area represents deleted garage footprint.



	STALLS
RETAIL	157
BLDG 1: ATRIA RESIDENT & STAFF	0
BLDG 2: BMR	34
TOTAL	191

ENTITLED BLDG 1 & 2 BELOW GRADE PARKING PLAN







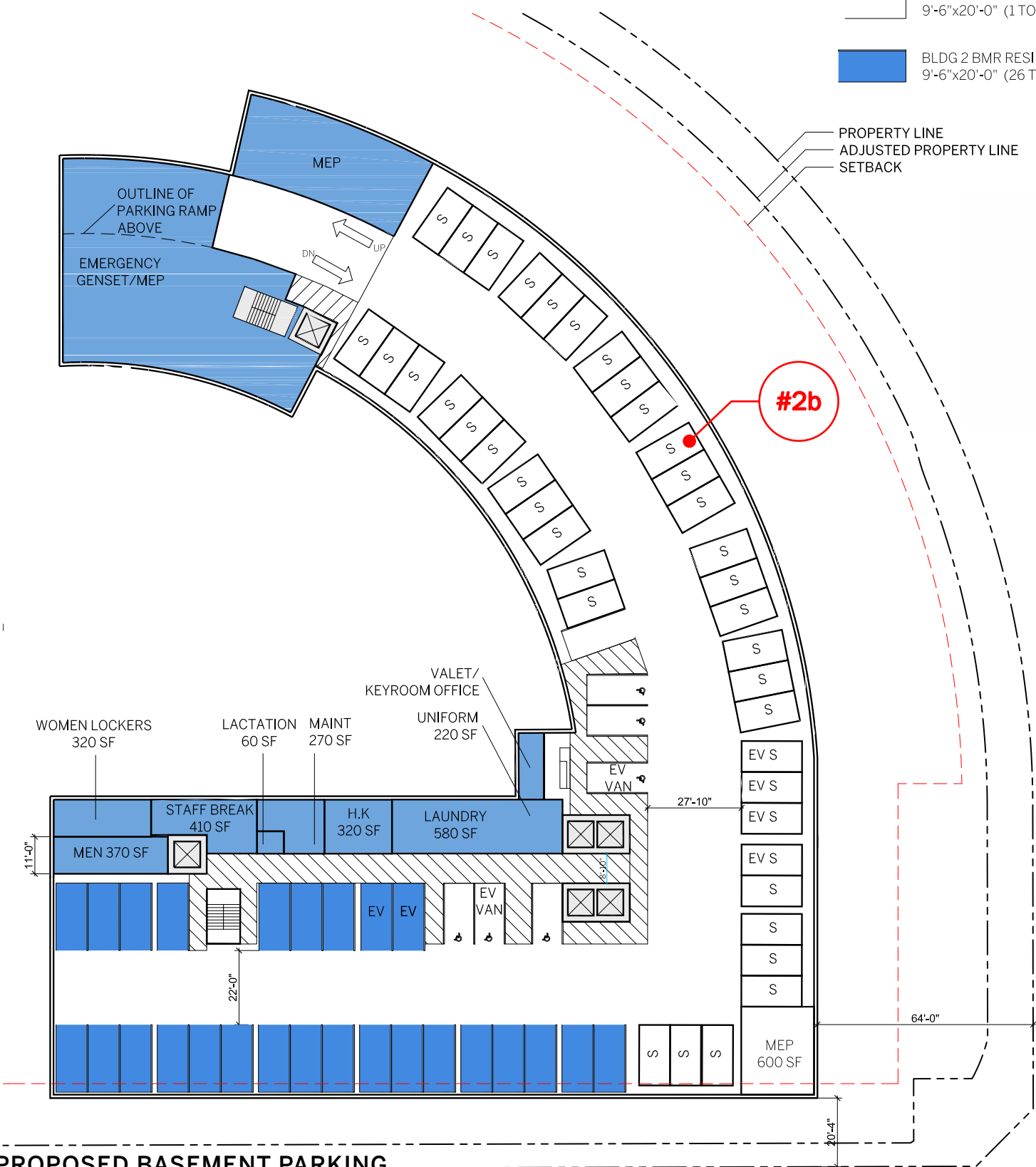
- ACCESSIBILITY 9'-0"x18'-0" (6 TOTAL)
- BLDG 1 RESI 2 CAR STACKERS 9'-0"x18'-0" (40 STACKERS = 80 CARS TOTAL)
- BLDG 1 RESI STALLS 9'-6"x20'-0" (1 TOTAL)
- BLDG 2 BMR RESI STALLS 9'-6"x20'-0" (26 TOTAL)

	STALLS
BLDG 1: ATRIA RESIDENT & STAFF	87
BLDG 2: BMR RESIDENT & STAFF	26
TOTAL	113

(80 stackers spaces, 7 non-stacker)
(All non-stacker)

PROPOSED BLDG 1 & 2 BELOW GRADE PARKING PLAN

-  ACCESSIBILITY
9'-0"x18'-0" (6 TOTAL)
-  BLDG 1 RESI 2 CAR STACK
9'-0"x18'-0"
(40 STACKERS = 80 CARS)
-  BLDG 1 RESI STALLS
9'-6"x20'-0" (1 TOTAL)
-  BLDG 2 BMR RESI STALLS
9'-6"x20'-0" (26 TOTAL)

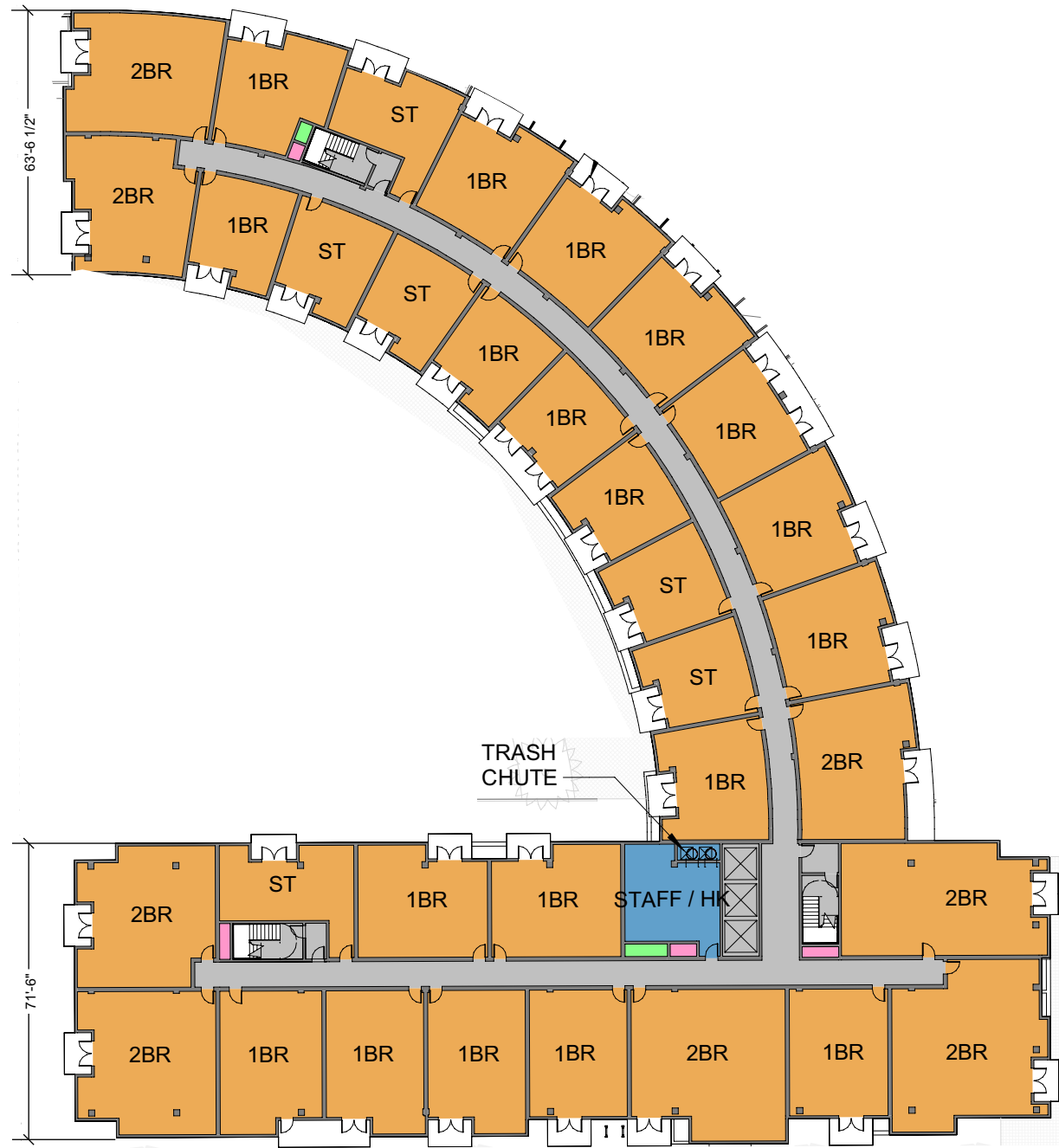


PROPOSED BASEMENT PARKING

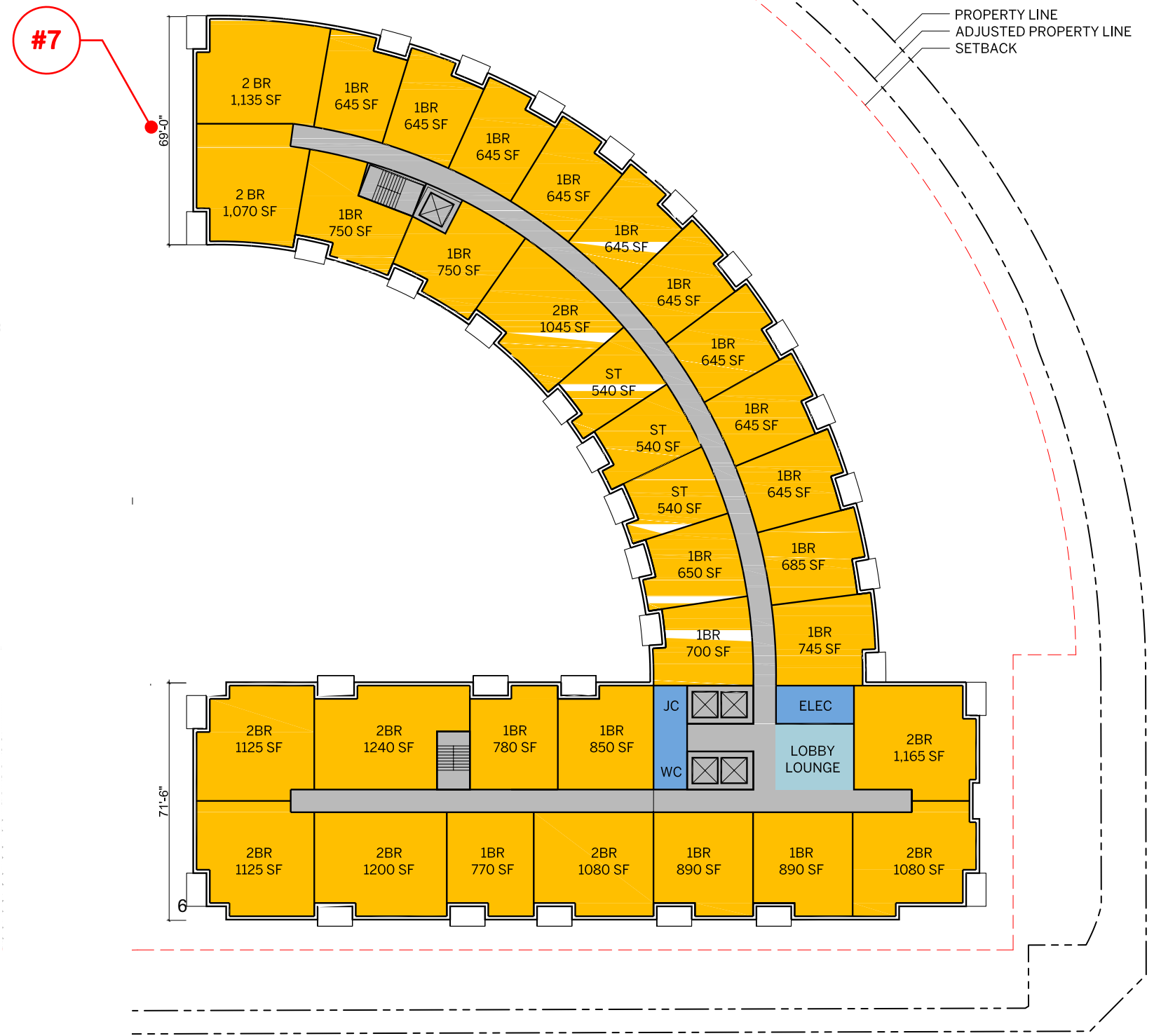
REVISED PARKING REQUIREMENTS					
BUILDING 1	Total	Studios	1Br	2Br	MC
Residential units	158	12	74	37	35
Parking rate per bedroom		0.50	0.50	0.50	0.00
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Employee + Retail	68				
TOTAL BUILDING 1	148				63 delta
BUILDING 2	Total	Studios	1Br	2Br	3Br
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TOTAL BUILDING 1 + 2	192				63 delta
	Total	BLDG 1	BLDG 2		
Above Grade Provided	79	68	11		
Below Grade Provided	113	113	0		
TOTAL PROVIDED	192	181	11		

	STALLS	
BLDG 1: ATRIA RESIDENT & STAFF	87	(80 stackers spaces, 7 non-stacker)
BLDG 2: BMR RESIDENT & STAFF	26	(All non-stacker)
TOTAL	113	

LEVEL 2-6 UPDATES



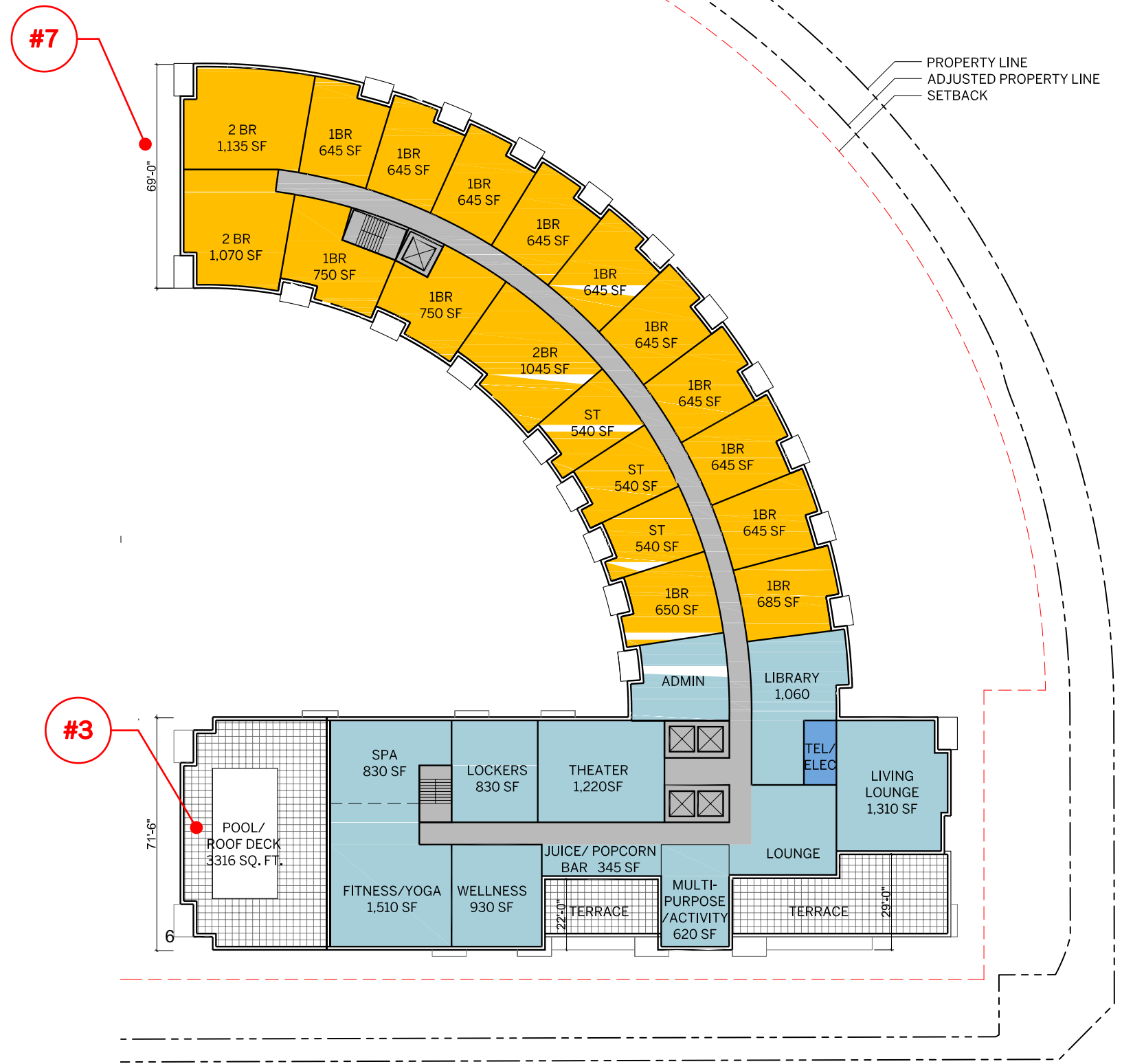
ENTITLED BLDG 1 LEVEL 3-5 FLOOR PLAN



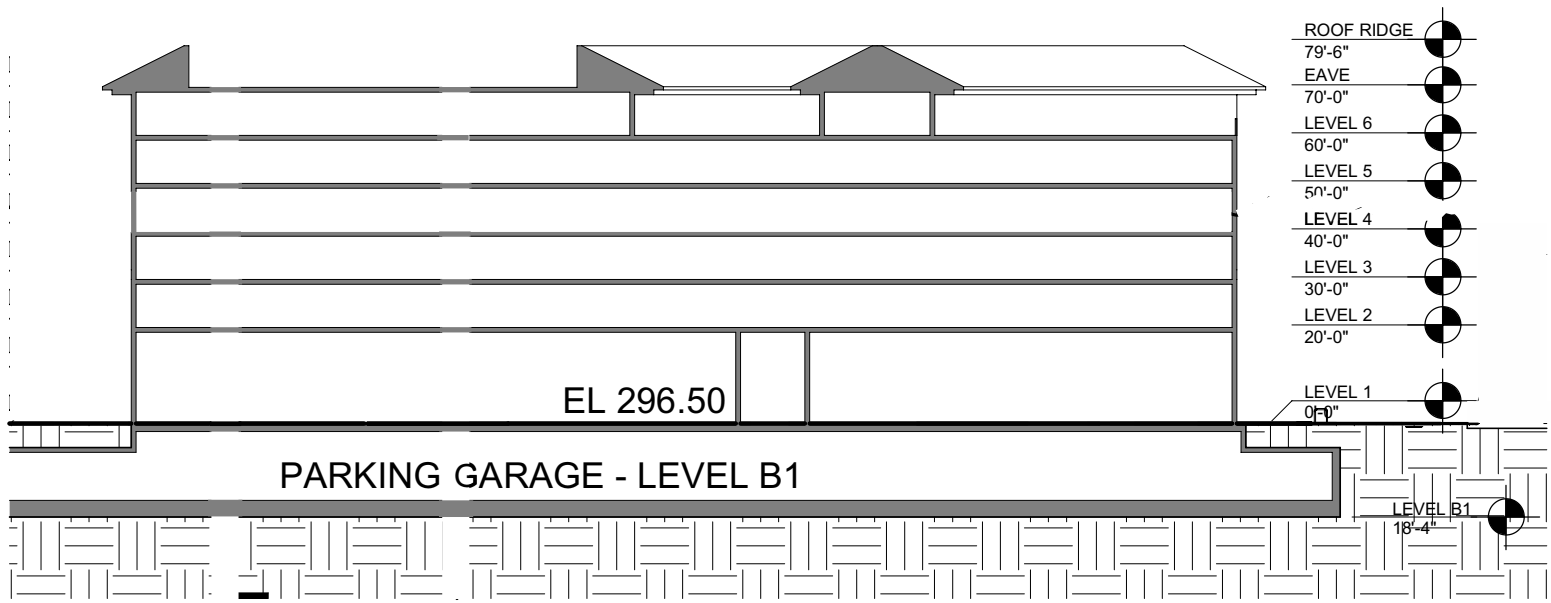
**PROPOSED BLDG 1 LEVEL 3-4 FLOOR PLAN
(LEVEL 5 FLOOR PLAN SIM)**



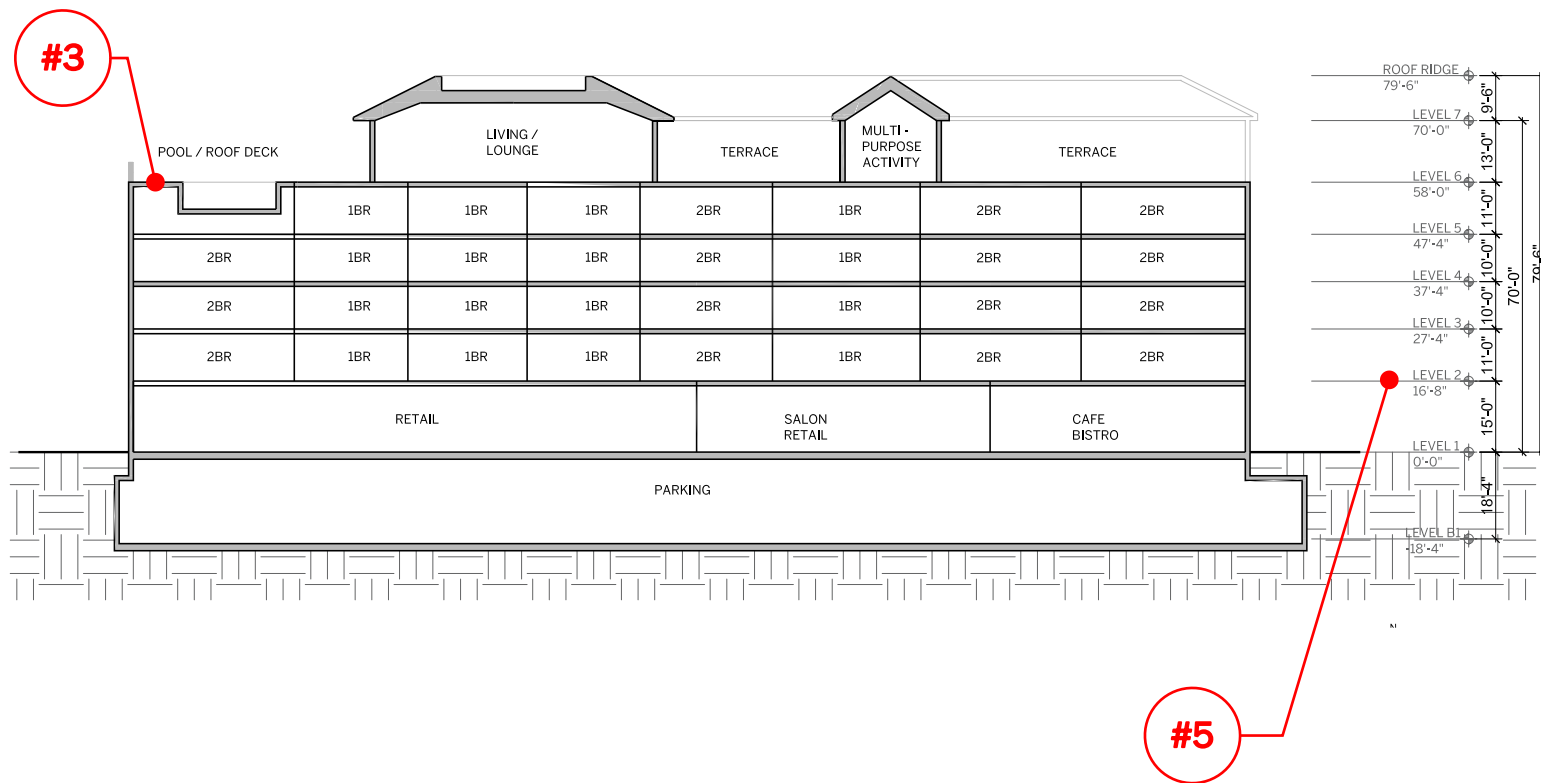
ENTITLED BLDG 1 LEVEL 6 FLOOR PLAN



PROPOSED BLDG 1 LEVEL 6 FLOOR PLAN



ENTITLED BLDG 1 LEVEL 6 FLOOR PLAN



PROPOSED BLDG 1 LEVEL 6 FLOOR PLAN

#3

#5

POOL / ROOF DECK

LIVING / LOUNGE

TERRACE

MULTI-PURPOSE ACTIVITY

TERRACE

1BR

1BR

1BR

2BR

1BR

2BR

2BR

2BR

1BR

1BR

1BR

2BR

1BR

2BR

2BR

2BR

1BR

1BR

1BR

2BR

1BR

2BR

2BR

2BR

1BR

1BR

1BR

2BR

1BR

2BR

2BR

RETAIL

SALON RETAIL

CAFE BISTRO

PARKING

ROOF RIDGE

79'-6"

LEVEL 7

70'-0"

LEVEL 6

58'-0"

LEVEL 5

47'-4"

LEVEL 4

37'-4"

LEVEL 3

27'-4"

LEVEL 2

16'-8"

LEVEL 1

0'-0"

LEVEL B1

-18'-4"

9'-6"

13'-0"

11'-0"

10'-0"

10'-0"

11'-0"

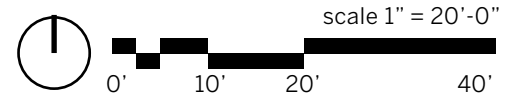
15'-0"

18'-4"

70'-0"

79'-6"

SECTION



Level	Memory Care Units	Assisted Living Studio	Assisted Living 1 Bed	Assisted Living 2 Bed	Total
ROOF					
6		3	11	5	19
5		3	19	8	30
4		3	19	10	32
3		3	19	10	32
2	35		7	3	45
1					
B1					
	35	12	75	36	158
		10%	61%	29%	
		100.0%			

#4

Entitled Totals	27	26	74	31	158
		20%	56%	24%	
		100.0%			

Seniors SF	Retail SF	Parking SF	Parking Stalls	Total GSF
27,800				28,500
32,668				34,000
32,668				34,000
32,668				34,000
34,365				35,500
21,635	10,000		68	31,235
11,190		28,210	112	39,400
192,995	10,000	28,210	180	236,635

Total Above Grade GSF = 197,000 SF

157,180	17,600	97,750	210	272,530
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Total Above Grade GSF = 190,810 SF

PROJECT DATA

Memorandum

TO: Whom It May Concern
FROM: Joel S. Goldman
DATE: September 8, 2021
RE: RCFE

I have been asked by Atria Senior Living to assess whether the Community Care Licensing Division (“CCLD”) of the California Department of Social Services (“DSS”) would permit Atria to operate a licensed Residential Care Facility for the Elderly (“RCFE”) in which resident dining was provide in a restaurant that is open to the general public. RCFE is the licensing category in California for what is commonly referred to as “assisted living.” DSS is the state agency that is responsible for regulating RCFEs.

By way of background, I am a senior partner with the law firm of Hanson Bridgett LLP. I joined the firm in 1980 and have been a member of its Senior’s Housing Practice Group and Health Care Section during my entire tenure with the firm. For the past 30 years, most of my practice has been devoted to the representation of owners and operators of RCFEs on a wide range of licensure, regulatory and operational issues. During that time, I have interacted with CCLD on a regular basis. At times, I have even participated as an outside speaker at CCLD trainings for its staff. I am widely recognized as one of the leading experts in the state on RCFE regulatory and licensure matters.

In accordance with Title 22, California Code of Regulations, Section 87464(f)(2), RCFEs must provide “safe and healthful accommodations and services.” CCLD interprets this regulation broadly. In particular, CCLD recognizes that residents of RCFEs are particularly vulnerable and therefore CCLD imposes strict requirements pertaining to resident safety and security. For example, all employees (as well as regular volunteers) must undergo thorough criminal background checks. In addition, all visitors are required to undergo COVID 19 screenings and provide either proof of vaccination or proof of a negative COVID test within the prior 72 hours. Note, the typical average age of residents in an RCFE is 83-87. Most RCFE residents have some degree of physical limitation and many have diminished mental capacity as well.

RCFEs are required to provide dining services to residents that includes three meals per day, plus snacks (Section 87464(f)(3).) Community meals are an integral part of resident life in RCFEs. Atria and other RCFEs include meals as part of their base monthly fee and do not charge residents separately for meals. RCFEs are required to provide oversight of the dining program and are required to provide, as needed, assistance with eating. It would be difficult if not impossible for Atria to maintain the requisite oversight in a dining facility that was open to the general public. Similarly, if the dining facility must be open to the public without restrictions, it would be difficult to ensure that the dining room will have the capacity to accommodate residents to eat at a time of their choosing. Moreover, it has been my experience that CCLD will

September 8, 2021

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not permit an RCFE to have dining or similar facilities within an RCFE open to the general public out of their concern that residents would be vulnerable to those who might take advantage of them.

While RCFEs are required to encourage intergenerational visitors and encourage those visitors to eat meals and attend activities with the resident whom they are visiting, it is not appropriate for an RCFE to have strangers off the street freely intermingling with residents in a licensed RCFE.

Please do not hesitate to contact me if you have any questions regarding this matter or if I can provide any additional information.

Sincerely,

A handwritten signature in blue ink, appearing to read "Joel S. Goldman", followed by a long horizontal line extending to the right.

Joel S. Goldman

JSG:TBR



COTERIE

CATHEDRAL HILL

San Francisco





*Welcome to Coterie Cathedral Hill,
a luxury senior living community
set in the heart of San Francisco.*

*From stunning architecture and
interior design to bespoke care and
amenities, every aspect of Coterie
is thoughtfully designed to inspire
the individual and community to
reach new heights.*

COTERIE



Coterie Cathedral Hill

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RESIDENCES

DESIGN THAT ENHANCES YOUR LIFE.

Every detail of your residence embodies luxury and comfort.

Nine-foot floor-to-ceiling windows. Herringbone hardwood floors with custom inset carpets. Handcrafted built-in millwork.

From the moment you enter your residence, you're ensconced in comfort and luxury. Every finish, fixture, and fine detail is designed to make a statement.



Your residence is also a technological tour de force. The Coterie Smart Home System combines innovation with comfort, putting you in command of connected features through a pre-installed, portable touch screen control center.



RESIDENCES

LIVING SPACE

- 9-foot ceilings with floor-to-ceiling windows
- Herringbone hardwood floor with custom inset carpets
- Custom TV wall millwork in studios and one-bedroom residences
- Recessed lighting throughout
- Hall and laundry closets with power supply (UPS) battery backup
- 24-inch stacked Miele® washer/dryer
- Ribbed wood entry portals with solid panel door
- Paneled doors with brass Valli & Valli® hardware
- Custom decorative light fixtures in bedroom and bathroom
- Coterie Smart Home System controlled features:
 - › Honeywell® T6 smart thermostat
 - › Lutron® Caséta lighting controls
 - › Lutron® Serena automatic roller shades
 - › Salto® wireless locks for keyless entry



RESIDENCES

KITCHEN

- Custom cabinetry with Cambria® Luxury Series natural quartz countertops and full-height backsplash and under-cabinet lighting
- Luxury Miele appliance package with integrated paneling
- Liebherr® refrigerator and freezer with ice maker
- Speed ovens in one- and two-bedroom residences and microwaves in studios
- Induction cooktop with vented hood
- Granite composite sink and custom brass Symmons® pull-out faucet
- Under-counter wine cooler in Myrtle Flats residences





RESIDENCES

BEDROOM

- Floor-to-ceiling windows with automated blackout roller shades
- Wall-to-wall wool carpet
- Walk-in closets with integrated wall-safe
- Elfa® customizable closet system
- Custom decorative ceiling light fixture



RESIDENCES

BATH

- Custom-designed vanity with Botticino marble counters and custom Symmons brass fixtures (Base removable for wheelchair access)
- Double vanity in two-bedroom primary baths
- Large format porcelain-tiled walls and floors
- Walk-in showers with custom Symmons brass fixtures
- Custom bathroom accessories including grab bars at toilet and shower
- Toto® toilets with S550e washlet in primary baths
- Full-height recessed mirror medicine cabinet





LOCATION + LIFESTYLE



Rooftop Pool & Terrace

BE AT THE CENTER OF IT ALL.

Live at the nexus of art, culture, and cuisine.

Ideally situated in the Cathedral Hill neighborhood, within walking distance of Hayes Valley and the Theater District, Coterie positions you in the heart of iconic landmarks, renowned restaurants, and some of the city's most breathtaking views.

Stroll the Fillmore farmers market, attend tai chi on the rooftop terrace, enjoy premium seats to a San Francisco Symphony rehearsal, or sit in on a stimulating presentation from an acclaimed guest speaker from Stanford University.

Whether you prefer to stay in at Coterie, or venture out to one of the Bay Area's unique neighborhoods, life at Coterie means access to new and interesting opportunities to expand and cultivate your interests.



LOCATION

EXPLORE, EXPERIENCE, AND ENJOY THE VERY BEST OF SAN FRANCISCO.

LEGEND

- ① House of Prime Rib
- ② Lafayette Park
- ③ Dignity St. Francis Hospital
- ④ Japantown
- ⑤ St. Mary's Cathedral
- ⑥ CPMC Sutter
- ⑦ Coterie Cathedral Hill
- ⑧ Jefferson Square Park
- ⑨ Opera/Theater District
- ⑩ Asian Art Museum



TASTEFUL CHOICES FOR ANY OCCASION.

Gracious service, chef-crafted menus, and distinctive settings.

Greet the day with a barista-pulled espresso and brunch in the exquisitely appointed grille. Sample tasting boards poolside with neighbors on the rooftop terrace. Drink in the sunset over cocktails in the lounge as the maître d' prepares your favorite table in the elegant restaurant.

With five dining options, chef-crafted menus using balanced, locally sourced ingredients, and a classical approach to culinary service, each day at Coterie brings opportunities to dine in style – all while in the company of good friends.





WELLNESS + CARE

NURTURING THE MIND, BODY, AND SPIRIT.

Realize the benefits of a tailored, holistic approach to health and wellness.

Coterie's approach to health is founded on strategies developed by some of the most respected minds in aging and wellness. Exercise, nutrition, environment, and community harmoniously combine in a plan tailored just for you.

Pursue goals in the fitness center outfitted with state-of-the-art equipment — and staffed with fitness experts should you need assistance. Enjoy exciting group classes including dance and core strength led by local fitness instructors. The fitness center also includes a yoga studio and direct access to the rooftop pool for aqua therapy.

Wellness opportunities extend outdoors on the rooftop terrace with bocce ball courts, gardening plots, an outdoor kitchen, and a pet park.

In addition, you'll have a care team available to you 24 hours a day, seven days a week.





Fitness Center

CARE ON A FIRST-NAME BASIS.

| *Discover an innovative approach to care.*

Coterie is redefining standards of care. From on-site 24-hour nursing services and telemedicine to Wellness Directors who coordinate care plans with health care providers, pharmacists, and family, Coterie offers a fully integrated and proactive approach to care.

Services are paired with personalized care plans that may include:

- Discreet assistance with bathing, grooming, and getting dressed
- Escorts to and from meals and events
- Assistance getting out of bed or chair
- Incontinence management and toileting assistance

Coterie also provides expanded nursing services, including:

- O₂ management
- Vital sign monitoring/parameters for medication
- Assistance with braces, splints, and CPAPs



MAKING EVERY MOMENT COUNT WITH PERSONALIZED CARE.

People with memory impairment can continue to live an engaging, meaningful, and joyful life.

Families facing the challenges of Alzheimer's disease, dementia, and other cognitive impairments will find confidence and comfort in specialized care and innovative, forward-thinking programs.

Individualized care plans with 24/7 support include:

- Bathing, grooming, and toileting
- Medication assistance provided by a licensed nurse
- Medication reviews and consultations with physicians
- Assistance getting out of bed or chair, escorts to and from meals and events
- Monitoring of individuals on low-salt and reduced-sugar diets during meals
- Thoughtfully planned events, opportunities, and outings tailored to personal interests
- Housekeeping, personal laundry, and linen services



MEMORY CARE PROGRAMS

- Daily Fitness Programs
 - › At least two exercise opportunities every day to help strengthen the body and potentially limit cognitive decline.
- Social Connection and Engagement
 - › Opportunities ranging from musical recall and artistic expression to nature walks and word games.
- Individualized Care
 - › Dedicated staff receive extensive, specialized orientation and ongoing training in dementia care.
- Thoughtfully Designed Spaces
 - › Secure indoor and outdoor spaces that allow residents to maintain a sense of independence within their environment.
- Salon Services
 - › Weekly salon services include hair styling and manicure/pedicure services to maintain habits and wellness.



AMENITIES

DESIGNED AND BUILT TO EXCEED EXPECTATIONS.

A living, breathing residence of character tailored to refined sensibilities.

Designed by renowned global interior design firm March & White, Coterie Cathedral Hill is their signature interpretation of “sophisticated casual.” Inspired by the Bay Area lifestyle, warm color palettes and modern decor blend together to create spaces that foster interaction, learning, leisure, and relaxation.

From a circadian lighting system that helps regulate residents’ sleep and mood by harnessing natural light, to the custom wood-paneled library with floor-to-ceiling bookshelves that create a warm, inviting atmosphere, every detail is intentionally designed to foster comfort and community.





Library



Club Room



Cinema

AMENITIES

LIBRARY

Carries a selection of current best sellers and beloved classics, plus features two fireplaces, a game table, and lounge seating.

CLUB ROOM

Studio featuring a flexible layout to accommodate art classes, guest lectures, and resident groups.

CINEMA

Features a state-of-the-art theater for hosting movies, performances, and guest lectures.

FITNESS CENTER

Features state-of-the-art equipment, group fitness classes, and direct access to the pool. Fully staffed with towel service.

YOGA STUDIO

Hosts group yoga classes led by professional local instructors.

HEATED POOL

A rooftop pool with picturesque views of St. Mary's Cathedral, City Hall, and Downtown.

ROOFTOP TERRACE & GARDEN

A stylish gathering place designed by Fletcher Studios featuring outdoor barbecue, firepit, pet park, and gardening plots.

PHYSICIAN SUITE & RX ROOM

Private, convenient on-site care facilities include a physical therapy room.

CHARLES W. THOMAS SALON

Tailor-made hair styling and color services provided by a local boutique salon.

Food + Drink

FORMAL RESTAURANT

A constantly evolving, curated menu keeps things interesting.

PRIVATE DINING ROOM & LOUNGE

An inner sanctum for your inner circle, featuring a lounge and wine storage.

GRILLE

For cappuccinos and lighter fare on-site or on the go.

LOUNGE

Serving hors d'oeuvres and carefully selected wine pairings, as well as exclusive spirits and cocktails.

24/7 FULL MENU ROOM SERVICE

A night in has its own rewards.



Grille



Private Dining Room



Restaurant



Lounge



SERVICES

ELEVATE YOUR EVERY DAY.

Services that put you in position to get the most out of life – and to do it in style.

Coterie's anticipatory approach to service delivers convenience from the moment you wake up to the time you put your head on your pillow.

Hospitality services include:

- 24/7 attended lobby with concierge and doorman
- Complimentary chauffeured car service
- Personal assistant services:
 - › Wake-up calls
 - › Shoe shining and repair
 - › Package delivery
 - › Gift wrapping
 - › Dining reservations
 - › Plant maintenance
 - › At-home event preparation assistance
 - › Pantry stocking
 - › Trip packing assistance
 - › Home organization
 - › Seasonable wardrobe re-organization
- Pet care services
 - › Dog walking
 - › Dog grooming/washing
 - › Dog/cat sitting
 - › Cat box cleaning
- Fashion assistance and weekly wardrobe planning



SERVICES

HOUSEKEEPING

- Weekly housekeeping
- Daily residence upkeep
- Weekly laundry for bedding, towels and washcloths, and clothing (W/D units also in each residence)
- Spot carpet cleaning
- Additional a la carte services:
 - › Full carpet cleaning
 - › Ironing or steaming
 - › Silver polishing

TECHNOLOGY

- In-residence and wearable tech assistance
- New phone set-up
- Online purchase assistance

MAINTENANCE

- White-glove services for moving in
- Lightbulb replacement
- Battery changes in electronics
- Additional a la carte services:
 - › Furniture building and moving
 - › Picture hanging
 - › Personal car services (oil changes, car wash, service drop-off)





Lobby