

# Planning for Housing, Care and Community

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MIT AgeLab PLAN Forum  
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JJ Carroll, Brighton



Opus and Coleman, Newton

# 2Life at a Glance

- Founded in 1965- Greater Boston
- Award-winning **developer, owner, property manager, and service provider**
- 1,378 apartments (83% are deeply subsidized)
- Over 1,600 older adults from 30 countries
- **Aging in Community** with supports and services
- High capacity real estate team

**Boston, Brookline, Framingham,  
Lynn, Newton, Shirley, Waltham**



# Social Isolation and The Myth of “Aging In Place”

According to AARP, nearly 90% of older Americans say they want to “age in place.”

*“This is both foolish and unsustainable. We can do better. Aging is, and always has been, a team sport. The myth of ‘aging in place’ harms people by defining the decision to share one’s daily life with others as failure.”*

– Dr. Bill Thomas

# Economics & Care Costs



- Elder Economic Security Index (Mass 50th- worst) (UMass Boston)
- 54% of middle income cannot pay for seniors housing (Journal of Health Affairs)
- Mass 4th highest disparity between white and older adults of color; Median white family wealth \$188,200; black families \$24,100 (Brookings)
- Medicare does not cover Activities of Daily Living (dressing, bathing, etc.)
- Average home health care costs in Mass = \$4,814/month; Care must be purchased in **min. 3-4 hour blocks** (GenWorth)
- Shortage of homecare workers- ratio to drop from 7:1 to 4:1 (NYTimes)

# Key Definitions

## Independent Living

- Market-rate or subsidized
- Private kitchens and bathrooms, may include 1 meal/day
- No medical or personal care staff
- May or may not include Resident Service Coordination

## Assisted Living

- Market-rate
- Regulated
- Kitchenettes, may share bathroom
- 24/7 on-site staff
- 1-3 meals per day
- Personal care available
- May have dementia center
- LTC insurance
- “Skilled care” is additional

## “Nursing Home”

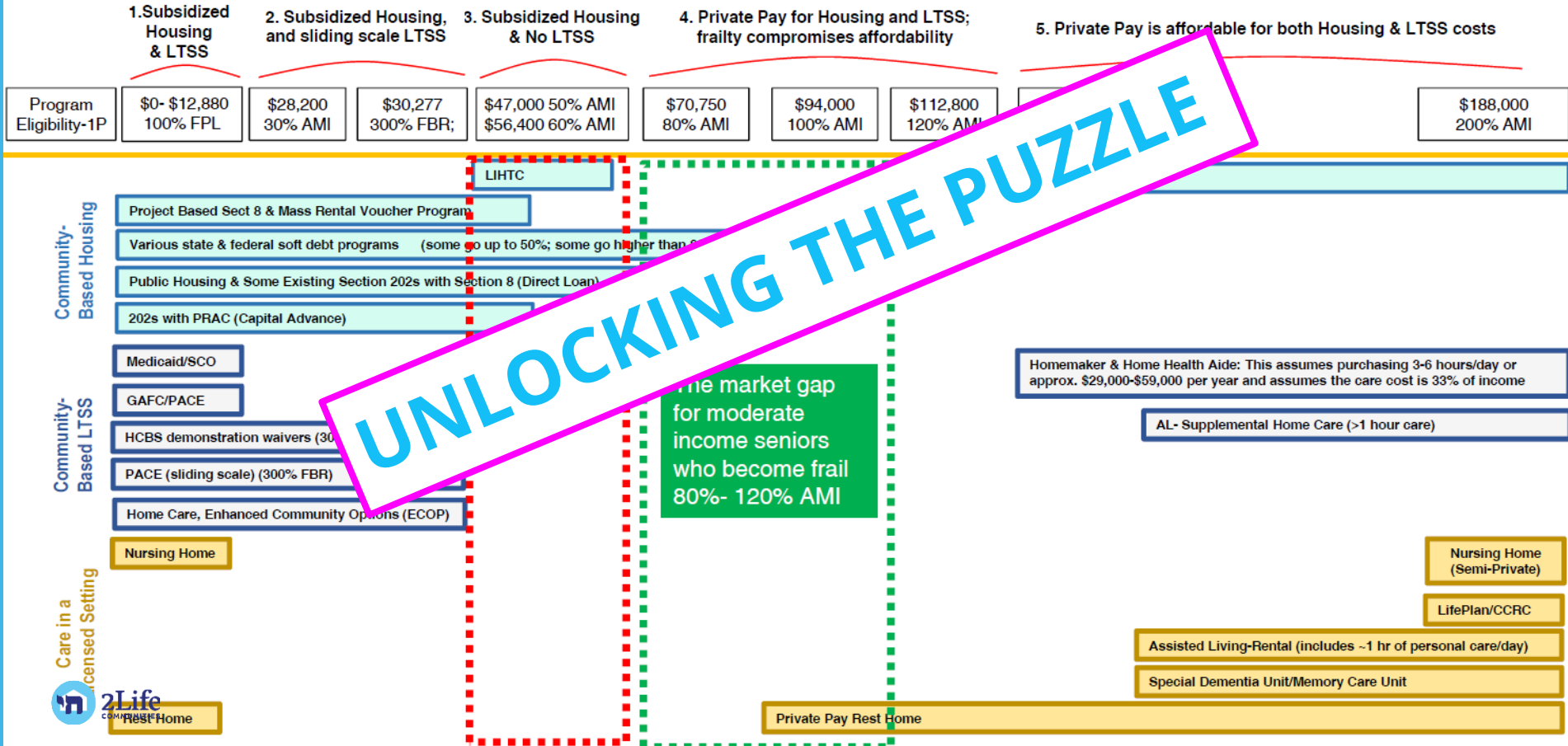
- Regulated
- Skilled Nursing Facilities
- 3 meals per day
- Medical care and personal care included
- May not have personal bathrooms or kitchens

## CCRC/ Life Plan

- **Umbrella term** for any combination of IL, AL, and SNF’s
- SNFs less common today
- Often includes a “life care” plan – partly refundable entry fee + monthly fees

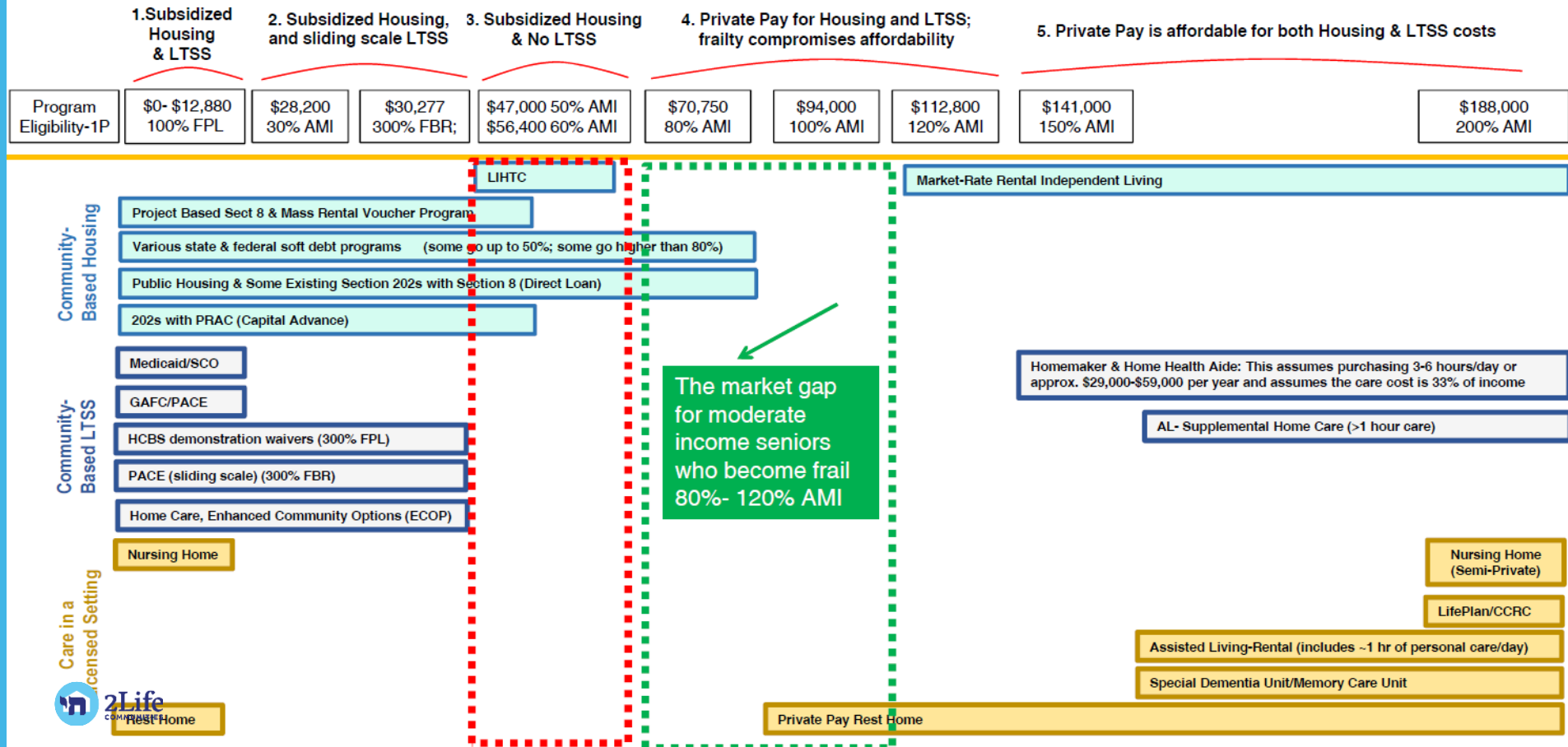
# Eligibility for Elderly Affordable Housing & Long Term Services and Supports (LTSS)

State of Massachusetts 2021



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State of Massachusetts 2021



2022 Social Security Pmts: Maximum is \$40,140 (~40% AMI), Average is \$18,444 (~20% AMI)

LIHTC upper limit

**ASSETS**

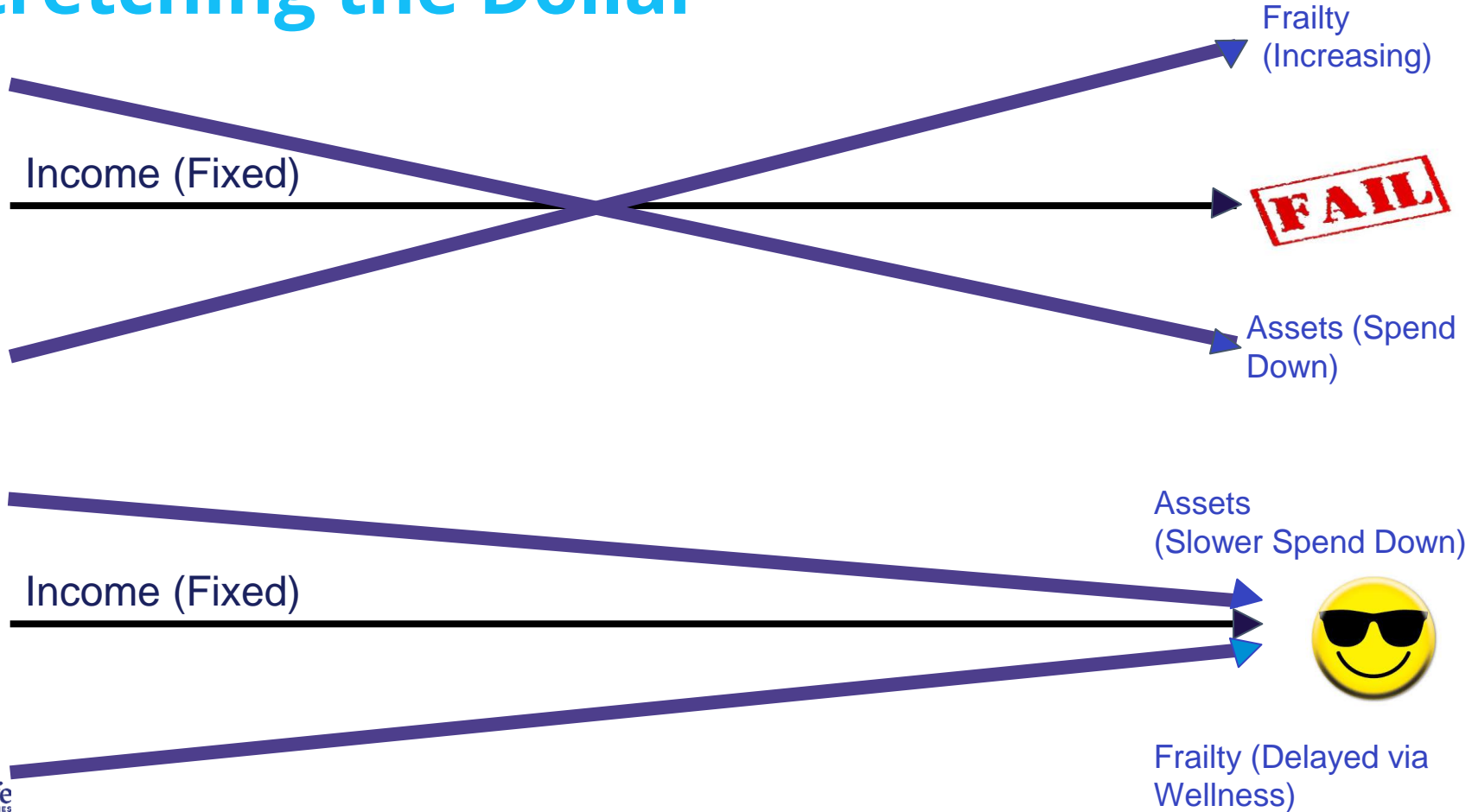
5.500% Annual Draw on Assets (5.5% if RMD for 80 yo, LIHTC imputed income from assets is .06%)

RECURRING INCOME	2022 AMI %	AMI \$ (SS, pension, ...)	\$ -	\$ 100,000	\$ 200,000	\$ 300,000	\$ 400,000	\$ 500,000	\$ 600,000	\$ 700,000	\$ 800,000	\$ 900,000	\$1,000,000
	10%	\$ 9,820	\$ 9,820	\$ 15,320	\$ 20,820	\$ 26,320	\$ 31,820	\$ 37,320	\$ 42,820	\$ 48,320	\$ 53,820	\$ 59,320	\$ 64,820
20%	\$ 19,640	\$ 19,640	\$ 25,140	\$ 30,640	\$ 36,140	\$ 41,640	\$ 47,140	\$ 52,640	\$ 58,140	\$ 63,640	\$ 69,140	\$ 74,640	
30%	\$ 29,460	\$ 29,460	\$ 34,960	\$ 40,460	\$ 45,960	\$ 51,460	\$ 56,960	\$ 62,460	\$ 67,960	\$ 73,460	\$ 78,960	\$ 84,460	
40%	\$ 39,280	\$ 39,280	\$ 44,780	\$ 50,280	\$ 55,780	\$ 61,280	\$ 66,780	\$ 72,280	\$ 77,780	\$ 83,280	\$ 88,780	\$ 94,280	
50%	\$ 49,100	\$ 49,100	\$ 54,600	\$ 60,100	\$ 65,600	\$ 71,100	\$ 76,600	\$ 82,100	\$ 87,600	\$ 93,100	\$ 98,600	\$ 104,100	
60%	\$ 58,920	\$ 58,920	\$ 64,420	\$ 69,920	\$ 75,420	\$ 80,920	\$ 86,420	\$ 91,920	\$ 97,420	\$ 102,920	\$ 108,420	\$ 113,920	
70%	\$ 68,740	\$ 68,740	\$ 74,240	\$ 79,740	\$ 85,240	\$ 90,740	\$ 96,240	\$ 101,740	\$ 107,240	\$ 112,740	\$ 118,240	\$ 123,740	
80%	\$ 78,560	\$ 78,560	\$ 84,060	\$ 89,560	\$ 95,060	\$ 100,560	\$ 106,060	\$ 111,560	\$ 117,060	\$ 122,560	\$ 128,060	\$ 133,560	
90%	\$ 88,380	\$ 88,380	\$ 93,880	\$ 99,380	\$ 104,880	\$ 110,380	\$ 115,880	\$ 121,380	\$ 126,880	\$ 132,380	\$ 137,880	\$ 143,380	
100%	\$ 98,200	\$ 98,200	\$ 103,700	\$ 109,200	\$ 114,700	\$ 120,200	\$ 125,700	\$ 131,200	\$ 136,700	\$ 142,200	\$ 147,700	\$ 153,200	
110%	\$ 108,020	\$ 108,020	\$ 113,520	\$ 119,020	\$ 124,520	\$ 130,020	\$ 135,520	\$ 141,020	\$ 146,520	\$ 152,020	\$ 157,520	\$ 163,020	
120%	\$ 117,840	\$ 117,840	\$ 123,340	\$ 128,840	\$ 134,340	\$ 139,840	\$ 145,340	\$ 150,840	\$ 156,340	\$ 161,840	\$ 167,340	\$ 172,840	
130%	\$ 127,660	\$ 127,660	\$ 133,160	\$ 138,660	\$ 144,160	\$ 149,660	\$ 155,160	\$ 160,660	\$ 166,160	\$ 171,660	\$ 177,160	\$ 182,660	
140%	\$ 137,480	\$ 137,480	\$ 142,980	\$ 148,480	\$ 153,980	\$ 159,480	\$ 164,980	\$ 170,480	\$ 175,980	\$ 181,480	\$ 186,980	\$ 192,480	
150%	\$ 147,300	\$ 147,300	\$ 152,800	\$ 158,300	\$ 163,800	\$ 169,300	\$ 174,800	\$ 180,300	\$ 185,800	\$ 191,300	\$ 196,800	\$ 202,300	

- Under Income for LIHTC (unable to afford monthly rent without being rent burdened)
- Eligible for LIHTC
- Over Income for LIHTC (up to \$120k)



# Stretching the Dollar

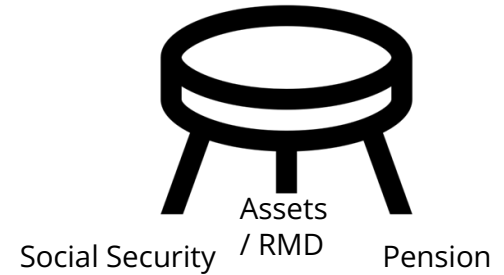


# Opus- Turn the “cruise ship” model on its head

- ▶ Locate in vibrant communities
- ▶ Meaningful volunteerism - 10 hours per month
- ▶ Emphasis on “connect space”
  - ▶ Fitness, wellness, social, educational, cultural
  - ▶ Declining balance dining credit
- ▶ Tapestry of care
  - ▶ A la carte small increments of care
  - ▶ Care navigation
  - ▶ Minimize institutional care
- ▶ Responsive CCRC pricing model



# Supporting Alicia: Middle Income - Opus Profile



**Age:** 75 years old, Former Teacher

**Residence:** Boston, MA

**Unlocked Assets:** \$610,000 (Home & Other)

**Opus Share:** \$500,000 (80% refundable can be drawn in advance if required)

**Balance:** \$110,000

**Household Income: \$68,000 (~70% AMI)**

1. \$28,000 - Social Security
2. \$40,000 - Pension

+ \$5,500 - Assets growing at 5%

# Alicia: Middle Income - Opus Profile

**Total Budget = \$5,600 per month**

Categories (% EESI)	At Home	Opus Actual	
<b>Housing - 34%</b>	1,925	2,200	Monthly Fee; Utilities; Internet; (OPUS includes: \$400 Dining Credit; Programs; Volunteerism; Wellness, Care Navigation)
<b>Food- 12%</b>	675	500	A few meals out + groceries
<b>Transportation - 16%</b>	900	225	Car/repair/gas, Public transportation; RideShare
<b>Health Care - 13%</b>	700	300	Co-pays, etc.
<b>Other - 25%</b>	1,400	1,000	Vacation; Charity; Gifts; Taxes
<b>LTSS/Care</b>	<b>3,150</b>	<b>1,050</b>	<b>\$35/hr; At Home- 3 hr min; At Opus- 1 hr min;</b>
<b>Surplus / (Deficit)</b>	<b>(3,150)</b>	<b>325</b>	

# What seniors want (and need)

- ▶ **Affordable options** that stretch limited dollars
- ▶ Opportunities for **purpose & engagement**
- ▶ **Choice** and flexibility
- ▶ Avoiding/minimize institutional care

