

LIVE. LEARN. LEAD.



RSP ARCHITECTS

firstplace



OPENING DOORS TO INDEPENDENCE

NOVEMBER, 2015

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A Perfect Storm

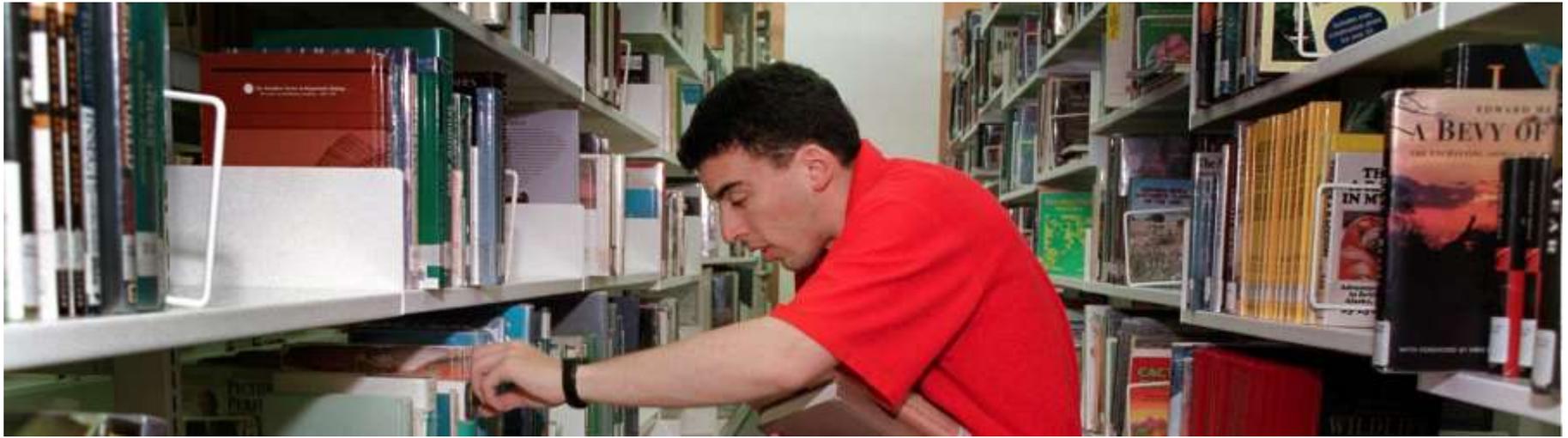
- Rapidly increasing number of children with autism entering adulthood this decade
- Disjointed or nonexistent support programs for adults
- Government's dwindling resources
- Age-related medical issues
- An aging parent population
- Without appropriate activities and intervention many adults lose their skills
- 50-80% turnover of supportive service providers

The Facts

2015 Reports on Children w/ Autism Becoming Adults w/ Autism

- [AJ Drexel Autism Indicators Report](#) - The dreaded "services cliff," as 50,000 U.S. children with autism age out of school annually – and a majority slide backwards.
- NBC's Dateline, "[On the Brink](#)" reports on the school bus that stops coming; parents faced with uncertainty are desperate.
- NPR's On Point, [Stark Realities of Autistic Adulthood](#) – Another heartbreaking report, also validating work through First Place, SARRC and our many collaborating partners locally & nationally.
- AZ Republic Viewpoints, [Who Will Care for Adults with Autism?](#) – Reports on First Place-Phoenix, as a promising and unique plan set in the heart of the city; poised for national replication.

Autism is a life-long challenge, particularly difficult during the transition to adulthood, where individuals and their families are faced with a disjointed adult service provider network, age-related medical issues, developmental regression and an aging parent population with fewer family & economic supports.



The Facts

Reports warn of an imminent cliff for this generation of young adults as they age out of school and educational entitlements disappear.

- Sadly, these adults are faced with a disjointed service provider network, age-related medical issues, developmental regression and an aging parent population with fewer family, economic and governmental supports.
- According to extensive studies of youth transitioning into adulthood, nearly 40% of young adults with autism are not receiving any services related to their disability, leading to a dramatic loss in skills, productivity and quality of life during adulthood.
- Low enrollment in post-secondary education and much higher unemployment rates for this population are major ongoing issues.



National Autism Indicators Report: Transition into Young Adulthood. A.J. Drexel Autism Institute's Life Course Outcomes Research Program, 2015. drexel.lu/autismindicators

The Facts

More than 500,000 children with autism are transitioning to adulthood this decade; projections cite 50,000-60,000 annually.

- The increased prevalence from one in 2,500 just two decades ago to one in 68 today is producing a growing population of children with autism now entering adulthood.
- The vast majority will need some form of support throughout their lives.
- The average incremental cost to support a person with autism over their lifetime: approximately \$2.4 million.
- More than 1.5 million Americans are living with an autism spectrum disorder.
- Annual cost of caring for adults w/ autism projected to reach \$1 trillion by 2025.



The looming questions for parents:
Who will care for our children when we're no longer able to do so? How do we ensure they are safe, healthy, happy and living up to their potential?

The question for us all: How will the enormous costs of caring for people with autism in the U.S. be covered? How can communities respond? How do we chart a path forward?



First Place – Pursuing New Opportunities

- Generation of children with autism benefiting from early intervention
- Innovations in technology
- Advancements in community design
- Promising educational opportunities and programs
- Separating supportive services from real estate ownership/control
- Community and employer awareness and acceptance
- Southwest Autism Research & Resource Center's (SARRC) impact of nearly two decades

First Place-Phoenix

Mix of Uses at First Model Property

- The First Place Apartments: 50 studio, one- and two-bedroom units (supportive housing for residents, including ASU graduate/doctoral student fellows and Teach For America alumni).
- The First Place Transition Academy: 4, four-bedroom suites for young adults with autism, modeled after the celebrated Taft Transition to Independent Living Program which has saved the State of California hundreds of millions of dollars.
- First Place Leadership Institute: Totaling 10,000sf, represents a faculty of luminaries from across the U.S. focused on opening doors to more housing options for individuals with autism and related disorders.

Through developing First Place-Phoenix, a new residential prototype and multi-service organization sited in the heart of Phoenix, we are creating a model for replication in communities across North America.

First Place is 'disability agnostic.' It's about matching the interests and special needs of individuals with the right property location, design, supports & amenities.

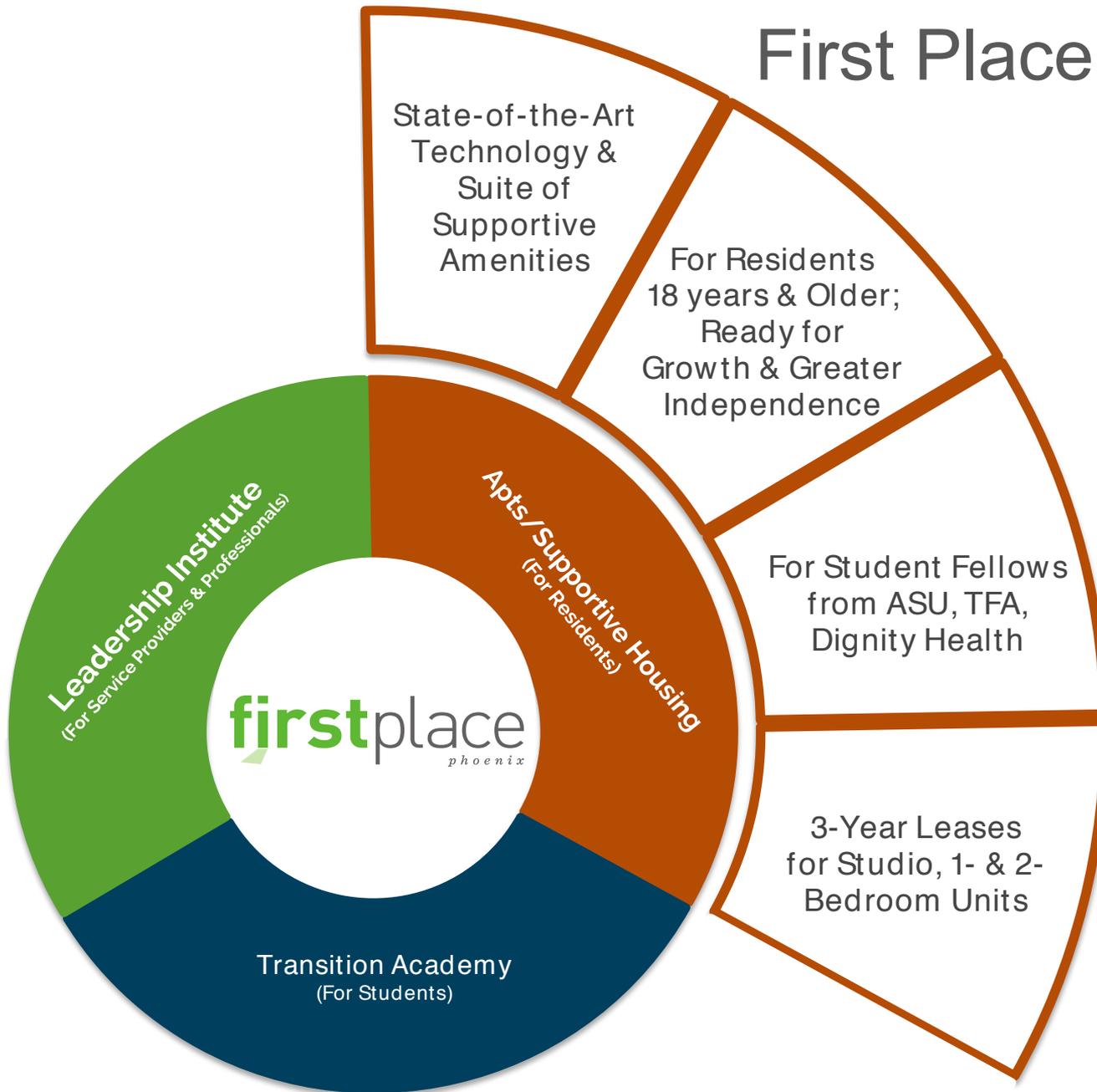
First Place: Mix of Uses



Brief Overview: [First Place Film](#)



First Place: Apartments



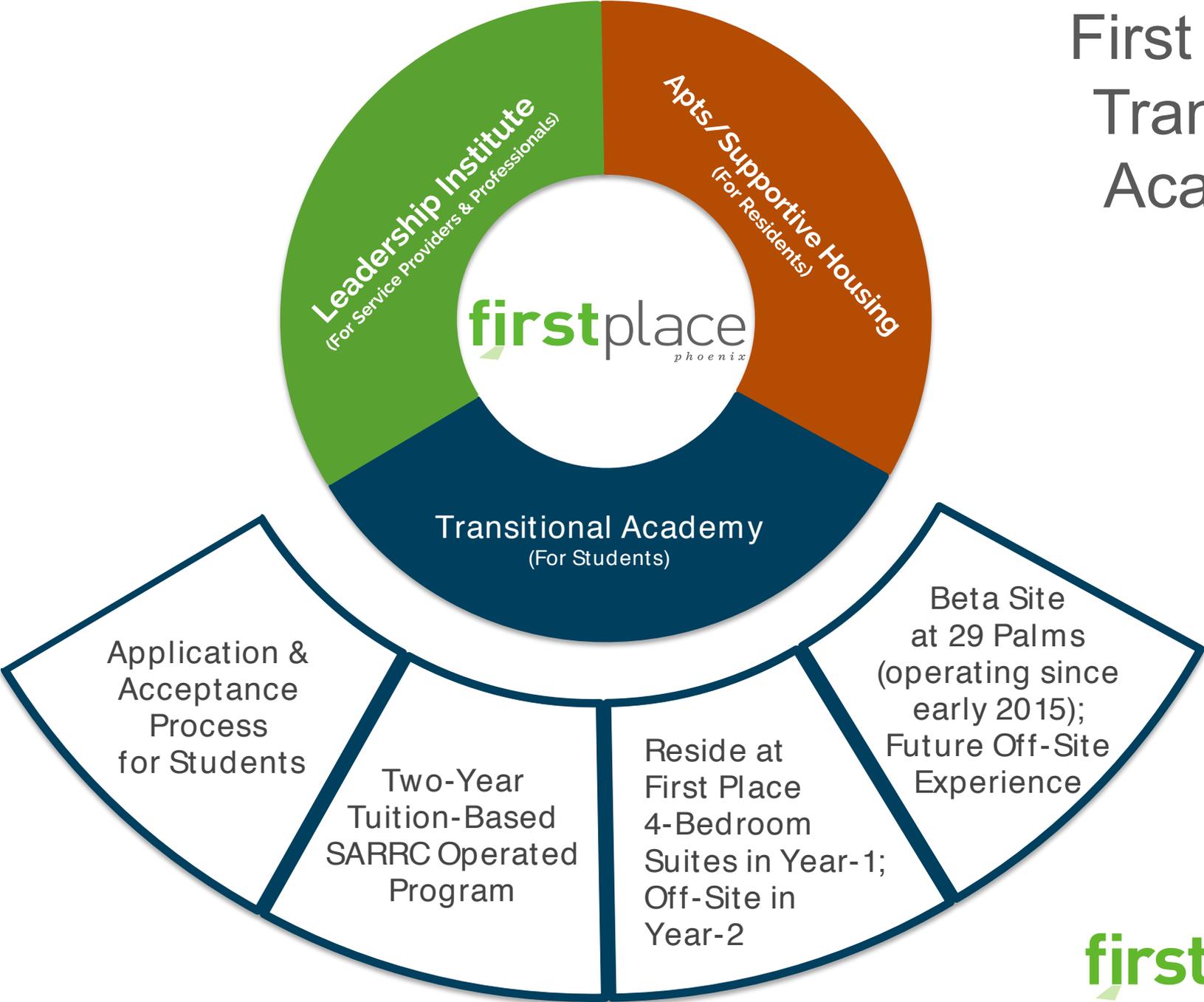


First Place Apartments

- Residents lease the 50 studio, one- and two-bedroom First Place Apartments. They may choose to live by themselves, with a roommate or with an aide/mentor.
- The units are supported by a portfolio of independent living services, smart home technology and property amenities that allow for greater independence, safety, security, health/wellness, community connections and comforts of home.
- The inclusion of Teach For America (TFA) alumni and Arizona State University (ASU) graduate/doctoral students is designed to promote neuro-diversity and engage fellows in the community through a variety of resident interactions and responsibilities. Most importantly, the mix of residents demonstrates how we can be good neighbors and learn from each other.
- Governed by Fair Housing laws and operated according to general market principles the Apartments are designed to attract those with special needs/interests as occupants.

*First Place
is not congregate
care, assisted living,
a licensed facility
or a medical
home.*

First Place Transition Academy





First Place Transition Academy

- Two-year tuition-based program, empowering young adults with independent living, career readiness and interpersonal skills.
- Students must meet all requirements before being accepted in to the program.
- Apartment residents are not required to participate as students in the Transition Academy; however, students may choose to become Apartment residents following completion of their program.
- Modeled after the successful Taft Transition to Independent Living (TIL) Program and directed by its founder, who now serves as the First Place executive director. The TIL program has saved the State of California \$300M, based on its remarkable outcomes.

Taft Transition to Independent Living Program*

99%

Take care of their health and safety needs with no or little assistance.

91%

Are registered to vote.

97%

Receive 0 to 30 hours of supportive living services per month. Overall savings to the State of California is over \$300 million over 40 years.

89%

Live within 30 miles of their circle of support -- family and/or guardians.

96%

Look to their parents for assistance and guidance in their lives.

89%

Are employed.

95%

Of graduates live independently.

88%

Are involved in various activities that include sport teams and social groups.

95%

Continue to socialize with their TIL classmates.

88%

Of graduates pay for **all** of their living expenses.

*Based on 10-year post-graduate tracking by TIL Program officials. Journal of Post-Secondary Education and Disability. Volume 26(4). Winter 2013

First Place Transition Academy Operations

- The First Place Transition Academy, operated by the SARRC, provides a highly structured and supportive environment for building crucial, independent living and career-readiness skills.
- The two-year, tuition-based academy accommodates 32 students annually who are transitioning to more independent living. They will reside at First Place in year one and off-campus, in a property controlled by First Place, in year two.
- Led by Jeff Ross, First Place Executive Director and founder of the Taft Community College Transition to Independent Living (TIL) Program, the Transition Academy represents a state-of-the-art program that allows students to enjoy their own private bedroom in a four-bedroom suite, and share common kitchen and living space.
- Students also participate in career services ranging from volunteer work and paid internships to group and individual transitional employment. The environment is highly structured, enabling individuals to build their lives and work skills before moving on to more independent living arrangements.

First Place will be transformational for how we approach lifelong living, learning and working for individuals with special abilities, integrating physical properties and programs in a variety of community settings.

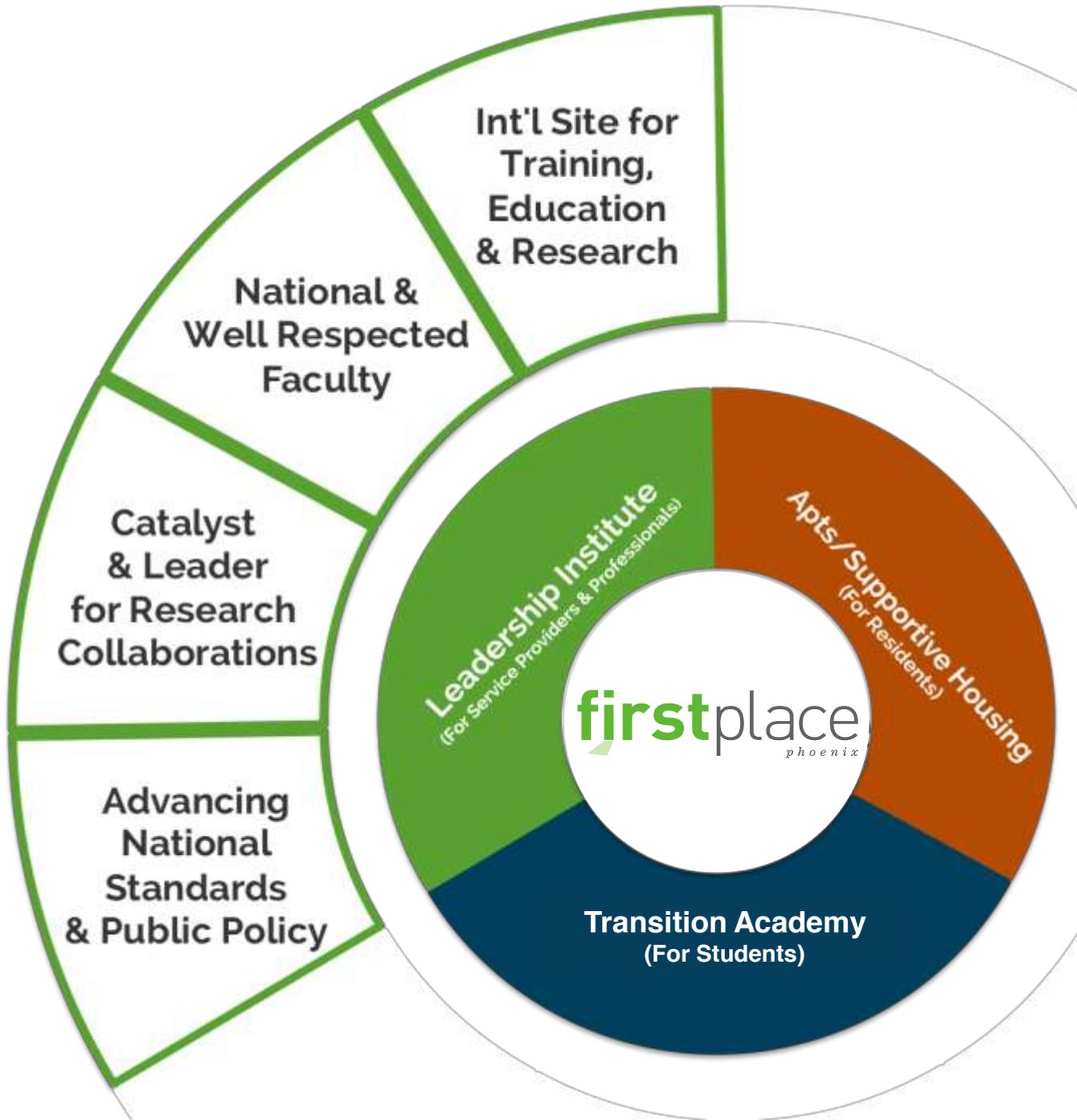


Academy Program Now Underway

- Launched in early 2015, the First Place Transition Academy is already supporting young adults with autism to live more independently through an affordable housing property (29 Palms), developed by the Foundation for Senior Living in collaboration with First Place/SARRC.
- The AZ Department of Housing, AZ Community Foundation and other community partners made this renovated garden apartment complex and pilot possible.
- The property co-locates 15 multi-generational apartments with six, two-bedroom units, also known as “independent living classrooms,” for Academy participants.
- Additional opportunities for participation beyond the enrolled Academy student residents are being developed through community partners: SARRC, Maricopa Community College District, Dignity Health-SJHMC/Barrow Neurological Institute and affordable housing developers.

Property allows First Place & SARRC to train staff and refine programming prior to the completion of the newly developed First Place-Phoenix property.

First Place Leadership Institute



First Place Leadership Institute

The mission of the Institute is to increase the number of available housing options for differently abled individuals and develop a field of leaders advancing promising and best practices. The Institute is already collaborating with international experts and industry leaders to impact education, business, design, development, healthcare and public policy.

The Five Centers

1. **Training & Education** - offering specialized training and certification programs to exponentially increase the number of high quality, well-trained and credentialed direct support service providers, making it a valued career and reducing turnover.
2. **Real Estate** - building a stronger and more sustainable community by developing new residential options in a variety of community settings, close to where families live.
3. **Research** - focusing on multidisciplinary study and research for educators and medical professionals, advancing national standards of support and empowering more residential options that support greater independence.
4. **Drescher Center for Expression/Communications** – promoting the work of First Place and case studies that create greater awareness, leverage the locational benefits of current/future properties and set the stage for important changes in public policy.
5. **Daniel Jordan Fiddle Foundation Center for Public Policy** - advancing data driven public policy that supports new models based on positive outcomes, respected, evidence-based research and sound financial frameworks.

Focused on 10 Priority Areas

1. **Quality of Life:** compromised
2. **Isolation:** handicapped, dependency mindset
3. **Housing Crisis:** limited options; high cost/demand; dwindling government resources
4. **Business Models:** scarcity of proven outcomes, replicable programs and private capital
5. **Support Services Insufficient:** low wages, limited training, high turnover
6. **Public Policy:** dated; limits innovation and true integration
7. **Research:** need for large scale initiatives defining best practices
8. **Adult Medical Care:** unacceptable; few practitioners on cutting edge of autism and service to/support of patients
9. **Technology Platforms:** varied and ever-changing; need to leverage and maximize
10. **Heterogeneity:** broad range of diversity; no form of segmentation

Transformational Impact

Positioned to develop an internationally recognized real estate, community-integrated and programmatic model that supports new approaches for adult residential living concerns based on positive outcomes, respected evidence-based research and sound financial frameworks, reducing the cost of lifetime support and empowering advancements in public policy.

Four Impactful Spaces

- 1. Scalability:** Responds to demand, with a larger footprint, by the 50,000+ individuals transitioning to adulthood annually, and the current population of adults on waiting lists or unable to stay in their homes for the long-term.
- 2. Replicability:** Facilitates the growth of future developments and a new market segment, based on private sector, government and charitable collaboration, that responds to a diverse population of differently abled.
- 3. Sustainability:** Illustrates positive cash flow and a sustainable business model for the First Place Apartments and Transition Academy. For First Place-Phoenix, revenue will be reinvested in the work of the Leadership Institute; a portion will also be set aside for scholarships.
- 4. Affordability:** Demonstrates increased independence and enhanced quality of life for adults with autism and others with special needs, thereby reducing the lifetime cost of their care and increasing their future housing options. First Place is also working with affordable housing developers to make new options possible through innovation, data-informed strategies, design counsel and staff training.

First Place: Mix of Uses



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During the past 15 years, SARRC, ASU, the Urban Land Institute, Arizona Department of Housing and many of the most respected trail blazers in real estate have studied 100 existing residential options across the country, involved more than 100 local family members and individuals with autism in focus groups, co-hosted a national town hall that included 16 cities and evaluated new, creative approaches with leaders from all sectors across the country.



Here's What We've Learned

About the Real Estate:

- We cannot build homes for 3 or 4 people at a time and accommodate effectively for the 50,000 children with autism entering adulthood annually, in addition to aging adults in mid and later life.
- We cannot rely exclusively on government with its dwindling resources. Sources such as Low Income Housing Tax Credits, Section 8 Housing, etc., may provide future paths forward; however, HUD currently restricts the number of people (25%) living together with the same disability fearing a return to “institutions.” This prescriptive policy is something we hope to change through new approaches, data-driven research and positive outcomes.
- We must take full advantage of new and significant advances in technology and design, and a generation of children with autism empowered by early intervention.

Inspired By 10 Design Goals

Set Forth in 2009 Opening Doors Report (ULI, ASU, SARRC)

	Icon	Design Goal	Description	First Place Features
1		Ensure Safety & Security	Ensuring a safe living environment is the top priority. Issues range from providing appropriate security systems to selecting non-toxic products and materials.	Single point of entry with 24-hour 'concierge', lexicon from private market sector used throughout. Key fobbed door locks at each unit with central monitoring. Options for additional passive monitoring, as needed. Non toxic and low VOC products are used throughout.
2		Maximize Familiarity, Stability & Clarity	Changes and transitions can be problematic for adults with ASDs so creating continuity and connection with the past is important. Design strategies include logical spatial layout and use of familiar materials.	Expressed thresholds and transition spaces are provided at unit entries and community spaces. Materials are strategically repeated throughout to increase familiarity.
3		Minimize Sensory Overload	Simplify the sensory environment by designing spaces to be quiet, visually calm, well ventilated and to have appropriate lighting.	Refined material palette and subtle wayfinding colors provide clear understanding of spaces. Acoustic baffles, diffuse LED lighting and ample natural lighting provide comfortable even illumination. Operable windows provide controlled access to fresh air and ventilation.
4		Allow Opportunities for Controlling Social Interaction & Privacy	To accommodate personal preferences, the design of any home should provide residents with a variety of social opportunities including within a singular space.	Community spaces are design to support groups of all sizes. From a small gathering of two in a breakout space to a large party in the community room. All design with flexibility and opportunities for chance interaction.
5		Provide Adequate Choice & Independence	The physical environment should be designed so that options are available but few and flexible so that it can be adapted to change in residents' needs over time.	Units and community spaces are design with flexibility in mind allowing for multiple furniture arrangements and various sized gatherings. Dimmable fixtures are provide in key locations such as bathroom vanities.

10 Design Goals (Continued)

	Icon	Design Goal	Description	First Place Features
6		Foster Health & Wellness	To address any ongoing health vulnerabilities, the physical design should promote healthy living through the use of non-toxic materials, the availability of natural light, good ventilation and incorporation of universal design strategies.	Non toxic and low VOC materials are used throughout. Secure, operable windows are provided at each unit for ventilation. Large windows provide natural light.
7		Enhance One's Dignity	Everything from selecting a neighborhood that accepts diversity and supports its residents to designing a home that allows residents to personalize their spaces and define their living arrangements serves to enhance one's dignity.	Flexible unit plans allow for a variety of furniture for individuals to define their space as they see fit.
8		Ensure Durability	Investing in high quality materials, fixtures and appliances at the outset will result in lower maintenance/ replacement costs and will optimize resident safety.	Durable materials such as quartz countertops, fiberglass doors and recessed light fixtures provide functionality and longevity. Floor drains and extra waterproofing are installed in each unit bathroom. Impact resistant drywall provided in high use areas.
9		Achieve Affordability	Designing for longevity and incorporating green building practices can lower costs over the lifetime of the home.	Durable fixtures, finishes and systems maximize longevity while minimizing operation costs over time. The First Place Leadership Institute will also open doors to other residential options through training/education of support service providers and work with affordable housing developers.
10		Ensure Accessibility & Support in the Surrounding Neighborhood	Site selection is critical to the overall success of any residential development. Access to transportation, community services, entertainment and shopping coupled with a supportive neighborhood community will create the best possible situation for the residents.	Urban siting has access to many community amenities including public transportation, education and job opportunities.



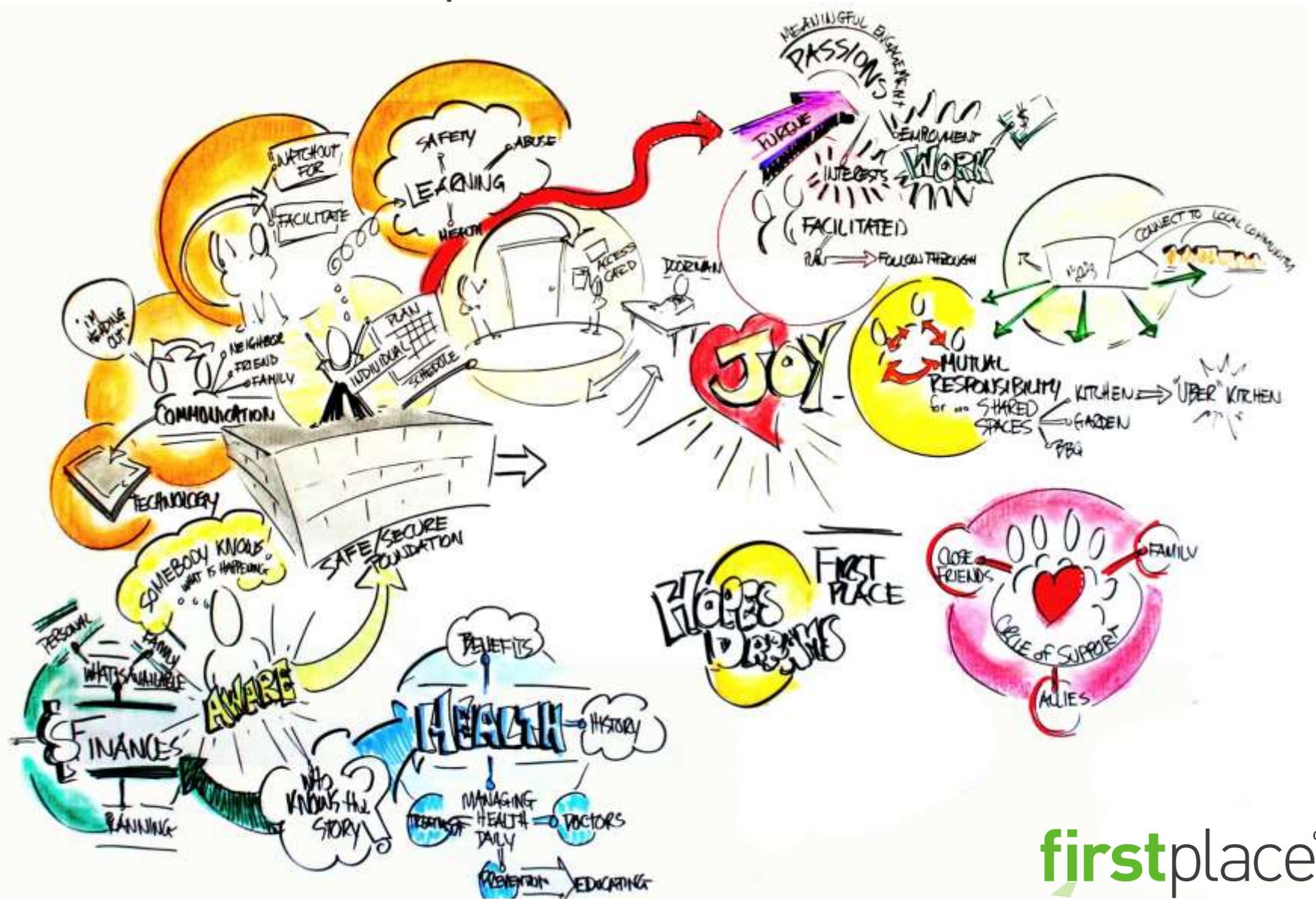
Here's What We've Learned

About the Supportive Services:

- We must also separate the supportive services from the real estate ownership to maximize choice for residents, allowing them to select service providers that best meet their needs today and as they change.
- Supportive services are as important as the home location and design. Also essential: community integration, employment and/or volunteer opportunities and health care, which significantly contribute to quality of life and a reduction in the cost of lifetime supports.
- By positioning First Place-Phoenix as a working model, we can create community on ramps increasing the capacity for a greater number of individuals with special needs to experience post-secondary education, health care and the benefits of trained direct support service providers.

Here's What We've Learned

From the Hearts of Families & Prospective Residents/Students:



Competitively Positioned

Name, Location, Website	Overview	Pricing
Center for Discovery Monticello NY www.thecenterfordiscovery.org	<ul style="list-style-type: none"> Center for care and treatment of children and adults with disabilities, medical complexities and ASD Multi-campus setting with 500 residents ages 5-78 	\$250,000 per person/year
3L Place Somerville MA 3LPlace.org	<ul style="list-style-type: none"> Post-secondary residential transition learning, living skills, academic/career options, social/emotional support Renovated 3-story building housing 20 young adults w/DD 	\$132,500 per person/year
Spectrum College Transition Program Scottsdale AZ www.spectrumcollegetransition.org	<ul style="list-style-type: none"> Post-secondary program for young men with Asperger's & executive functioning deficits Academic services, social/life skills, therapy/counseling, health and fitness 12 students per semester, average 2 year length of stay 	\$69,600 per person/year
Chapel Haven/Chapel Haven West New Haven CN/Tucson AZ www.chapelhaven.org	<ul style="list-style-type: none"> Individualized residential program for social skills, problem-solving & independent living Gated garden apartment complex for approximately 20 students Two-year transition program with third year (Bridge) 	\$65,000 per person/year
First Place Phoenix, AZ www.firstplaceaz.org	<ul style="list-style-type: none"> Residential property with supportive housing Two-year tuition-based Transition Academy for 32 students 10,000 square-foot Leadership Institute 	\$39,000-45,000 per person/year (estimated)
Rainbow Acres Camp Verde AZ www.rainbowacres.com	<ul style="list-style-type: none"> Christian, ranch-style community located in the high desert Housing with private rooms, learning center w/classrooms and computer lab, rec and fitness, job-training, community-based employment 93 residents in 2012 	\$42,000 per person/year
Sweetwater Spectrum Sonoma CA www.sweetwaterspectrum.org	<ul style="list-style-type: none"> Pilot supportive living community for adults with ASD needs 4-bedroom/5-bathroom houses for 16 adults Activities on site including organic farm, cooking classes, art, exercise, etc. 	\$38,400 per person/year & association fee
Marbridge Austin TX www.marbridge.org	<ul style="list-style-type: none"> Non-profit residential community with transitional/lifetime care for adults Training/education programs on a semester basis Four inter-connected communities with different levels of support 	\$36,000 per person/year
Taft Independent Living Program Taft College CA www.taftcollege.edu/tcwp/til/	<ul style="list-style-type: none"> Curriculum and training for functional, social and career skills 32 furnished dorm rooms, several 1- to 4 bedroom homes 22-month long program 	\$32,000 per person/year

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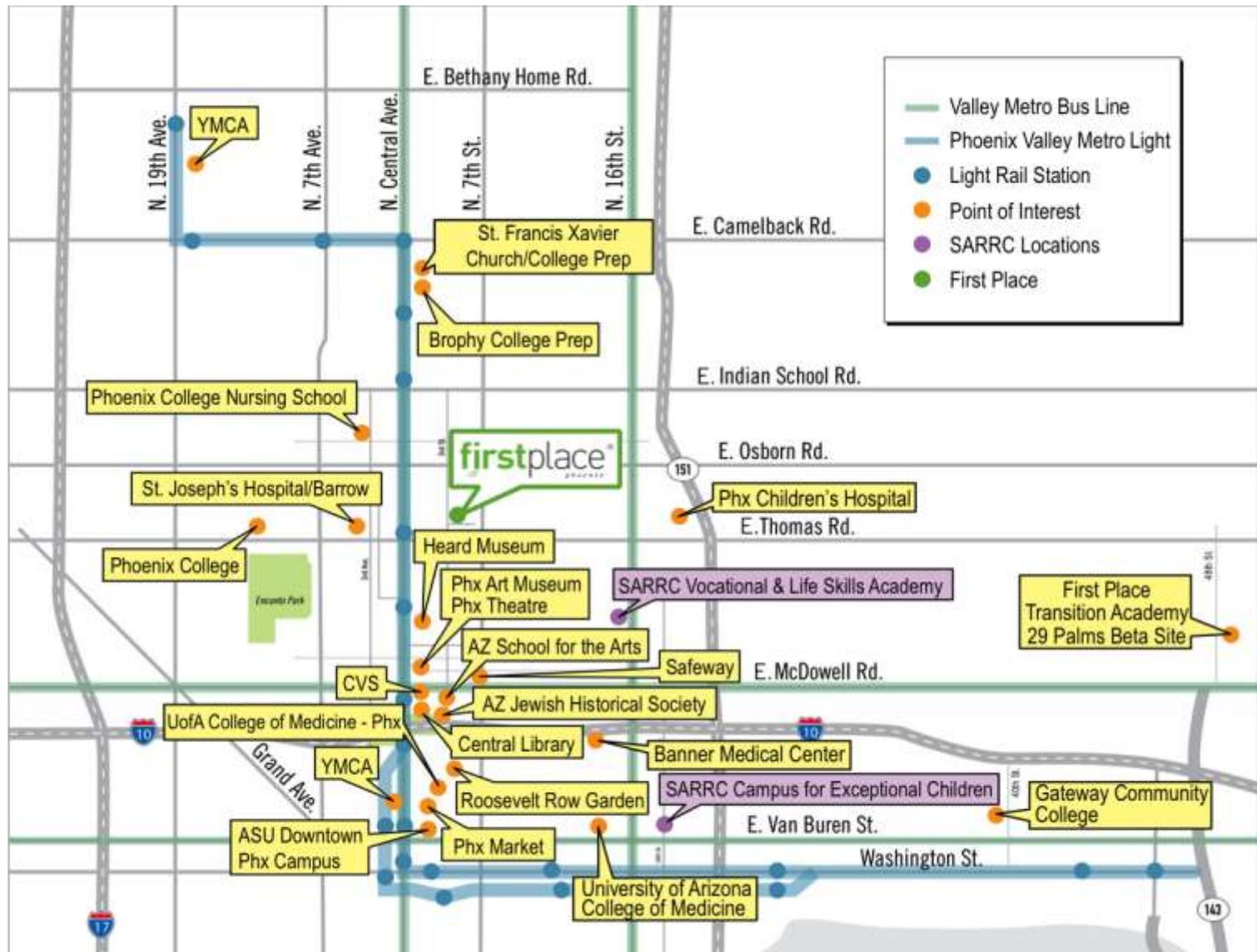
First Place is heading toward a 2016 groundbreaking and fall 2017 opening, pending the successful completion of our capital campaign.



Where We Are Today

Progress: Real Estate Components In Place

- Land (1.3 acres) for First Place has been secured in the heart of the urban area, within walking distance to light rail and public transit.
- The site has been strategically located near the campus of Dignity Health - St. Joseph's Hospital & Medical Center (SJHMC) and Barrow Neurological Institute (BNI).
- Zoning and supportive neighbors are in place.
- Development and construction teams are fully engaged. Architectural plans are underway and being filed with the City of Phoenix. Shovel ready by year-end.



First Place is leveraging resources, technology and the built environment to address the complex issues of adults with autism and others with special abilities.



SARRRC

Southwest
Autism
Research &
Resource
Center

SARRRC Set The Table For First Place

- Started humbly in 1997 (year 1 fundraising \$28,000)
- Today resides in two debt-free properties (18,000 square feet & 10,000 square feet)
- Exceeding 100 employees with a budget of \$8.3 million (65% earned revenue; only 3% from government)
- Serving 1200 children/adults annually and training 6600+ families, professionals, paraprofessionals
- Consistently lead recruitment and enrollment in pharma trials and one of the largest contributors to the international AGRE database
- Raised more than \$45 million for the cause
- Serves as a “sister” nonprofit to First Place

firstplace®



KINTSUGI

Japanese Art of Golden Repair

firstplace[®] IS ABOUT THE GOLD RESIN—A CATALYST FOR FACILITATING COMMUNITY CONNECTIONS & ACTIVATING SPACES BETWEEN AND AMONG THE PROPERTY'S USES.

firstplace[®]

GROUND FLOOR PLAN

PROGRAM SUMMARY

1ST FLOOR

OFFICE	+/- 10,000 SF
4 BED UNIT	4 @ +/- 1,500 SF
1 BED UNIT	1 @ +/- 750 SF
	+/- 18,000 SF

2ND-4TH FLOORS

2 BED UNIT	4 @ +/- 1,100 SF
1 BED UNIT	12 @ +/- 750 SF
STUDIO UNIT	1 @ +/- 600 SF
	+/- 21,000 SF

TOTALS

4 BED UNITS	4
2 BED UNIT	12
1 BED UNIT	37
STUDIO UNIT	3

56 UNITS TOTAL
+/- 82,000 SF

PARKING PROVIDED

SURFACE	13 (1 HC)
GARAGE	75 (2 HC)

88 SPACES
PROV'D (3 HC)



E CATALINA

- PUBLIC / COMMON SPACE
- INSTITUTE
- 4 BED
- 1 BED
- 2 BED



TYP. UPPER FLOOR PLAN

PROGRAM SUMMARY

1ST FLOOR

OFFICE	+/- 10,000 SF
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■ PUBLIC / COMMON SPACE

■ INSTITUTE

■ 4 BED

■ 1 BED

■ 2 BED





Progress: Operations Demonstrating Results

- Enrolled nine of our 12 students in the First Place beta site at 29 Palms; more candidates in the queue for assessments.
- The program is fully operational. All students are enrolled in the First Place/SARRC life and vocational skills curriculum now offered at Gateway Community College. Most have paid internships and all are volunteering.
- Two-year curriculum development for the First Place Transition Academy is underway.
- Please view this film, for a snapshot: [Dylan's Day](#)

Progress: Formalized Plans for the First Place Leadership Institute

- Hosted groups in Phoenix from Boston, Calgary, Long Island and Philly, each interested in near term replication opportunities, the charge of the Institute.
- Engaged in discussions with SARRC, ASU and AJ Drexel about research and data collection opportunities that will position First Place and its collaborating partners for social impact bonds and other grants.
- Advanced plans for a 360 Health & Wellness Curriculum and pilot tele-health and clinic program, in collaboration with Dignity Health – St. Joseph’s Hospital & Medical Center (SJHMC)/Barrow Neurological Institute (BNI).
- Promoted awareness of the issue through website (www.firstplaceaz.org), social and traditional media. View this [sample op-ed](#).
- Also, wrote two book chapters for UK-based Jessica Kingsley Publishers about aging-related issues for adults with autism.

Progress: Community Collaborations, Locally & Nationally

- More than 150 families and/or adults with autism have demonstrated interest, attended events and actively engaged with the First Place team, and represent our top student and resident prospects.
- In 2014 and 2015, First Place hosted four national consortiums focused on individuals with autism and their families, the property design, a new adult medical care program and the First Place Leadership Institute.
- \$2 million has been raised through in-kind donations, including generous commitments from Ryan Companies, Cox Communications, Goodman's Interior Structures, Arizona Restaurant Association, Arizona Vehicle Dealers Association, Del Sol Furniture, Presidential Pools, among other business leaders.



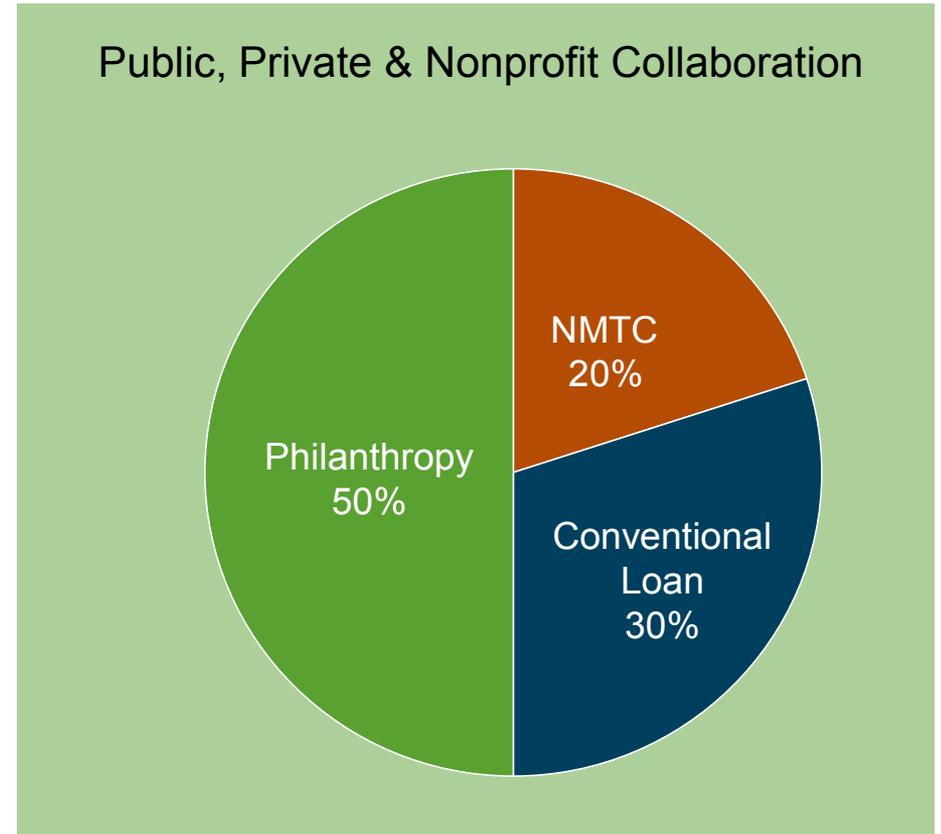
60 local
and national
collaborators are
making First
Place possible.

Collaborators & Supporters



\$25M Capital Campaign Overview

- A \$25 million capital stack has been structured representing public, private and nonprofit collaboration through a conventional loan, New Markets Tax Credit (NMTC) and charitable contributions.
- Phase I of the capital campaign is actively underway and expected to be complete by year-end or early 2016.
- Phase II includes a \$5 million endowment fund to support the continued work of the Leadership Institute and scholarships/fellowships.



More About the Capital Stack

- **NMTC:** Nearing completion on the \$20M of NMTC allocations, which will net nearly \$4 million in equity to First Place.
- **Conventional Loan:** Nearing closure on a \$6 million conventional loan too; expect to close on financing before year-end.
- **Charitable Contributions:** Raised about \$5M of \$10M charitable gift goal. May soon have a bridge loan in place to monetize all multi-year pledges.
- **Donor Confidence:**
 - Kemper & Ethel Marley Foundation
 - Anonymous
 - AZ Community Foundation
 - Dreiseszun Family Foundation
 - Blue Cross Blue Shield
 - Breslow Family Foundation
 - Nina Mason Pulliam Trust
 - Susan Drescher-Mulzet & Mark Mulzet
 - Jerry & Joan Dreiseszun Bequest
 - Jaburg Wilk Foundation
 - Ingebritson Foundation
 - Pakis Foundation
 - Garcia Family Foundation

Capital Campaign - Update

Philanthropy - \$10-15M

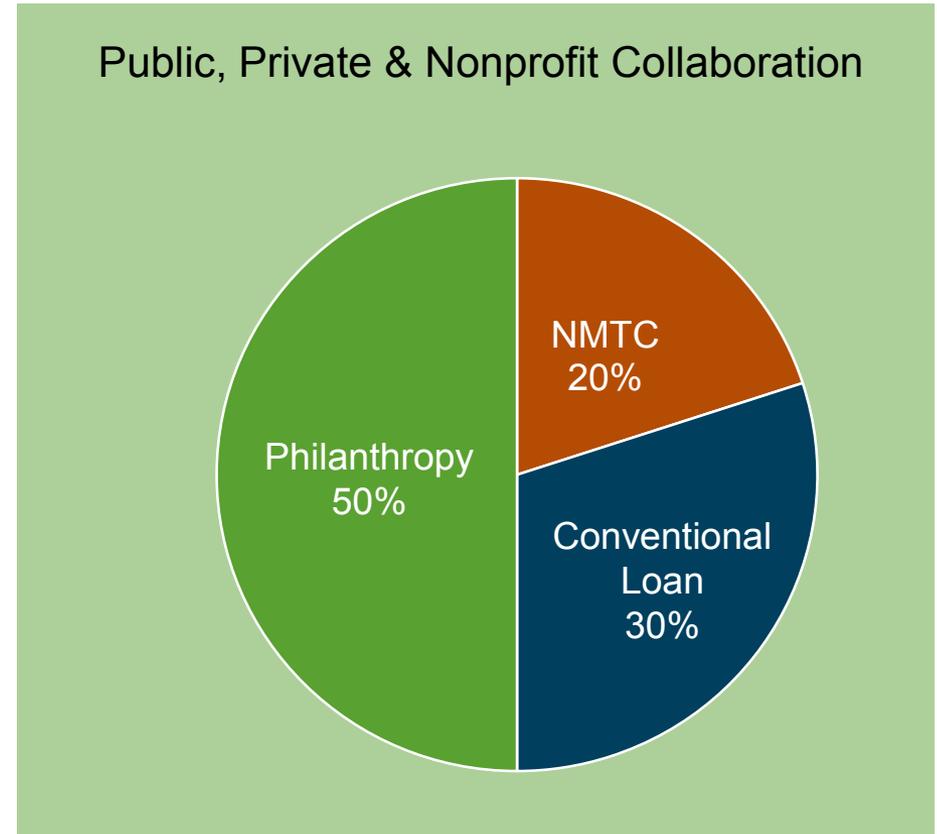
- About \$5 million committed.
- Phase I goal of \$20M includes funds for operating capital and fellowships; phase II of \$5M represents future endowment
- Another \$2.0 million committed through in-kind support, reducing development cost

Investment - \$6.0M

- In discussions with a few sources
- Evaluation and analysis underway
- Triggered by completion of philanthropic fundraising

New Markets Tax Credit-\$4.0M

- Working with Dudley Ventures
- NMTC allocations being raised; excellent market response
- Opportunity to reduce debt



Philanthropic Naming Opportunities

\$2.5 Million & Above – Landmark

- First Place Property
- First Place Leadership Institute

\$1.0 Million & Above – Visionary

- Technology
- Tele-Health & Wellness
- Environmental Design
- Entertainment & Recreation
- Organic Urban Garden & Landscape

\$250,000 & Above - Transformational

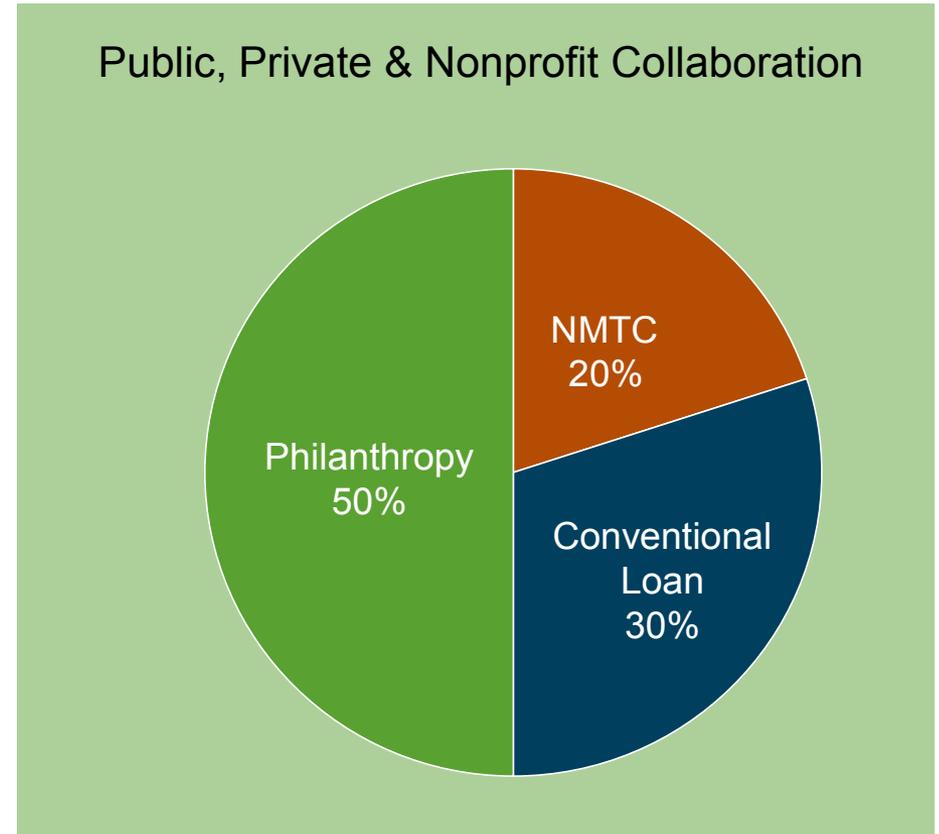
- Independent Living Classrooms (4)
- Culinary Teaching Kitchens
- Community Room
- Arts & Culture

\$100,000 & Above - Change Makers

- Center for Public Policy Center
- Center for Research
- Center for Real Estate
- Center for Education & Training
- Leadership Institute Think Tanks

\$50,000 & Above - Champions

- Student Fellowships
- Leadership Institute Faculty



Contributions of all sizes as well as stock are greatly valued. Additional funding opportunities are available and may be tailored for the special interests of charitable donors.



Expansion Plan Components

- Property Design & Special Features
- Business Model & Financing
- Operational Systems
- Staff Training & Certification
- Technology
- Branding & Marketing
- Data Collection & Research
- Licensing of First Place Brand

Expansion Plan

Phase One:

- Complete First Place Phoenix property
- Evaluate 5-8 prime locations for Phase Two replication
- Collaborate with leading national researchers and collect data

Phase Two:

- Select 3-4 markets
- Collaborate with local agencies and service providers
- Build capital funding structure with local and First Place resources
- Add to data collection

Phase Three:

- Attract institutional funding/REIT
- Identify and pursue Phase Three replication strategy
- Advance public policy

Leading Potential Markets



Where We Are Today



We are today where senior housing was 40 years ago, challenged to support a burgeoning population of individuals in need of attention and support. We have an enormous opportunity to create more housing choices through service and program offerings, price points, amenities and opportunities that enable adults with special needs to live with others who share their interests, including those with and without disabilities.

firstplace

Progress: Realizing Well Researched Plans

First Place is Well Positioned to Address the Challenge

Since the inception of SARRC in 1997, we have been preparing for how best to support individuals with autism and their families throughout their lifetimes. From a fledging nonprofit, fortified by community support, a team of professionals, committed board members and active parents and grandparents, today SARRC is a leading nonprofit with 100 staff members, an \$8.3 million budget, model programs being replicated across North America and a research center that consistently emerges at a leader in the recruitment and enrollment of subjects in pharmaceutical trials, collection of genetic material and self-directed clinical-based research.

First Place AZ is a 'sister' nonprofit to SARRC, separating the real estate development and ownership from the support services. SARRC and First Place were both created by Denise D. Resnik, who serves as Matt's mom, board member-emeritus of SARRC, and board chair and president of First Place AZ. She is joined by a collection of local and international leaders providing the experience and know-how to take this big idea and transform it to a big reality.

Formed in 2012, First Place is advancing new residential options and building community support for adults with autism and other special abilities.

Leadership - Board & Staff

Denise D. Resnik

Board Chair, President & Founder, First Place;
SARRC Co-founder & Board Member Emeritus;
President, DRA Strategic Communications

Michael Sklar

Board Vice Chair, First Place;
Real Estate Developer/Investor

Joe Cooper

First Place Board Treasurer;
Business Consultant & Former NYSE Executive

Sara Dial

First Place Board Member & Secretary;
President and CEO, Sara Dial & Associates

Nancy L. White, J.D.

First Place Board Member;
Partner, Steptoe & Johnson

Jeff Ross, M.A.

First Place, Executive Director

Valerie Paradiz, Ph.D.

First Place Curriculum Specialist;
Executive Director, Autistic Global Initiative

Neil Dreiseszun

First Place Technology Planner;
Encore Career Fellow Sponsored by Intel

Ellis McGehee Carter, J.D., LL.M. in Taxation

First Place Legal Advisor;
Founder & Managing Partner of Carter Law Group P.C.

Leadership – Real Estate & Finance

Melissa Ahearn Lange

Financial Advisor, Northwestern Mutual

Steven A. Betts

Former ULI Board Chair & Former President of SunCor

Joe Blackbourn

President & CEO, Everest Holdings

Molly Ryan Carson

Vice President of Development, Ryan Companies

Keith Earnest

Executive Vice President, Market Leader, Van Trust

Jim Fijan

Executive Vice President, CBRE

Danielle Feroletto, MA, CPSM

Small Giants, LLC

Lorena Garcia

CEO, Purpura & Financial Consultant

Adam Goodman

President, Goodmans Interior Structures

John W. Graham

President & CEO, Sunbelt Holdings

Lisa Pavelka McAlister, CPA

Financial Executive, Autism Advocate & Mother

Wellington “Duke” Reiter, FAIA

Senior Vice President & Managing Director,
Solutions Initiative at the ASU Foundation

Thomas Roberts

Executive Vice President, Chief Investment Officer, VEREIT, Inc.

Karrin Taylor

Executive Vice President, DMB Associates

Mike Trailor

Director, Arizona Department of Housing

Leadership – Autism & Community

Peter Bell

President & CEO, Eden Autism Services (NJ)
Tyler's Dad

George Braddock

Director, Creative Housing Solutions, LLC (OR)
Parent

Catherine Camp Boyle

Founder & President, Autism Housing Pathways, Inc. (MA)
Parent

Sophia Colamarino, Ph.D.

Director of Science and Health
The John and Marcia Goldmen Foundation (CA)

Peter Gerhardt, Ed.D.

Managing Partner, JPG Autism Consulting, LLC (NY)

Anna Hundley, M.Ed.

Executive Director,
Autism Treatment Center (TX)

Bill Karny

President, Harland Sanders Foundation (USA) &
Vice President, Harland Sanders Charities of Canada

Karen Mariscal

Margolis & Bloom (MA)

Raun D. Melmed M.D.

Co-founder & Medical Director, SARRC (AZ);
Developmental Pediatrician

Daniel Openden, Ph.D., BCBA-D

President & CEO, SARRC (AZ)

Ian Paregol

Executive Director, Community Services for
Autistic Adults and Children (CSAAC) (MD)

Paige Rogers M.S.W., C.P.R.P.

Community Connections Consulting Services (AZ);
Former VSLA Director, SARRC

Paul Shattuck, Ph.D.

Associate Professor & Life Course Outcomes
Research Program Leader, AJ Drexel Autism Institute,
Drexel University (PA)

Deirdre Sheerin, M.A.

CEO & Executive Director, Sweetwater Spectrum (CA)

Christopher Smith, Ph.D.

Vice President & Research Director, SARRC (AZ)

Linda J. Walder, Esq.

Founder & Executive Director,
The Daniel Jordan Fiddle Foundation (DJFF) (NJ, SC)

Board of Directors



Denise D. Resnik, Founder, Board Chair & President of First Place AZ, as well as the co-founder of the Southwest Autism Research & Resource Center (SARRC), an internationally recognized nonprofit organization dedicated to autism research, education evidence-based treatment, and community outreach. SARRC was started in 1997 and now resides in two debt-free properties in Phoenix, AZ (18,000-square-foot Campus for Exceptional Children and 10,000-square-foot Sanders Center for Autism Studies and Life Skills & Vocational Center). The nonprofit employs more than 100 staff members and has an annual budget of \$8.3 million (65% earned revenue; only 3% from state and federal funding). On an annual basis, SARRC serves 1,200 children and adults, and trains 6,600+ families, professionals and paraprofessionals.

Denise has spent thousands of hours researching, evaluating and exploring residential concerns. As editor and publisher of *Opening Doors: A Discussion of Residential Options for Adults Living with Autism and Related Disorders*, a study by the Urban Land Institute (ULI) Arizona, SARRC and ASU, she searched for residential options representing the country's best practices. Denise also searched for replicable models that would fit within the fabric of urban, suburban and rural communities, close to where families live. She's taken what she's learned, developed a remarkable team and applied a mother's heart to create First Place.

Denise has also invested considerable resources from her well-respected marketing firm, DRA Strategic Communications, which she founded in 1986. The agency serves clients in a variety of fields, primarily real estate, healthcare, economic development, education and hospitality.

Board of Directors



Michael Sklar, Vice Chair

Michael is a founding board member and the developer of First Place-Phoenix. Michael is also the designated broker and managing member of Sonata Property Group, a commercial real estate investment company based in Greater Phoenix. Sonata's investments have included office buildings and land for commercial and residential development.

Michael is taking time away from his business to dedicate himself full time to First Place and donating his fee to the nonprofit. He formerly served as SARRC's vice chair and led the development for SARRC's two physical facilities, the Harrington Campus for Exceptional Children and the Sanders Center for Autism Studies and Vocational & Life Skills Academy.



Joe Cooper, Treasurer

Joseph Cooper is a founding board member and president of Boulder Cove, LC, a strategic and operational advisory firm focused in pharmaceutical, medical device and related healthcare channels. Previously, he was Executive Vice President of NYSE-listed Medicis Pharmaceutical Corporation where he was a member of an executive management team responsible for growing revenues to over \$600mm.

Joe also formerly served as a SARRC board member and chair of its Research and Medical Affairs Committee.

Board of Directors



Sara Dial, Secretary and founding board member of First Place AZ. Since 1996, Sara is a founding board member and serves as president/CEO of Sara Dial & Associates, an economic development consulting firm specializing in site selection, economic and community development and government relations for both public and private sector clients. She has recently led high profile economic development initiatives in Arizona including the creation and implementation of a multi-jurisdictional urban revitalization model, the “Discovery Triangle” and the restructuring of Arizona’s statewide economic development organization under Governor Janice Brewer, resulting in the creation of the agency now known as the Arizona Commerce Authority.

Sara is active in the Greater Phoenix community and has served on or chaired many local and national community boards and commissions. She is also a former SARRC board member and chair of its annual major community breakfast events.

Her current community and corporate board involvement include Arizona School for the Arts; Arizona Women’s Forum; Barrow Neurological Foundation; BBVA Compass Bank; Childhelp USA; First Place AZ; Grand Canyon Education Inc.; Maricopa County Community College; and Mobile Mini.

Board of Directors



Nancy L. White, Member

Nancy is a partner in Steptoe's Phoenix and Los Angeles offices and a member of the Corporate, Securities & Finance and Real Property Groups. Her practice emphasizes international and domestic transactions, including mergers and acquisitions, purchases and sales of capital assets and real property, project finance, asset-based financings, asset

securitizations, private placements of debt and equity securities, equipment and real property leases (representing both lessor and lessee), and representation of manufacturers, suppliers and purchasers of goods and management of international supply chain risks.

Nancy has been listed in Best Lawyers in America in the area of Corporate Law, Southwest Super Lawyers in the areas of Mergers and Acquisitions, Business/Corporate, and International Transactions, Arizona's Top Attorneys and Top 25 Women Lawyers in Arizona in Phoenix Magazine, as chosen by legal community peers and readers of Phoenix Magazine. In 2012, the Arizona Business Magazine named her as one of 50 Arizona's Most Influential Women.

She has served as a board member for many Arizona organizations, including SARRC, as well as many other leadership roles throughout the community. Nancy is the mother of Molly, who is an adult with autism.

Jeffery Ross, M.A., Executive Director



Jeff Ross serves as the program executive director of First Place AZ. Prior to joining First Place and since 1976, Jeff served as director of student support services. With a Master's Degree in Special Education, Jeff is also a learning disabilities specialist and developmental disabilities specialist. Jeff founded and created the Taft College Transition to Independent Living Program for individuals with autism and intellectual disabilities. This highly

successful on-campus residency program was established in 1995 and has received national and international recognition for its outstanding accomplishments. Jeff led the \$16 million development of the Center for Independent Living at Taft College, which incorporates administrative offices, student housing, specialized classrooms and demonstration laboratories.

Leadership Team



Dr. Valerie Paradiz, Ph.D., Curriculum Specialist

Val serves as the First Place curriculum specialist and brings many years of curricula design, technical assistance and strategic planning to the team through her national work with schools, universities, corporations and agencies that support individuals with autism and related disabilities. As the part time director of the Autistic Global Initiative, Val also serves as an NGO representative to the

United Nations. Her past and current service to boards and advisory councils include the Autism Speaks Board of Directors and Family Services Committee, the Autism Society of America, IDEA Partnership's National Community of Practice in Autism, and the NIMH Interagency Autism Coordinating Committee's Planning Consortium.



Neil Dreiseszun, Technology Planner

After a 27-year career, Neil recently retired from Intel Corporation in Hillsboro, Oregon, and now serves as an Encore Fellow with First Place. As the First Place technology planner, Neil is ensuring the use of state-of-the-art technology throughout the property and developing a technology platform that involves safety, security, daily activities planning, communication, tele-health, recreation, research and training.

While at Intel, Neil served as a systems engineer consultant and program manager working with internal teams and external customers to provide pre-production computer systems for demonstration and development use. Through Experience Matters AZ, Intel funded Neil's participation for one year; he's funding his own in year two!

LIVE. LEARN. LEAD.



First Place is home for the individuals who live there, an enriching environment for people who work and learn there, and peace of mind for family and friends who come and go.

firstplace®

OPENING DOORS TO INDEPENDENCE

www.firstplaceaz.org