



**State of New Jersey**  
**DEPARTMENT OF HEALTH**  
PO BOX 360  
TRENTON, N.J. 08625-0360  
[www.nj.gov/health](http://www.nj.gov/health)

PHILIP D. MURPHY  
*Governor*

SHEILA Y. OLIVER  
*Lt. Governor*

SHEREEF M. ELNAHAL, MD, MBA  
*Acting Commissioner*

March 13, 2018

**VIA ELECTRONIC & FIRST - CLASS MAIL**

Raymond DioGuardi, COO/CFO  
SHI-III Washington Township, LLC  
100 Jericho Quadrangle, Suite 142  
Jericho, New York 08080

Re: All American Assisted Living in  
Washington Township  
New 112-Bed Assisted Living Residence  
CN# ER 170533-08-37  
Total Project Cost: \$18,534,490  
Expiration Date: March 13, 2023

Dear Mr. DioGuardi:

Please be advised that I am approving the Expedited Review Certificate of Need application for SHI-III Washington Township, LLC, submitted on April 7, 2017, pursuant to N.J.A.C. 8:33-5.1(a)4, for the establishment of a 112-bed assisted living residence, which will be known as All American Assisted Living at Washington Township. Twenty-four (24) of the 112 assisted living residence beds will be Memory Care beds. The facility will be located at 349 Greentree Road, Sewell in Gloucester County. This application is being approved at a total project cost noted above.

N.J.S.A. 26:2H-8 provides for the issuance of a Certificate of Need only where the action proposed in the application for such certificate is necessary to provide required health care in the area to be served, can be economically accomplished and maintained, will not have an adverse economic or financial impact on the delivery of health services in the region or statewide, and will contribute to the orderly development of adequate and effective health care services. In making such determinations, I must take into consideration: a) the availability of facilities or services which may serve as alternatives or substitutes, b) the need for special equipment and services in the area, c) the possible economies and improvement in services to be anticipated from the operation of joint central services, d) the adequacy of financial resources and sources of present and future revenues, e) the availability of sufficient manpower in the several professional disciplines, and f) such other factors as may be established by regulation.

As to the aforementioned specifics of this application, I note that in identifying those services that are subject to expedited review, the Department of Health (Department) chose services that would have a minimal impact on the health care system as a whole and, therefore, for which a statistical bed need methodology would not be necessary. The services proposed in this application are subject to expedited review pursuant to N.J.A.C. 8:33-5.1(a)4 and, therefore, a statistical bed need methodology is not required. I believe that the criterion regarding the availability of facilities or services which may serve as alternatives or substitutes is not applicable inasmuch as the services in this application will have a minimal impact on the health care system as a whole. The need for sufficient special equipment and services in the area does not apply as this application is for general assisted living beds which do not require any special equipment or staff. Likewise, the sharing of joint central services does not apply inasmuch as this application is for a stand-alone facility. I believe that this project can be economically accomplished and maintained as the applicant projects a positive net income by the end of the first year of operation. I also note that while additional professional staff will be required to accommodate the implementation of these beds, I am confident that there is sufficient professional staff available in the area to meet those staffing needs.

Finally, I have taken into consideration the applicable regulations for the services subject to expedited review (i.e., N.J.A.C. 8:33-5.3 and 8:33H-1.16). I find that SHI-III Washington Township, LLC, has provided an appropriate project description, which includes information as to the total project cost, operating costs and revenues, services affected, equipment involved, source of funds, utilization statistics, and justification for the proposed project (N.J.A.C. 8:33-5.3(a)1); assurance that all residents of the area, particularly the medically underserved, will have access to services (N.J.A.C. 8:33-5.3(a)2); and documentation that it will meet appropriate licensing and construction standards (N.J.A.C. 8:33-5.3(a)3i). In addition, All American has demonstrated a track record of substantial compliance with the Department's licensing standards (N.J.A.C. 8:33—5.3 (a)3ii).

Please be advised that this approval is limited to the proposal as presented and reviewed. The application, related correspondence and any completeness questions and responses are incorporated and made a part of this approval. An additional review by the Department may be necessary if there is any change in scope, as defined at N.J.A.C. 8:33-3.9. However, a change in cost of an approved Certificate of Need is exempt from further review subject to the following:

1. The applicant shall file a signed certification as to the final total project cost expended for the project at the time of the application for licensure for the beds/services with the Certificate of Need and Healthcare Facility Licensure Program.

2. Where the actual total project cost exceeds the Certificate of Need approved total project cost and is greater than \$1,000,000, the applicant shall remit the additional Certificate of Need application fee due to the Certificate of Need and Healthcare Facility Licensure Program. The required additional fee shall be 0.25 percent of the total project cost in excess of the Certificate of Need approved total project cost.
3. The Department will not issue a license for beds/services until the additional fee is remitted in full.

Furthermore, pursuant to N.J.S.A. 26:2H-12.16 and N.J.A.C. 8:36-5.1(h), a new facility that is licensed to operate as an assisted living residence or comprehensive personal care home shall have a Medicaid occupancy level of ten percent within three years of licensure. The ten percent Medicaid occupancy level shall be met through conversion of residents who entered the facility as private-pay residents and subsequently become eligible for Medicaid or through the direct admission of Medicaid-eligible persons. The ten percent Medicaid occupancy level shall be continuously maintained by a facility once the three-year licensure period has elapsed. The Department will monitor that this condition threshold is met and maintained during the duration of licensure.

The Department, in approving this application, has relied solely on the facts and information presented to us. The Department offers no opinion as to whether the facility's proposed ownership or business organization is in compliance with the Codey Act, Board of Medical Examiners, and Board of Nursing administrative rules, or federal anti-referral (Stark) and anti-kickback laws. We have not undertaken an independent investigation of such information. If material facts have not been disclosed or have been misrepresented as part of this application, the Department may take appropriate administrative regulatory action to rescind the approval or refer the matter to the Office of the New Jersey Attorney General.

Any approval granted by this Department relates to Certificate of Need and/or licensing requirements and does not imply acceptance by a reimbursing entity. This letter is not intended as an approval of any arrangement affecting reimbursement or any remuneration involving claims for health care services.

This approval is not intended to preempt in any way any municipality's authority to regulate land use within its borders and shall not be used by you to represent that the Department has made any findings or determinations relative to the use of any specific property. Please be advised that services may not commence until such time as a license has been issued by the Certificate of Need and Healthcare Facility Licensure Program.

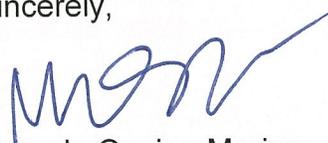
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SHI-III Washington Township, LLC  
New 112-Bed Assisted Living Facility  
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A survey by Department staff may be required prior to commencing services; if such a determination is made, you will need to contact a representative from the Division of Health Facility Survey and Field Operations to discuss this matter at (609) 292-9900.

Finally, regardless of any management agreement addressing the operation of the facility between the licensee and any other entity, the licensee is responsible for financial, operational and management control. All health services provided by the facility and the revenue generated by a facility from providing these health services are the responsibility of the licensee.

We look forward to working with you and helping you to provide a high quality of care to your residents. If you have any questions concerning this Certificate of Need, please do not hesitate to contact Mr. John A. Calabria, Director, Certificate of Need and Healthcare Facility Licensure, at (609) 292-8773.

Sincerely,

A handwritten signature in blue ink, appearing to read 'M. Ospina', with a long horizontal flourish extending to the right.

Marcela Ospina Mariarz, MPA  
Deputy Commissioner  
Department of Health

c: John A. Calabria (Electronic Copy)