

Health Care and Wellness Services

Full Continuum of Care

As a full-service retirement community, The Cardinal provides residents with a plan for long-term independence and peace of mind for the future. The personalized range of health care options on site includes assisted living, memory support, skilled nursing and in-home care. The Cardinal also takes a proactive approach to maintaining the health of residents by providing exercise, wellness, educational, social and recreational opportunities and by promoting proper medical care.

Partnership with Duke University Health System

The Cardinal relationship with Duke University Health System provides world-class health and wellness services to residents through a fully-integrated health and wellness center. Although it is increasingly common for retirement communities to partner with health systems, The Cardinal's affiliation with Duke University Health System also offers unique lifelong learning and wellness benefits.

The Duke Center for Living, a model program recognized locally and nationally for excellence, will help residents make positive, healthy and lasting lifestyle choices. Duke University Health System will manage and provide physicians and medical direction for the community. Amenities include a fully-equipped fitness center with state-of-the-art equipment and heated indoor pool.

The Cardinal's on-site primary care clinic will provide routine physical care, as well as treatment for minor illnesses and injuries. Progressive levels of health care are available. Residents also will benefit from a personal liaison with Duke Raleigh Hospital to help coordinate regular health screenings and schedule doctor visits.

Center for Active Aging

Duke University is dedicated to providing excellent education for adult learners through its Osher Lifelong Learning Institute and membership in the Osher Lifelong Learning Network. Residents will enjoy an array of these continuing education and healthy living courses, as well as social events, guest speakers, short trips and special interest groups.

World-Class Health Care Close At Hand

In addition to The Cardinal's on-site primary care center, Duke Raleigh Hospital is located less than one mile away and brings the entire Duke University Health System closer to home. The affiliation with one of the area's largest and one of the country's best health care systems provides access to the most advanced technology, cutting-edge medicine and a wider range of medical professionals who can provide care for Cardinal residents in Raleigh. Duke University Health System includes Duke University Medical Center in Durham, N.C., which is ranked tenth on the *U.S. News & World Report* 2009 list of the country's best hospitals. Thirteen of its programs ranked among the top 20 of their kind.

Frequently Asked Questions

What is The Cardinal at North Hills?

Located in the heart of Raleigh's Midtown, The Cardinal at North Hills is a continuing care retirement community (CCRC) scheduled to open in 2011. The Cardinal will integrate senior living within a vibrant, urban, multigenerational and pedestrian-friendly community that enhances residents' well-being and active lifestyle.

What is a CCRC and how does it differ from other senior living options?

Unlike other senior living options, CCRCs ensure residents that a full continuum of health care accommodations and services is available on site. In addition to a variety of independent living options, Cardinal residents have priority access to assisted living, memory support, skilled nursing and in-home care, if needed. In other retirement communities, residents may be required to leave when their health needs change. By offering a variety of options, services and programs, CCRCs support residents in a lifestyle of independence and wellness, which includes a plan for the future.

Some studies report that CCRC residents enjoy a longer, happier lifespan than those older adults who choose to remain in their own home. This may be because CCRCs take a more active approach to supporting residents in maintaining good health habits and more active lifestyles. Many CCRCs encourage exercise by providing recreational opportunities and promoting proper nutrition. Most CCRCs provide comprehensive meal options, promote proper medical care, and have health and dental services on the campus. In addition, they promote social interaction and lifelong learning through a range of social and educational programs.

What distinguishes The Cardinal at North Hills from other CCRCs?

The Cardinal is distinctive from other full-service retirement communities because it is located within a vibrant neighborhood that combines the convenience of an urban, walkable lifestyle with a community that includes people from all ages and lifestyles. This is a place where family and friends will like to visit. And when they do, residents and their guests can enjoy dining, shopping, recreation, live music, cinemas, art galleries and coffee shops together.

The Cardinal's relationship with Duke University Health System will deliver unparalleled opportunities for customized health and wellness services. The onsite Duke Center for Living, a nationally recognized model, will help residents make positive, healthy and lasting lifestyle choices. Amenities include a state-of-the-art fitness center, walking/running track and heated indoor pool. Duke physicians will provide medical direction for the community, routine physical care at the onsite primary care clinic and, via Duke Raleigh Hospital, a personal liaison to help coordinate health screenings and doctor visits.

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Duke University will provide excellent education for adult learners through its Osher Lifelong Learning Institute, offering an array of continuing education and healthy living courses, as well as social events, guest speakers and excursions.

Perhaps most distinctive of all is The Cardinal's shared appreciation entrance fee program. The Cardinal at North Hills offers a 90 percent refundable entrance fee program, which delivers a known and certain return. In addition to the guaranteed 90 percent refund, residents also receive a 50 percent shared appreciation incentive, returning half of any increase in their residence's value when the entrance fee is refunded.

What types of residences are available?

The Cardinal will offer a variety of graciously-appointed one- and two-bedroom floor plans ranging from approximately 900 to 2,500 square feet. Residents choose from high-end standard and upgrade interior finishes and appliances. Some floor plans offer a study or sunroom. Each residence features a private terrace; individual heating and air-conditioning controls; washer/dryer; smoke detection system; emergency response system; full kitchen with range, microwave oven, refrigerator and dishwasher. Underground parking is provided for the comfort and security of Cardinal residents.

What services and amenities does The Cardinal at North Hills provide to its residents?

The Cardinal at North Hills offers the comforts of home with the services and amenities of a resort. Residents focus on living life to the fullest with family and friends, while Cardinal staff attends to the day-to-day details.

SERVICES:

- Monthly dining allowance
- Weekly housekeeping & linen service
- Home maintenance & repair
- All utilities, phone, cable & Internet services
- Daily educational, social & recreational programs
- On-site access to Duke exercise, health & wellness programs
- 24-hour staffing, security & emergency response systems
- Concierge services

AMENITIES:

- Easy access to North Hills restaurants, shopping & entertainment
- Multiple dining venues
- Tavern
- Creative arts studio/classroom
- Billiards/game room
- Spa services
- Fully equipped fitness center with heated indoor pool
- Duke Center for Living
- Underground parking

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Who are the key partners at The Cardinal at North Hills?

A great venture begins with a great team. With nearly 200 years of collective experience from **Kane Realty Corporation**, **Drucker & Falk LLC**, **Duke University Health System** and **Banyan Senior Living**, The Cardinal will be locally owned by area business and community leaders; provide health and wellness programs and services through one of the country's most renowned health care providers; and be operated by industry experts in retirement community development, sales and management.

Key Partners

Focused on the development and management of retail, office, residential, senior living and mixed-use properties of the highest quality, **Kane Realty Corporation** is dedicated to the goal of creating irresistible places where people will naturally want to gather. Through concern for smart growth and meticulous attention to detail in every aspect of the property from design to management, Kane's mission is to build places that improve the quality of life of their businesses, their employees, residents and visitors.

Raleigh-based **Drucker & Falk, LLC** is a full-service real estate company that has grown to be among the 50 largest property management firms in the nation since 1938. In the past 10 years, since the development of its senior living department, Drucker & Falk has turned that history of real estate and property management toward the retirement community. Since then, Drucker & Falk, LLC has successfully aligned itself with leaders in the senior housing industry to provide solutions for this rapidly growing group.

Working Relationships

Through our relationship with **Duke University Health System**, Cardinal residents will enjoy convenient access to world-class health and wellness services including the Duke Center for Living, primary care, educational seminars featuring Duke Physicians and more.

For more than 20 years, **Banyan Senior Living** has focused on the development and management of retirement communities, earning a stellar reputation in their field. For this reason, Banyan will lend its expertise to the ownership group, bringing their award-winning experience to the management of The Cardinal at North Hills.

Duke University Health Systems & Banyan Senior Living have no financial or contractual obligations to residents of The Cardinal.



Key Partners and Working Relationships

Kane Realty Corporation

Kane Realty Corporation develops and manages high quality retail, office, residential, senior living and mixed-use properties. Through concern for smart growth and meticulous attention to details – from design to management – Kane's mission is to build places where people naturally want to gather and that improve the quality of life for businesses, employees, residents and visitors. www.kanerealtycorp.com

Drucker & Falk LLC

Drucker & Falk LLC, offers a full array of investment real estate services, including multi-family and commercial management, commercial sales and leasing, and senior housing. www.druckerandfalk.com

Duke University Health System and Duke Raleigh Hospital

Duke University Health System is one of the area's largest health care systems and one of the country's best. It includes Duke University Medical Center in Durham, N.C., which is ranked tenth on the *U.S. News & World Report* 2009 list of the country's best hospitals. Thirteen of its programs ranked among the top 20 of their kind. www.dukehealth.org

Duke Raleigh Hospital, located less than one mile from The Cardinal at North Hills, is also part of the world-renowned Duke University Health System. The 186-bed acute-care facility offers a cancer center, orthopaedic center, diabetes center, wound healing center, 24-hour emergency department, intensive and critical care, cardiovascular center, cardiac and pulmonary rehab wellness services, and community education. www.dukeraleighhospital.org

Banyan Senior Living

Banyan Senior Living is a developer and manager of continuing care retirement communities in the Southeast. The company provides services for more than 1,800 independent living units, 750 assisted living units and 175 special care units. www.banyanseniorliving.com

Perkins Eastman

Perkins Eastman is an global architecture and design firm with practice areas including education, housing, health care, senior living, corporate interiors, cultural institutions, public sector facilities, retail/mixed-use and urban design. www.perkinseastman.com

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Location

North Hills is a 150-acre destination of sophisticated living, luxury hotel rooms, Class A office space, a continuing care retirement community, green space, a 14-screen movie complex and entertainment venues, premier dining, salons and spas, high-end boutiques, national retail, and a state-of-the-art 60,000-square-foot athletic club. The defining presence of burgeoning Midtown Raleigh, North Hills is the recipient of numerous awards and accolades for its pedestrian-friendly and sustainable design, which has made it one of America's premier urban mixed-use developments.

What is nearby?

In addition to the amenities North Hills offers right outside residents' doors, The Cardinal is centrally located at the corner of one of Raleigh's main thoroughfares, Six Forks Road and the I-440 beltline. With its own beltline exit, North Hills provides easy access to Cary and other Wake County communities, as well as convenient access to Interstate 40. This means that Research Triangle Park, Durham and Chapel Hill are only minutes away.

Why Raleigh, N.C.?

The Triangle is known as one of the best places to live, work and play, regardless of age or lifestyle. Raleigh has enjoyed accolades as one of the fastest-growing cities, one of the best places to raise a family, one of the best cities for technology, and one of the cities with the lowest costs of living. Some of the nation's highest ranked professional and amateur sports teams are located in the Triangle, including the Stanley Cup-winning Carolina Hurricanes; North Carolina's professional soccer team, the Carolina Railhawks; and professional baseball favorites, the Triple A Durham Bulls and Double A Carolina Mudcats. Three of Tobacco Road's legendary Atlantic Coast Conference basketball teams are here, too – N.C. State Wolfpack, UNC Tarheels and Duke University Blue Devils – putting the nation's most notorious college basketball rivalries right in our backyard.

Raleigh also has recently received high recognition for its research and development activities and is a haven for retired professors, doctors and high-tech professionals. According to *Fast Company*, the area offers a wealth of creativity, a high-skilled and educated workforce, and a superior quality of living.

Points of Interest

Raleigh-Durham International Airport

12 minutes and 1 stoplight away

Duke Raleigh Hospital

Less than 1 mile away

RBC Center

2 stoplights away

Downtown Raleigh

4 miles away

N.C. State University

5 miles away

N.C. Museum of Art

Less than 5 miles away

Progress Energy Center for the Performing Arts (home of the N.C. Symphony)

7 miles away

People

Martha Grove Hipskind, Director of Senior Living, Kane Realty Corporation
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Martha Grove Hipskind, MSPH, is a gerontologist based in Raleigh, N.C. She has served as a consultant for issues related to aging, provided care management services to families, educated and trained in a wide variety of community and professional settings, and provided organizational consulting to health care systems, senior living providers, and faith communities. In her role as director of senior living for Kane Realty Corporation, Hipskind oversees development of The Cardinal at North Hills.

Hipskind also is involved in education and training in a wide variety of community and professional settings as a frequent speaker and published author. She has served as a presenter for the Assisted Living Federation of America and the Carolinas Society for Healthcare Planning and Marketing.

Hipskind also speaks locally on topics such as aging issues for families, caring for the caregiver, understanding memory care with age, how to choose a new living arrangement, brain fitness for all ages and stages, and planning for long-term independence.

Hipskind's published works have appeared in *Fifty Plus*, *The NCALA Advisor*, *Work & Family Life*, *Carolina Health Services and Policy Review* and the International Council on Active Aging *Developer's Guide*.

Hipskind received her Master of Science in public health from the University of North Carolina at Chapel Hill and her bachelor's degree in gerontology from the University of North Texas in Denton.

People

Patricia Pratt, Senior Director of Sales and Marketing, The Cardinal at North Hills
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In her position, Patricia Pratt oversees day-to-day sales and marketing for The Cardinal at North Hills in anticipation of the community's grand opening in 2011.

Pratt comes to The Cardinal with more than 25 years of experience and leadership in business, education and health service enterprises, as well as human resource management, marketing, sales and advertising. She specializes in helping develop, grow and renovate continuing care retirement communities (CCRC). Most recently, Pratt oversaw the day-to-day sales and marketing of a \$90 million CCRC expansion in the Triad area of North Carolina.

Pratt began her career in senior housing and health care services in California, serving in both operational and corporate positions with a large San Francisco Bay-Area based, multi-site provider of CCRCs. As a corporate director of marketing and sales, she consulted with 17 locations in the development and implementation of marketing plans for each site.

Pratt received her Master of Arts in human resources management from the University of Redlands in California and her bachelor's degree in entrepreneurial business from Ottawa University in Kansas, where she graduated magna cum laude.