## OUTLINE OF WITNESS TESTIMONY Alice Katz, President The Vinca Group

## **Expert in Financial and Market Analysis for Assisted Living Facilities**

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	Introduction
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- A. The Vinca Group
- B. Experience and Expertise
- II. Unique Characteristics of Assisted Living (CCRC) Buildings
- III. Market Demand for Assisted Living Facilities in the DC-MD Region
- IV. Financial Demands of Assisted Living Facilities
  - A. Data Analysis
  - B. Operational Requirements
  - C. Lender/Financing Requirements
  - D. Minimum Number of Units Required for Financial Viability
- V. Conclusion