



Sober Apartment Living, Co. was founded upon the premise that lasting drug and/or alcohol addiction recovery is greatly enhanced by an intensely supportive sober living environment after rehab that best reflects the “real world”. SAL is a 501 (c) (3) non-profit company that provides this very solution: real-life surroundings complemented with an array of support resources. Our affordable apartment-style, sober-living setting not only allows residents to gain strength, confidence, and conviction for their daily challenges, but SAL also helps prepare them for a life-long success of sobriety!

SAL is designed to provide on-site assistance and resources that cover all the areas needed to maximize the chances of avoiding relapse. We are not a rehab, therapy or clinical service provider. Our unique model encompasses four broadly defined areas:

- 1) **Lifestyle** – *Providing a Sober, Real-World, & Social Community*
- 2) **Recovery Support** – *Nurturing Mind, Body & Soul*
- 3) **Life Planning Skills** – *Going Beyond Recovery*
- 4) **Affordability** – *Making It Work*

Our goal is for residents to not only maintain sobriety, but find lasting contentment, purpose and direction.

## **Benefits of Our "Sober Apartment Living"**

- **Lifestyle**

- Belong to an embracing community that can change your life
- Apartment style living mirrors "real-world" living
- Nicely furnished apartments in remodeled condition with comfortable, quality beds
- Social events regularly organized to help meet other sober residents--ensures a "fun factor" missing from typical sober living houses and critical to lasting recovery
- Rules and resident obligations enforced by managers ensure an on-going sober environment with all residents contributing to maintaining a clean, orderly and positive environment
- Four residents per two-bedroom apartment with the option to ultimately transition into a single unit or a single room within our supportive program if desired
- Transportation assistance, access to SAL owned communal bikes, and ready access to public transportation
- All-male and all-female shared apartments

- **Recovery Support – Mind, Body & Soul**

- Live-in Managers -- The daily extra support recovering residents need provided by trained managers who have successfully navigated recovery themselves and are passionate to help
- Group community service projects organized and led by the SAL managers, with an emphasis on the homeless and addicted
- Regular in-residence group meetings covering a variety of topics including coping support, healthy eating and cooking, meditation, and conflict resolution
- On-site fitness equipment, group discounts and training sessions with nearby health clubs, and eventually on-site yoga sessions
- Exposure to a variety of spiritual outlets/resources that are pre-qualified for being especially sensitive and relevant to the struggles and needs of SAL residents

- **Life Planning Skills**

- Job search and career planning assistance including partnering with nearby employers—helps all residents maintain a job
- Life-Skills development sessions provided in group & individual meetings, covering such topics as: Budgeting Your Money, Dealing with Difficult People, Improving Your Credit Score, and Time Management
- Access to copier and printer for work & job-hunting activities

- **Affordability**

- Monthly fee is even less expensive than the cheapest apartment rents in the area, and being a non-profit, SAL can make further reductions to these rates in select cases for deserving individuals
- Fee includes apartment residency, utilities, fitness equipment, drug-testing, and WIFI/cable

Relapse rates are high when going from even a high quality recovery/rehab program directly back into a "normal" living environment. Additionally, existing sober living options are comprised of either a) high end houses that are much too expensive for the vast majority of recovering substance abusers, or b) unappealing tract houses packed with 6-12 self-policing residents, and with both these options offering no real support resources. The lower end houses are often downright dismal, and even these can be prohibitively expensive. Ongoing sober living cost after rehab is not covered by any insurance. Rent, security deposits and furniture are a major hurdle for most individuals coming out of a recovery program. The end result of all this is universally high relapse rates and the cycle continues downward to a sad ending. The cost of this downward cycle to families, communities and governments/taxpayers is extraordinary and increasing.

SAL is a critical missing piece in a lasting recovery process. We strongly believe relapse rates will be dramatically lower for SAL residents than current norms. This not only saves lives and families, but enhances communities and reduces government spending. We are committed to continually evolving and improving the SAL model, community, and resources to maximize the chances for our residents leading productive, contented lives. In return, residents are required to be responsible, contributing members of our SAL community and the community at large. An additional goal is to have residents pay it forward helping other recovering individuals (maybe even becoming future SAL managers), providing a long term multiplier effect.

In late 2017 we opened a small-scale SAL model in Phoenix with leased town houses in the back of a large apartment community. Our on-site managers, residents, board members and numerous leading recovery programs have been helping us refine all aspects of this model. In October 2018, a group of supportive investors (including SAL board members and Advisory Board members) purchased an ideal apartment complex near downtown Scottsdale and they are master leasing the entire complex to SAL. Your donations will allow us to transition this apartment complex to the SAL model, furnish all the units nicely for SAL residents, and offer a comprehensive scope of ongoing support, all at an affordable cost. A purchase versus master lease analysis will be performed at each new location going forward. In cases where we initially master lease (such as the Scottsdale location), we also have a multi-year option to purchase at an attractive price. Initial metro areas of focus are Phoenix and Denver, but the SAL model will expand nationally over time.

### **SAL in SCOTTSDALE**

The El Dorado is a 32 unit apartment community very near downtown Scottsdale. SAL can accommodate 100 residents in addition to providing private units for the on-site management team. The property is unique as it is situated in a highly desirable area within walking distance to many restaurants, coffee shops, retail stores, technology companies, and two major medical centers. This will provide employment opportunities with career paths for SAL residents. The surrounding neighborhood is quiet and safe, and El Dorado is at the end of a cul-de-sac. Located at 6825 E 4th Street in Scottsdale, the property is situated a few blocks West of North Scottsdale Road, the main thoroughfare through Old Town Scottsdale. Many of the leading recovery centers are also nearby, offering both employment opportunities' and continuing out-patient counseling.

#### **Property Highlights**

- The property was constructed in 1960 from solid block and concrete

- Recently renovated common area including new outdoor seating areas and pool furniture and the addition of a sand volleyball court
- Both covered parking (33 spaces) and street parking are available
- Two-story walk up asset with a mixture of studio (1), one bedroom (9), two bedroom (21) and three bedroom (1) units surrounding a community common area
- All 2 bedroom units have 2 bathrooms, a unique aspect given the vintage of construction
- Large pool area with and nicely landscaped gathering spaces, a volleyball court and a fire pit
- Private fitness center for the residents and office for the on-site managers
- Controlled access with courtyard security gates and perimeter security cameras
- Terrific location with easy access to Downtown Scottsdale and the Arizona Loop 101 Freeway (3.5 miles east of the property)
- The Arizona Canal Trail is only 0.3 miles from the property—ideal for biking, hiking, walks









**For donations or additional information:**

**Sober Apartment Living, Co.**

**265 Monroe Street**

**Denver, Colorado 80206**

**Phone: 7 2 0 / 4 3 2 – 5 6 2 1**

**[www.SoberApartmentLiving.com](http://www.SoberApartmentLiving.com)**

## Board of Directors

### **Craig Zoellner**

#### **Chairman and Treasurer**

**Overview:** Craig began his career with a Fortune 200 company doing acquisitions and strategic planning. He has spent the last 25+ years building and developing national companies in fragmented industries by partnering with leading industry participants. Craig worked with each industry group in areas of strategic planning, financial analysis, sourcing required capital at the lowest cost, purchasing, systems and controls, acquisitions, facilities relocation / expansions, budgeting, competitor analysis, insurance, cash management, and general infrastructure development. Craig has managed two private investment companies and has been responsible for over 50 company acquisitions and sales as well as numerous private investments in real estate and venture capital. He has also been a partner with a national commercial real estate investment and management company since 2003.

**Companies:** Sober Apartment Living, Co.; Boise Cascade Corporation; Southwestern General Corp; Bace Industries; Bace Capital Partners; RentX; Building One Services; Medical Logistic Solutions; Baceline Investments; and Bace Growth Partners.

**Education:** Bachelors – Colorado College; MBA – Stanford University.

## **Jeff Lovill**

### **Vice Chairman and Secretary**

**Overview:** Jeff brings over 30 years of business experience, with a focus in training, business development, strategic partnerships, and employee & customer relations. Jeff's broad industry experience varies from communications to aerospace / defense contracting, and from the entertainment industry to logistic services. In recent years, Jeff's focus has been working with hyper-growth companies, expanding them into multi-regional, national, and international platforms and marketplaces—focusing on systems, processes, training and organizational development activities. Jeff also served as a “trusted advisor” in the sales and marketing side of business development, concentrating on partnership development, business initiatives, and critical success factors within the sales-cycle process.

**Companies:** Sober Apartment Living, Co.; Motorola; McDonnell Douglas; CareerTrack; United Artists; Nortel Networks; Medical Logistic Solutions; and Bace Growth Partners.

**Education:** Bachelors – Northern Arizona University (NAU); Masters – NAU; Ph.D. – Arizona State University

# **Christina Gorman**

## **Director**

**Overview:** Christina has worked on a clinical level in various aspects of behavioral health including IOP (Intensive Outpatient Programs), PHP (Partial Hospitalization Programs) and RTC (Residential Treatment Centers). While Christina's career originated in sales and marketing for a Fortune 500 company on a team ranking #1 in the nation for sales, her passion for relating to and helping others led her to pursue a Master's degree in Counseling Psychology with an emphasis on co-occurring mental health issues including substance abuse, eating and mood related disorders. She began her career working in outpatient practices in Chicago. Christina served for nine years with Acadia Healthcare in a variety of business and program development roles helping to build one of the nation's premier treatment facilities for girls and women struggling with complex co-occurring disorders. The scope and depth of her understanding of the behavioral health landscape has led her to consult for private equity and venture firms providing input on the state of the industry focusing primarily on psychiatric and addiction treatment facilities, acquisition opportunities and technology companies within the behavioral health sector. She is currently serving as Regional Director of Clinical Outreach for Newport Academy, an adolescent and young adult residential treatment provider with several locations nationally.

**Companies:** Newport Academy; Acadia Healthcare; Timberline Knolls Residential Treatment Center

**Education:** Double Bachelors--San Diego State University; Masters--DePaul University--Chicago

## ADVISORY BOARD

### Mike Zoellner

**Overview:** Mike spent 17 years working for a major national apartment development and management company before founding his own company, RedPeak Properties in 2002. RedPeak is one of the leading apartment development, investment and management companies in Colorado and has been recognized for outstanding property management and tenant satisfaction. After leaving RedPeak in 2017, Mike is currently the founder and owner of ZF Capital. Over his multi-family career, Mike was responsible for operations and development including the construction or purchase and redevelopment of over 70 apartment projects totaling over 11,500 units. Mike will advise SAL as we evaluate apartment complexes to purchase or lease, and in the efficient property management of our complexes.

**Companies:** Lincoln Property Company; Legacy Partners; RedPeak Properties

**Education:** Bachelors and JD, Creighton University

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### Scott Fisher

**Overview:** Scott is a Principal of Baron Properties and Mountain West Industrial Properties. Headquartered in Denver, Baron is a leading developer/owner of apartment communities having developed or purchased in excess of 15,000 units. Baron's current portfolios consist of approximately 3,500 units in Denver, Dallas, Houston and Phoenix. As Scott has extensive experience in multiple markets including Phoenix, Scott will advise SAL on its search for apartment communities to acquire or lease.

**Companies:** Baron Properties, Mountain West Industrial Properties, LIV Urban, Essex Financial Group.

**Education:** Bachelors, University of Nebraska at Kearney.

## **John Amato**

**Overview:** In 2014, John joined the Board of Directors for “Living In Recovery,” a Howard County, MD based non-profit helping men and women remain in recovery from drug and alcohol addiction. He is currently in his 2nd term as Board President. LIR has provided recovery housing for more than 200 men and women since inception and more than 65% have remained clean and sober during their stay. John’s recent career has been with Expense Reduction Analysts, helping companies recover cash from their operating expense base for 25 years across 31 countries. Prior to joining ERA, John was Senior Vice President, Operations for SunTrust Equipment Finance. During his career, John held increasingly senior roles in the financial services industry with three banks, a credit union, an asset recovery firm and a call center outsourcer.

**Companies:** Living in Recovery; Expense Reduction Analysts; Sun Trust Equipment Finance

**Education:** Bachelors, University of Northern Colorado.