

# The Independent

NEWS & INFORMATION FOR THE ENRICHMENT OF INDEPENDENT RETIREMENT LIVING



Steve Roskamp



Greg Patterson

## A CONVERSATION WITH STEVE ROSKAMP & GREG PATTERSON

*In this issue, Steve Roskamp and Greg Patterson talk about the progress of their creative Freedom Purchase*

*Program, what it's meant to prospective buyers and an additional incentive made possible by a new federal law – a \$6500 tax credit for buyers.*

***It's been nearly a year since you began the Freedom Purchase Program and we want to discuss how it's been going.***

**Steve:** We're very pleased with how it's worked out and we're pleased for a number of reasons.

**Greg:** One of those reasons is that because of the program a lot of wonderful seniors haven't had to defer their dream of carefree retirement living.

**Steve:** Exactly. As everyone knows the economy has only started to recover from one of its worst historical downturns, and that the housing market was particularly hard hit. That left a lot of seniors afraid to make a move.

**Greg:** The Freedom Purchase Program removed that fear. It has allowed our residents to make a move without worry.

**Steve:** That's the thing we're most pleased about.

**Greg:** Plus, seniors can enjoy the benefits of living at Jacaranda Trace even before they move in.

***Can you tell us more about the benefits that someone can take advantage of before they move in?***

**Greg:** One of the benefits is access to our wonderful dining room so you can enjoy the delicious meals prepared by our Executive Chef. You'll have access to all of our Clubhouse amenities, including the social and recreational activities that take place here. It's a wonderful way for you to start establishing relationships, get to know your new neighbors, and begin to form new friendships.

**Steve:** You will also be able to use our Clubcare Home Health Services in your present home, which can be a great help. In addition, to help facilitate your move, you'll have the services of a Move-in Coordinator to help with all the details of preparing for the move.

***Can you give us some more details about the Freedom Purchase Program?***

**Steve:** We've **Reduced Prices, Extended Closing Dates** and will **Assist with the Sale of Your Current Home**. We're guaranteeing the price and your unit of choice with just a minimal deposit. We're also allowing new residents to move in before they close.

**Greg:** Our Preferred Realtor Program provides you with a full-time, professional realtor with one of the top-producing brokerage firms in Sarasota and Manatee counties. You will realize a quicker sale at a higher price with less stress utilizing the resources and marketing plan designed just for you.

***Since starting the Freedom Program, the Preferred Realtors' average marketing time to sell our resident's home has been 56 days compared to the general market which has been 202 days!***

**Steve:** We're providing a complimentary competitive market analysis and offering a \$500 credit towards professional home staging services to help facilitate the sale of your home.

***You mentioned delaying closings?***

**Greg:** We're also allowing our residents the ability to extend their closing date up to 24 months, so they have plenty of time to sell their current home. We don't want anyone to feel pressured by the current market.

**Steve:** Plus, you have the option of moving in to your new residence before you close on it. If you do, you'll receive up to \$500 off your Monthly Service Fee to compensate for the expenses of maintaining your existing unsold home.



***Right now, people who are interested in moving have an additional incentive beyond everything the Freedom Purchase Plan offers...***

**Greg:** It's a significant incentive. As part of the government's efforts to kick start the housing industry, a \$6500 tax credit is being provided. Anyone who has spent five consecutive years out of the last eight in a home is entitled to this tax credit when they buy a new home. Jacaranda Trace qualifies under this law.

**Steve:** To be eligible, all you need is a signed contract by April 30th and to close on the new home by June 30th.

**Greg:** It's crucial for people to know that they don't have to have their present home sold to qualify. They only have to have a signed contract and closing with Jacaranda Trace, making it your new primary residence.

**Steve:** This \$6500 can offset any income taxes you owe. If your retirement income is structured so that you don't owe any taxes, it will come to you as a rebate.

***So people really don't have any reason to delay their dreams?***

**Greg:** We've always believed in doing the most we can for our residents whenever possible, which all ties back to Bob Roskamp's philosophy of love, support, and security. If we can do that, then we feel we've done something important.

A Special Edition For

# Jacaranda Trace

...the smart choice in senior living!

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***"People with many interests live, not only longest, but happiest."***

~ George Matthew Allen



**You Are Always Welcome To Contact Us To Schedule A Free Luncheon & Discovery Tour At Your Convenience  
Call Us Today – (941) 408-2050**



## A LETTER FROM THE EXECUTIVE DIRECTOR

### A Look Back, A Look Ahead...

With a promising new decade dawning, this seems like the perfect time to reflect on the nearly ten years since Roskamp Patterson assumed management of Jacaranda Trace, look at all we've accomplished and our plans for continuing to keep this one of the Sun Coast's premiere retirement communities.

It was early in 2001 when Bob Roskamp, already a legend in the construction and management of retirement communities, was approached about taking over a development being built in Venice that had run into problems. Bob did his usual due diligence, assembling a team to do market studies and investigate the viability of just such a community. Steve Roskamp and Greg Patterson assigned me to be a part of that team, and so it was then my own happy relationship with the community began.

After much study, research, and considerable face-to-face time with residents to establish open positive, communications, Roskamp and Patterson Management officially assumed control of the property in February of 2002.

At that time only two of the planned four Whittier Manor wings were complete and had residents living in them. The other two wings were still under active construction. The Clubhouse was a shell with no drywall or concrete. And the anticipated Phase 2 of the project, Barclay Manor, was a sea of concrete pilings badly in need of a redesign that better reflected the Roskamp Patterson vision.

Over the next several months, we worked frantically to deliver to our residents the lifestyle and services they expected and deserved. Our efforts bore fruit and in October of 2002 we were able to serve our first meal in the Dining Room, now the Grand Parlor, of the Clubhouse. It was, for all of us, an important milestone in the development of Jacaranda Trace.

Soon, to meet growing demand, the 20 villas on the perimeter of the property were increased to 47. Construction was completed on the newly redesigned Barclay Manor and people started moving in September of 2007. Extensive renovations to the 86,000 square foot Clubhouse were completed that included a new, 6,000 square foot dining room, three restaurants, a fitness center, lounge, pool and the creation of Clubhouse's centerpiece, the Grand Parlor.

As I look back, I'm proud of what we've accomplished over the last decade and we look forward to doing even more. The Freedom Purchase Program is bringing new residents – really, new friends – here. We look forward to continuing to provide them and you with the same high level of service, comfort and sense of security now and in the future.

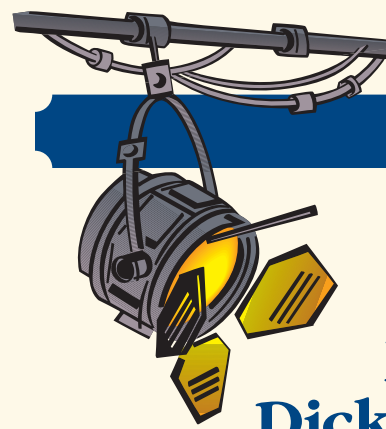
**John Coulis**

*Executive Director / Jacaranda Trace*



## CALENDAR HIGHLIGHTS

- Apr 9 . . . . . Venice Gondolier's Concert**
- Apr 20 . . . . . Venice Art Center Opening Reception**
- Apr 28 . . . . . Venice Historical Society presents  
"Intra Coastal Waterway" (Part 4 of series)**
- May 2 . . . . . Jewelry Show**
- May 4 . . . . . Acoustical Guitar Concert**
- May 9 . . . . . Mother's Day Entertainment**
- May 19 . . . . . Venice Historical Society presents  
"Imagining Venice" (Part 5 of series)**
- May 21 . . . . . Pensacola & Tallahassee Bus Trip**
- Jun 9 . . . . . Venice Historical Society presents  
"Good Old Days in Venice" (Part 6 of series)**



## RESIDENT SPOTLIGHT

### Meet Dickey & Val Everson

*Jacaranda Trace Residents*



Our Freedom Purchase Program has made it easy for Dickey and Val Everson to downsize from their large home in Nokomis to a condo here at Jacaranda Trace. It hasn't been easy to downsize their collections of antique collectibles. Many of us are already familiar with their snow village, which was on display at Barclay this past holiday season.

"The snow village collection started as something to put under the tree. Somehow it turned into a small city with over 150 pieces," the delightful Dickey Everson tells us.

The snow village is only one a number of collections, which includes over 4500 sewing thimbles, sewing items such as needle cases, pin cushions, sewing birds, scissors and, well you get the idea. And then there's the collection of June McKenna Santas, miniatures of all the lighthouses in the United States and Val's duck decoys.

Happily, their five children and six grandchildren are taking many of these treasures and the Everson's will be bringing their antique furniture with them here. Many of these things are family heirlooms and pieces Val picked up while in the antique business in their native Connecticut.

Dickey and Val met at a dance on Long Island Sound and were high school sweethearts. They moved to Nokomis in 1995 and have been married nearly 60 years. Val was an Insurance agent and an antique dealer, and Dickey was a Licensed Practical Nurse for 22 years, a career she began after raising her family.

"We used to come here winters when I had vacation time and I always hated to leave. So this is where we decided to retire. It was an easy choice. So is moving to Jacaranda Trace. And the Freedom Purchase Program made it an easy thing to do," Dickey says.

They're looking forward to the move and beginning a new collection – the friends they'll make here.



## A WORD FROM OUR STAFF

### Hollee Neitzey

*Dining Room Supervisor*

Hollee Neitzey is a newcomer to Jacaranda Trace, having started in her position as Dining Room Supervisor this past December. But she felt a part of our family almost immediately when Mrs. Daiber, one of our residents, gave her a big hug when she first arrived.



"It was just the sweetest thing and made me feel so welcome," Hollee tell us. "It's another reason I love my job here. Everyone, residents and staff alike, are so thoughtful and kind. It makes me want to do all I can for them."

Hollee moved to Florida when she was ten, grew up in Sarasota, attended Riverview High and then went on to Manatee Community College. She was still in high school when she went to work in the senior living field. She spent ten years in the business before coming to Jacaranda Trace – working her way up from waitress to Assistant Dining Room Supervisor, learning the business as she went.

Hollee lives in North Port with her husband, David, and her little girl, Hailey, who is now three and a half. Hollee calls her "my life."

"When commuting to my previous job, I'd pass Jacaranda Trace and think what a lovely place it is and how nice it would be to work here. One day I just decided to leave an application and see what happened. Within a week, I heard from John Dutton, the Food and Beverage Director. We talked and he offered me this job."

Hollee, whose duties include scheduling the staff, typing menus and making sure at the end of the day that the dining room is ready for the next day, is thrilled she made the decision to come here.

"After ten years at my last job, I knew it was time to make a change. And I couldn't be happier. Being here has just been awesome," she says with her usual enthusiasm.

We think Hollee's pretty awesome and we're glad she made the move to Jacaranda Trace.



# “An Apple A Day”

*The Latest News In Senior Health*



## The Inn at Jacaranda Trace An Unparalleled Range of Services...

Our mission is simple, to keep people physically, mentally and emotionally engaged in life. Too many people think that assisted living somehow means the end of a good quality of life. It doesn't. We work hard to provide a level of care that makes every moment meaningful and fulfilling.

To that end, the Inn offers an unparalleled range of services and amenities, including use of the wellness center, heated pool and Jacuzzi, concierge services and activities that include a Friday night social Happy Hour, entertainers, lectures on a variety of cultural subjects, arts and crafts for creative expression, our library, a movie lounge and transportation. The Inn also has a licensed nurse on campus five days a week and on call 24/7 in addition to certified nurses assistants around the clock to help with dressing, bathing and medication management.

Units at the Inn are available to both residents and non-residents of Jacaranda Trace. Keeping families together whenever possible is the goal. And we encourage out-of-town family members to visit as we have accommodations available for them. Being surrounded by loved ones is so important.

Because of the level of care we provide we see our residents begin to thrive, despite their physical or mental limitations. They begin to engage in life's activities and experience it's possibilities again. That's what it's really all about.

**For details about The Inn at Jacaranda Trace, contact us at 408-2061 or visit us at [www.JacarandaTrace.com](http://www.JacarandaTrace.com).**



## “Let's Eat!”

*Food & Nutrition For Seniors*

**International Theme Nights:  
Your Passport to a World of Wonderful Food!**



Now, you can travel around the world without having to pack a bag or book a flight. You only need to call the dining room and make reservations for one of our International Theme Nights like a “Night in Singapore” that featured Saki Sea Bass in parchment with lemongrass scented coconut and roasted pear with sesame seeds for dessert. Before dinner, Chef Ted hosted a cocktail reception with Chicken Thai Spring Rolls and Curried Shrimp. During dinner an Indonesian dancer performed native Asian dances, while the ladies on the staff dressed in sarongs and the gentlemen wore Asian styled hats.

The idea was hatched nearly a year ago, when the Reader's Theater Group from the Sarasota Bay Club performed here. The evening was such a success, Chef Ted and John Dutton, our Food and Beverage Director, decided to create menus around international theme nights complete with live entertainment.

To give you just a small sampling of what these two creative fellows have cooked up, we “traveled” to India for Tandoori Grilled Chicken with a Buttermilk Panna Cotta and a Vanilla Saboyon dessert; England for Yorkshire pudding with a merlot gravy; and Spain for Paella. And we've been doing wine pairings as well, matching a Chianti with our Italian themed night and Kourtaki sweet red wine, chosen by our Executive Director John Coulis, who is Greek, to go with our Greek themed dinner. And there's been live entertainment at every event.

So get on board. We'll be celebrating Easter, October Fest and a host of other holidays and countries in the coming months. You can book passage simply by calling our dining reservation's desk at 408-2027.



## ROSKAMP INSTITUTE MATTERS OF THE MIND

### Consider The Numbers of Alzheimer's...

According to the Alzheimer's Association, 5.3 million American's have the disease. 9.9 million of their caregivers are unpaid. In Florida, the number suffering is somewhere between 250,000 to 500,000. It costs 148 billion dollars a year, tripling healthcare costs for seniors. It is the nation's 6th leading cause of death. And there is a new case diagnosed every 70 seconds. Which means that this disease will almost certainly touch us, someone we love, or some one we know.

All of which makes the research and work being done at the Roskamp Institute to find disease modifying treatments, and hopefully, one day a cure so critical, not only for those with the disease but for their caregivers and society as a whole.

You can help. The Roskamp Institute's funding comes from grants and the general public – people like you. Your donation to the not-for-profit Institute is tax deductible and goes to support the cutting edge research we're doing.

To learn how you can make a general donation, create family funds, donate stock, planned giving and corporate giving programs please contact Jamie Humphrey or John Ramsey at the Roskamp Institute at 941-752-2948 or email [jhumphrey@rfdn.org](mailto:jhumphrey@rfdn.org). or [jramsey@rfdn.org](mailto:jramsey@rfdn.org). Your kindness is greatly appreciated.

### **Roskamp Institute Memory Center**

2040 Whitfield Avenue, Sarasota, FL 34243 • 941-752-2949



## Today's Senior: Tips, Trends & Techniques For A Happier & Healthier Life!

### Come On and Get Happy!

How important is being “happy” to our health? Studies suggest that happy people may have stronger immune systems and be less likely to get colds and flu and viruses. And even when they do, their symptoms tend to be mild. They also have younger hearts and younger arteries. They take better care of themselves. They recover more quickly from surgery, cope better with pain, have lower blood pressure, and have longer life expectancy than unhappy people.

So how do we get happy? Diana Verhulst, our Signature Lifestyle and Wellness Coordinator, offers six suggestions based on the ideas of Tai Ben Shahar, who lectures on the subject of happiness at Harvard.

- Give yourself permission to be human. When you accept your emotions as natural, you're better able to manage them. Rejecting your emotions, positive or negative, leads to frustration and unhappiness.
- Happiness lies at the intersection of pleasure and meaning. Your goal should be to engage in activities that are both personally significant and enjoyable. When you can't, make sure you have “happiness boosters”, moments during the week that provide you with both pleasure and meaning.
- Keep in mind that happiness is mostly dependent on your state of mind. Your level of wellbeing is determined by what you choose to focus on – the full or the empty part of the glass.
- Simplify your life. Too many of us try to squeeze in more and more activities into less and less time. Quantity can influence quality, and you can compromise your happiness by trying to do too much.
- Remember the mind-body connection. What you do – or don't do – with your body influences your mind. Regular exercise, adequate sleep, and healthy eating habits are very important to both your physical and mental health.
- Express gratitude. Too often we take our lives for granted. Learn to take the time to appreciate and savor all the wonderful things life offers.

“I know from all the smiles I see on the faces of our residents that most have them have already incorporated most of these ideas into their lives,” Diana says. “But every so often a little reminder can be a very valuable thing.”



**Diana Verhulst**  
*Signature Lifestyle  
and Wellness Coordinator*



### As Seen On The Web!

### “Sites For Seniors”

This is the name of a website put together by the South Plainfield Library that will be one that you will want to bookmark once you get this web address keyed in...

<http://www.southplainfield.lib.nj.us/seniors/seniors.htm>

You can save yourself a trip to the library by using this sort of electronic card catalogue put together by the South Plainfield library. It is one of the best sources you'll find to a host of topics including: the arts, media, culture & society; computers and technology; education; senior & aging resources; grandparenting; health, fitness and health care; law & government; money management; shopping & consumer info; and travel & transportation.



## We're Proud To Be Part of The Community

Jacaranda Trace is proud to be a part of the vibrant Venice community. We are particularly pleased to provide assistance to a number of worthwhile organizations and charities, particularly during these difficult times.

Thanks to the generosity of our residents during last year's holiday season, we were able to collect more than three 50-gallon containers of non-perishable food items for the All Faiths Food Bank. Residents contributed another \$800 in cash, which Jacaranda Trace matched for a total donation of \$1,600. Now we're pleased to be the official year-round South Venice drop-off location for non-perishable food donations to the Bank, which feeds thousands of local residents in their time of need.

We are also pleased to sponsor a number of deserving local organizations including...

- Venice Theater Guild • Epiphany Church
- Lady of Lourdes Church • Venice Rotary



- Southeast Guide Dogs • Epiphany
- South County YMCA • Sarasota Orchestra
- Venice Symphony • Jewish Community Center
- Senior Friendship Center • Venice Art Center
- Women's Resource Center • Venice Theater
- Venice Regional Medical Center Volunteers
- Venice Area Chamber of Commerce
- Hadassah Greater Venice Chapter



# Jacaranda Trace

...the smart choice in senior living!

Located at the corner of  
US41 & Jacaranda Blvd.

3600 William Penn Way  
Venice, Florida 34293

**(941) 408-2050**

Fax (941) 408-2056

**Be Sure To Visit Our  
Website At...**

**www.JacarandaTrace.com**

*Where You Can Discover  
The Many Different Benefits  
of Living An Independent  
Lifestyle at Jacaranda Trace!*

## Jacaranda Trace Travelers Aweigh!



*Orrin & Mary Wenzel –  
Dining on the  
Eastern Caribbean Cruise*



*Gretchen Beckblem –  
Exploring Mayan Temples on the  
Thanksgiving Cruise*



*Bill & Maggie Rodgers - In front of  
the Fort in St. Augustine on St.  
Augustine and Jacksonville Trip*

## Here's What's Happening Around Town...

### Venice Theatre



The Venice Theater will be presenting **Rent**, Winner of the Pulitzer Prize for Drama, three Tony Awards and two Drama Desk Awards. Based on Puccini's La Boheme, this Broadway blockbuster takes a look at life on New York's lower east side in the 1990's. Rent will run March 11 through April 11.

After Rent they will present **"BEAST on the MOON"** by Richard Kalinoski. Beginning with the arrival of a mail order bride into the life of a young Milwaukee photographer in the 1920's, "Beast on the Moon" traces this young couple's marriage through their elder years, as both come to grips with their horrific experiences in the Armenian genocide of 1915-1923. April 15 through May 2.

**For a complete listing of what's playing at the Venice Theater – call 488-1115 or visit [www.VeniceStage.com](http://www.VeniceStage.com)**



His illustrations on the cover of the Saturday Evening Post perfectly captured the moments that made up our everyday lives. Now, the Ringling Museum will host an exhibition of The art of Norman Rockwell. From February 13 through April 25. For more information, call 359-5700 or visit [www.Ringling.org](http://www.Ringling.org).

It's not only the birds making sweet sounds this spring. Every Tuesday and Wednesday in March and April there's a free concert at the Centennial Park Gazebo. On Tuesday's it's Bill Anderson's Happy Time Band and Wednesday's it's Tony Onorato and the Gentlemen of Jazz. The concerts run from 3:00 to 5:00 in the afternoon.



## Be Sure To Visit Us In April During Our Springtime Celebration

• APRIL 1 •  
**LUNCHEON**

• APRIL 6 •  
**LUNCHEON**

• APRIL 14 •  
**COCKTAIL PARTY**

• APRIL 29 •  
**LUNCHEON**

**RSVP (941) 408-2050**

*Our Sarasota Community:*

**Sarasota Bay Club**

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Sarasota, Florida 34236

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*Enriching The Lives of Seniors Everyday!*