



NC DEPARTMENT OF HEALTH AND HUMAN SERVICES

ROY COOPER • Governor
KODY H. KINSLEY • Secretary
MARK PAYNE • Director, Division of Health Service Regulation

VIA EMAIL ONLY

September 27, 2022

Sol Greenstein
sol@atlantisseniorliving.com

Exempt from Review – Acquisition of Facility

Record #: 4039
Date of Request: September 9, 2022
Facility Name: Salem Terrace Assisted Living and Memory Care
Type of Facility: Adult Care Home
FID #: 920768
Acquisition by: Salem Terrace ALF OPCO LLC
Business #: 3608
County: Forsyth

Dear Mr. Greenstein:

The Healthcare Planning and Certificate of Need Section, Division of Health Service Regulation (Agency) determined that the project described above is exempt from certificate of need (CON) review in accordance with G.S. 131E-184(a)(8). Therefore, the above referenced business may proceed to acquire the health service facility identified above without first obtaining a CON. The Agency’s determination is limited to the question of whether the above referenced business would have to obtain a CON if the current owners of the health service facility do in fact sell it to the business listed above. Note that pursuant to G.S. 131E-181(b): “A recipient of a certificate of need, or any person who may subsequently acquire, in any manner whatsoever permitted by law, the service for which that certificate of need was issued, is required to materially comply with the representations made in its application for that certificate of need.”

If the business listed above does acquire the facility, you should contact the Agency’s Adult Care Licensure Section to obtain instructions for changing ownership of the existing facility.

It should be noted that this Agency's position is based solely on the facts represented by you and that any change in facts as represented would require further consideration by this Agency and a separate determination regarding whether a certificate of need would be required. If you have any questions concerning this matter, please feel free to contact this office.

Sincerely,

[Handwritten signature of Gregory F. Yakaboski]

Gregory F. Yakaboski
Project Analyst

[Handwritten signature of Micheala Mitchell]

Micheala Mitchell
Chief

cc: Adult Care Licensure Section, DHSR
NC DEPARTMENT OF HEALTH AND HUMAN SERVICES • DIVISION OF HEALTH SERVICE REGULATION
HEALTHCARE PLANNING AND CERTIFICATE OF NEED SECTION

LOCATION: 809 Ruggles Drive, Edgerton Building, Raleigh, NC 27603
MAILING ADDRESS: 809 Ruggles Drive, 2704 Mail Service Center, Raleigh, NC 27699-2704
https://info.ncdhhs.gov/dhsr/ • TEL: 919-855-3873

**From:** [Yakaboski, Greg](#)  
**To:** [Waller, Martha K](#)  
**Subject:** FW: [External] Salem Terrace CON Waiver Letter  
**Date:** Friday, September 9, 2022 9:45:07 AM

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2<sup>nd</sup> Exemption Request received today....

Thanks,  
Greg

Sincerely,

*Gregory F. Yakaboski*

**Gregory F. Yakaboski**  
Project Analyst  
[Division of Health Service Regulation](#), Certificate of Need  
[NC Department of Health and Human Services](#)

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#StayStrongNC and get the latest at [nc.gov/covid19](https://nc.gov/covid19)

Office: 919-855-3873  
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**From:** Ashley DeMarco <[ademarco@shinvestments.net](mailto:ademarco@shinvestments.net)>  
**Sent:** Friday, September 9, 2022 9:15 AM  
**To:** Yakaboski, Greg <[greg.yakaboski@dhhs.nc.gov](mailto:greg.yakaboski@dhhs.nc.gov)>  
**Cc:** Sol Greenstein <[sol@atlantisseniorliving.com](mailto:sol@atlantisseniorliving.com)>; Shaindel Minzer <[shaindel@atlantisseniorliving.com](mailto:shaindel@atlantisseniorliving.com)>  
**Subject:** [External] Salem Terrace CON Waiver Letter

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Good morning Greg,

Can you please provide a CON Waiver letter for an operating assisted living and memory care facility? The purchaser is in agreement to purchase all the assets of the facility including the Real Estate, business/operations and all CON rights of:

Salem Terrace  
2609 Old Salisbury Road  
Winston-Salem, NC 27127

The purchaser contact information is as follows:

Salem Terrace ALF OPCO LLC  
3012 Avenue J  
Brooklyn NY 11210

Name of facility After Closing will be Salem Terrace Assisted Living and Memory Care. If you could please make the letter to Sol Greenstein who is included in this email.

Please let me know what else you need to provide CON Waiver Letter.

Ashley DeMarco  
President  
Seniors Housing Investments  
PO. Box 211003  
Columbus, OH 43221  
614-595-1843 Phone  
888-301-9217 Fax  
[ademarco@SHinvestments.net](mailto:ademarco@SHinvestments.net)