

Teresa Black

Teresa has over ten years experience providing advisory services in the areas of market assessments, strategy and planning analyses and market feasibility for senior living providers.

Relevant Experience:

- Conducting market assessments for senior living providers to analyze the market viability of prospective new communities and additions, and to determine appropriate project size.
- Gathering market data, conducting site visits and reporting demographic and market information for financial feasibility studies.
- Preparing market demand analyses involving the determination of target market areas and the consideration of economic, demographic, competitive and regulatory factors.
- Preparing senior density analyses to identify locations for potential development of senior living communities.
- Conducting consumer research through direct mail surveys to determine the preferences of the local market for incorporation into project design and pricing.
- Participating in strategic analyses and planning for senior living providers.
- Conducting competitive pricing analyses to enable comparison of community pricing to the competition on an "apple-to-apple" basis
- Researching industry topics and facility information using various on-line tools.

Education: Teresa received a Bachelor of Science in Business Administration in Marketing from the University of Illinois Champaign-Urbana.