

Care Planning Partners Inc.

About Us

firm background

A stylized sun graphic consisting of a central orange semi-circle with several orange rays of varying lengths extending upwards and outwards.

care

Care Planning Partners is an innovative leader in the provision of market and financial consulting services to the residential retirement and long term care industries.

Our experience in this industry of over twenty years and in communities across Canada has enabled us to become a preferred provider of professional services to major retirement home owners, operators, developers and lenders.

Our work includes over 1,700 studies across Canada and includes market studies for independent supportive and assisted living residences, seniors condominiums and life-lease projects.

Our clients include most major providers in Canada and the United States in both the public and private sector, for profit and charitable organizations:

Allegro/Maestro Residences, Amica Mature Lifestyles, Baybridge Senior Housing, Build Toronto, Classic Residences by Hyatt, Community Lifecare, Central Park Lodges (RRR), Chartwell Senior Housing REIT, Delmanor (Tridel), Diversicare, Extencicare, the Forrest Group, Hallman Terraces, International Care Management Services, Jarlette Health Care, Kingsway Arms, Leisureworld Inc., Masterpiece Inc., Oakwood Retirement/Schlegel Villages, Ontario Teachers Pension Plan, Omni Health, Specialty Care, Reichmann Seniors' Housing, Revera, Seasons Retirement Communities, Shannex, Signature Living, Spectrum Seniors Housing Development, Sunrise Assisted Living, Tridel, Alterra Assisted Living (U.S.), Manorcare (U.S.), and others.

Not for profit clients include West Park, Arnprior, Durham and Huntsville Hospitals, St. John's Rehabilitation, the Good Samaritan Society (Alberta), Algonquin Health Centre, Belmont House, the Bennett Centre, St. Patrick's Home, Saints Peter and Paul Serbian Orthodox Church of Burlington, Oakville and Mississauga, the Rideau and Perley Veterans' Health Centre, Bruyère Continuing Care, Le Villageois de LaFontaine, Severn Falls Chapel Christian Housing Project, Trinity Village, Fairview Mennonite and the Alzheimer Society of Ottawa, Carleton and others.

Condominium studies include Belmont House, Toronto, Bennett Centre in Georgetown, West Park Hospital, Algonquin Health Centre, Hearthstone on the Lake in Burlington and Etobicoke, Raglan Village in Collingwood, Kingsway Arms/the Kaitlin Group in Bowmanville, Northumberland Hospital in Port Hope and Ron Schlegel's independent/supportive condominiums, part of Winston Park in Kitchener, among others.

Our clients also include the Government of Ontario, for which we undertook a survey of retirement residences in their research to understand the scope of the industry and the level of support it provides to residents as part of their efforts at regulating the sector and Build Toronto, which deals with the city's surplus lands.

Our approach to each assignment adheres to the highest standards of service excellence and embraces focussed research techniques, proven market assessment practices and sophisticated financial modelling. Our assessments are supported by the most recent Statistics Canada age specific census and other data. Our analysis process ensures that all factors likely to impact the success of a particular operation are fully examined and understood.

CONSULTING

Market and Financial Feasibility Assessments

The market and financial feasibility process for care facilities requires a critical assessment of the market area and its particular supply and demand characteristics, health care dynamics, demographics, economics and development trends. A thorough knowledge of the facility requirements, both from a regulatory perspective and from the perspective of the senior, seasoned by twenty years of experience, result in a solid market feasibility assessment. Our experience in overseeing the operations of care facilities and in working with operators, coupled with our market knowledge and sophisticated projection models ensures a thorough financial feasibility.

OUR MISSION

We are committed to providing information and knowledge to empower both providers and consumers of care services and accommodation.

We do not own or manage any facilities and are therefore able to maintain the independence and objectivity required in the feasibility process.

Market Research and Support

Our market knowledge has enabled us to provide independent third party reports on market concentration issues in several large acquisitions and submissions to the Competition Bureau. Our ongoing research, supported by our experience allows us to perform overall market needs assessments to guide our clients future development plans.

Operational and Financial Diligence Reviews

Care Planning Partners has conducted a number of operational, market and marketing reviews for both lenders and owners in the care industry to enhance the ultimate viability and value of the homes and has advised clients and provided due diligence support in the acquisition of retirement residences.

Working closely with financial, legal, accounting and tax professionals, Care Planning Partners provides efficient and cost effective financial consulting. Our consultants have successfully undertaken numerous assignments including financial structuring and analysis as part of a Limited Partnership Offering for an

Intermediate Care facility in British Columbia and a number of retirement facilities in Ontario.

We assisted in the financial restructuring including detailed tax reporting to limited partners in a condominium project and prepared sales marketing packages.

Expert Witness

Care Planning Partners has provided "expert witness" submissions for a number of residential retirement projects and has made submissions at Municipal Board hearings.

CARE SURVEY

Care Planning Partners has conducted surveys of residential retirement and long term care homes in the provinces of Ontario, British Columbia and Alberta.

The surveys provide insight into the residential retirement and long-term care markets in the province, including the number of residential suites and long-term care beds, overall occupancies, supply and demand growth, ranges of rates and amenities and care provided. as well as detailed demographic profiles of various regions in the province.

The Care Survey provides us and our clients with the most comprehensive insights of retirement and long term care homes in these Provinces.

Our most recent survey was for the Government of Ontario, for which we undertook a survey of retirement living residences in their research to understand the scope of the industry and the level of support it provides to residents as part of their efforts at regulating the sector

The Care Guide and the Care Guide.com

The Care Guide offers a complete resource for seniors, their families and advisors through a comprehensive guide of care and housing choices both on the internet and in a published guide.

The Internet is the fastest growing information source and communications medium in the world! TheCareGuide.com is a resource of care homes and in-home services on the World Wide Web, providing a wealth of knowledge, both to those seeking care accommodation and services, and to their advisors, making finding the appropriate care easier. TheCareGuide.com includes detailed listings of all retirement homes and in-home services, as well as informative insights.

Like the Care Guide.com, the published directory is a comprehensive guide to care and housing choices and is *the official directory of the Ontario Retirement Communities Association*. Published annually, with a circulation of over 200,000 annually across Ontario and BC, it is distributed to Health Regions, hospital discharge planners, pharmacies, physicians, seniors' clubs and to individuals through a 1-800 number.



the careguide
SOURCE FOR SENIORS

Home Staying at Home Residence Options Search Senior Support CareConnect Helpline

Click the map to search for providers by province.

Full Spectrum of Choice
SENIORS' HOUSING & SERVICES

About the Full Spectrum of Choice

Home Care, Home Support, Nursing Home, Home for the Aged, Skilled Nursing, Nursing Home, Elderly Persons Housing, Retirement Homes, Assisted Living, Designated Assisted Living, Supportive Housing, Long Term Care, Continuing Care, Personal Care, Chronic Care, Memory Care...the list goes on and on.

The choices available in seniors' housing include everything from living in your home, with home care, to progressively higher levels of support as we age.

The Care Guide can help you through the maze.

We strive to use simple terms to describe the services offered, what to look for and what to ask about. Look at our **Needs Assessment** to get a feel for the many things to consider before making the best choice.

Online Survey

When do you think is a good time to start research about seniors' housing?

- A Prior to retirement age
- B When I begin to notice signs of aging
- C When my parent(s) or loved one asks me about seniors' housing
- D When a crisis happens that forces me to consider seniors' housing options
- E When I make the decision to plan ahead before a crisis happens

the careguide
SOURCE FOR SENIORS

COMPREHENSIVE SENIORS' HOUSING & SERVICES DIRECTORY

3 STEPS TO MAKING THE RIGHT CHOICE

COMPARING HOMES?
47 Point Checklist Inside

Memory Loss

- ✓ Is it normal age-related memory loss or is it Alzheimer's?
- ✓ Advantages of early diagnosis
- ✓ See special section inside

Summer/Fall 2007 ■ South Central Ontario

THE PROFESSIONAL STAFF

Fred Schleich, C.A., President

Fred formed **Care Planning Partners** in the fall of 1993 after having consulted to the care industry since 1990. A thorough knowledge of the residential retirement market and of the market and financial feasibility process, coupled with a strong financial background and a clear understanding of the development process, enables him to bring a wide spectrum of experience to clients.

Fred is a Chartered Accountant having obtained his professional designation with Coopers & Lybrand and is a graduate of the University of Toronto with a Bachelor of Science degree. Fred was employed as a professional by Coopers & Lybrand for a period of ten years, largely in the accounting and auditing practice, specializing in financial services, real estate and insurance, with experience in hospitals, having audited Sunnybrook Hospital.

He left the firm to join Walwyn Stodgell Cochran Murray Limited, the first Canadian Investment dealer to go public where he was Senior Vice President, Treasurer and Director and was a member of the management committee. With responsibility for financial reporting, treasury, human resources, office services and the client service departments for the firm's premier investment account and for its tax products. He was responsible for several mergers, acquisitions and divestitures and in taking the company public. With a strong background in systems and procedures, he was instrumental in starting the systems and internal audit departments and in the design of the systems relating to the firm's Asset Management Account and Self Invested RRSP Account, both the first of their kind in Canada.

Fred also served as President and a Director of The White Light Hospice Foundation (1991 to 1999), a charitable foundation dedicated to establishing a free standing in-patient hospice for terminally ill cancer patients, and as president was instrumental in starting a respite and day care hospice centre.

Zachary S. Gill, BBA, Business and Research Analyst

Zack graduated from the Schulich School of Business at York University in 2001, where he received his Bachelor of Business Administration with a concentration in marketing and a minor in Psychology.

Prior to joining Care Planning Partners in 2006, Zack worked as an analyst in the publishing industry and as a project manager in the automotive sector.

For more information about us or any of our services, please contact us:

Care Planning Partners and The Care Guide

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Care Planning Partners Inc. is a member of the Ontario Retirement Communities Association, Ontario Long Term Care Association, Ontario Association of Non-Profit Homes and Services for Seniors, BC Care, BC Senior Living Association and the Alberta Senior Citizens Housing Association.