

A stylized sunburst graphic consisting of a central semi-circle with several pointed rays extending upwards and outwards, all in a light orange color.

Care Planning Partners Inc.

About Us

firm background

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 care home owners, operators, developers and lenders.

OUR MISSION

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

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 Communities, Ontario Teachers Pension Plan, Omni Health, Regal Lifestyles, Revera, Reichmann Seniors' Housing, **Sclegel Villages**, Specialty Care, Seasons Retirement Communities, Spectrum Seniors Housing Development, Statesman Lifecare Centres, Sunrise Assisted Living, Tridel, Alterra Assisted Living (U.S.), Manorcare (U.S.), and others.

Not for profit clients include West Park, St. John's Rehabilitation, Arnprior, Durham and Huntsville Hospitals, the Good Samaritan Society (Alberta), Algonquin Health Centre, Belmont House, the Bennett Centre, St. Patrick's Home, the Rideau and Perley Veterans' Health Centre, Bruyere 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, Collingwood and Port Hope, Milton, and Ron Schlegel's independent/supportive condominiums, part of Winston Park in Kitchener, among others.

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 fifteen 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.

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

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 care facilities.

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 several Municipal Board hearings.

Prospectus Support

Care Planning has provided Prospectus support to Chartwell Senior Housing REIT, Leisureworld and Regal Lifestyles in market reviews of the buildings comprising the portfolio, industry trends and future demand projections.

Concentration Reviews

Working with legal advisors, Care Planning has completed market reviews for the Competition Bureau on several major sales transactions in the senior housing space - Chartwell's Maestro acquisition, Revera's sale to the Health Care REIT and Leisureworld's acquisition of Specialty Care.

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.

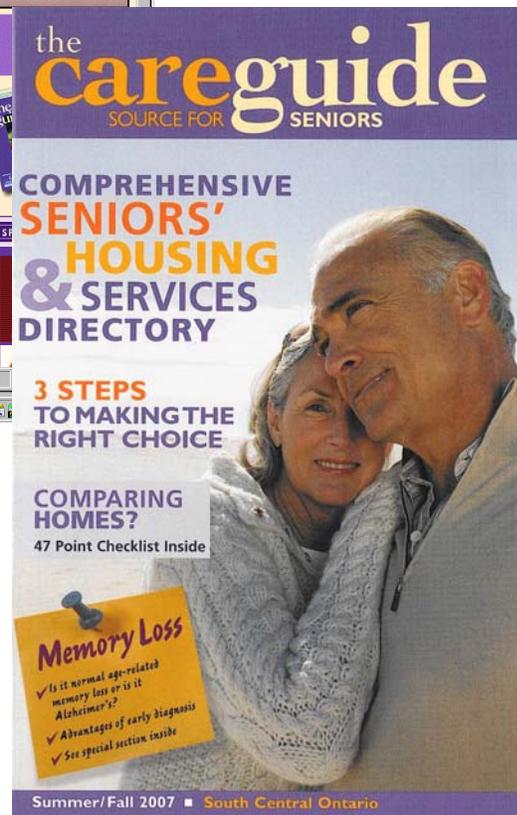
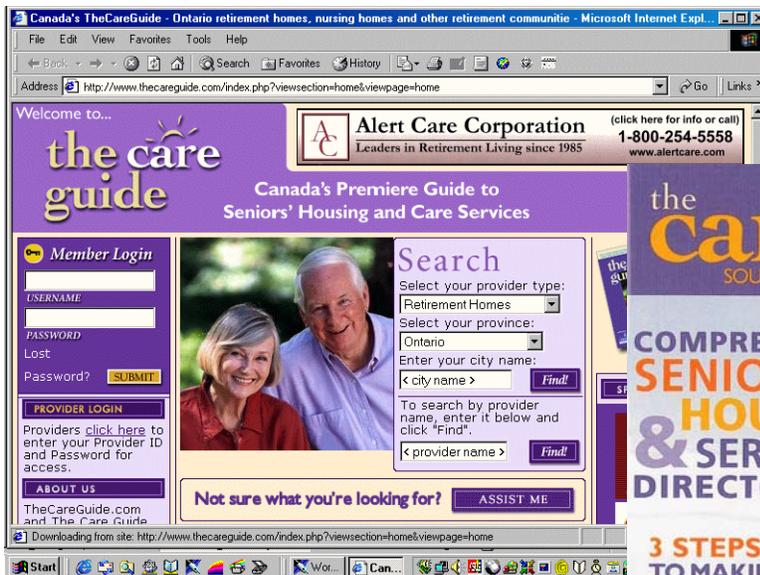
Our most recent survey was for the Government of Ontario, for which we undertook a survey of retirement living residences in their research to understand the scope of the industry and the level of support it provides to residents as part of their efforts at regulating the sector

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 care 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 *the official directory of the Ontario Retirement Communities Association*. Published annually, with a circulation of over 200,000 annually across Ontario, BC and Alberta, it is distributed to Health Regions, pharmacies, physicians, seniors' clubs and to individuals through a 1-800 number.



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 Retirement Communities Association and Alberta Senior Citizens Housing Association.