

people Care

... a place where people care.

Brent Gingerich, CEO
peopleCare Inc.

Who are we?

peopleCare's history began in 1968 when LeRoy and Ruth Schlegel started providing long-term care to those in need, at a renovated schoolhouse they purchased in Tavistock, Ontario.

Today, peopleCare has developed an outstanding reputation in the long-term care health-care field. With three generations that have helped shape this family owned organization, peopleCare carries on the tradition of providing homes where people care. Warmth, hospitality and service to the community are the foundations to the tradition that has made peopleCare what it is today.



peopleCare Owned Homes



peopleCare Tavistock



peopleCare Hilltop Manor Cambridge



peopleCare Oakcrossing London



peopleCare AR Goudie Kitchener

peopleCare Managed Homes



peopleCare Stratford

Delhi Long Term Care Home



people **Care**

... a place where people care.

Past and present peopleCare Management & Consulting Engagements

- Golden Dawn – Lions Head (NFP)
- Oneida Long Term Care Home – London (NFP)
- Delhi Long Term Care Home – Delhi (FP)
- Dearness Home for Seniors – London (Municipal)
- peopleCare Stratford – Stratford (FP)
- Craigviel Gardens – Ailsa Craig (NFP)
- Golden Years LTC – Cambridge (FP)

Development Activities peopleCare Oakcrossing London

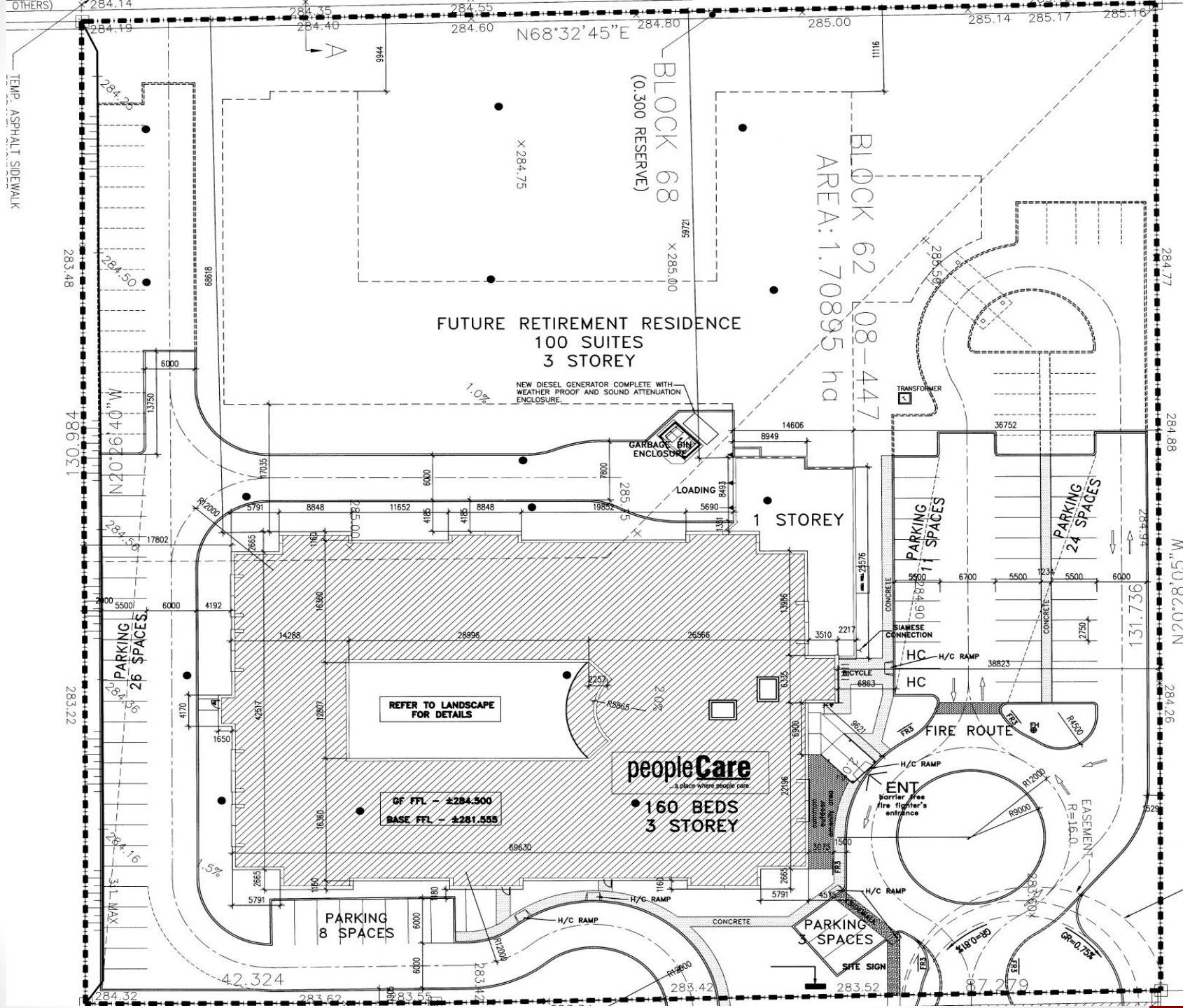


Development Activities

peopleCare Oakcrossing London

- August 2007 RFP award for 160 Beds (Non LEED)
- Construction Start October 2008
- Opened May 2010
- Total all in cost, not including land \$19.5M or \$122,000/bed
- Financing arranged by IC Funding Financial with Sun Life
- Rate fixed prior to construction at 6.02% for 7 years after take out amortized for 25 years
- General Construction tender to Pre Qualified GC's for Stipulated Sum Contract





N68°32'45"E

BLOCK 68
(0.300 RESERVE)

BLOCK 62 08-447
AREA: 1.70895 ha

FUTURE RETIREMENT RESIDENCE
100 SUITES
3 STOREY

NEW DIESEL GENERATOR COMPLETE WITH
WEATHER PROOF AND SOUND ATTENUATION
ENCLOSURE.

GARBAGE BIN
ENCLOSURE

LOADING

1 STOREY

PARKING
26 SPACES

PARKING
11 SPACES

PARKING
24 SPACES

REFER TO LANDSCAPE
FOR DETAILS

peopleCare
a place where people care.

160 BEDS
3 STOREY

OF FFL - ±284.500
BASE FFL - ±281.555

PARKING
8 SPACES

PARKING
3 SPACES

ENT
Barrier free
fire fighter's
entrance

TEMP. ASPHALT SIDEWALK

N20°26'40"W

3 L. MAX

M. 50.82.02N

284.32

42.324

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Lessons Learned

peopleCare Oakcrossing London

- Project Coordination almost a full time job
- Expect problems
- Easy to solve problems by cutting chqs but not a cost effective way to solve problems
- Hire 'Owners Construction Representative' to be on site a hour+ each day, monitoring progress, change orders, issues on site, facilitate better communication, help GC speed up schedule

Lessons Learned

peopleCare Oakcrossing London

- Consultants don't coordinate drawings very well
- Owner ultimately pays for all the problems caused by others including those made by his consultants
- Only way to get the job done is by working together as a team

Development Activities peopleCare Hilltop Manor Cambridge





59

65

75

24

28

30

42

28

30

34

36

38

44

46

48

50

52



— EXISTING WALL TO BE KEPT
- - - EXISTING WALL TO BE REMOVED
= NEW WALL



Development Activities

peopleCare Hilltop Manor Cambridge



Development Activities

peopleCare Hilltop Manor Cambridge

- April 2009 RFP award for 96 Beds + 89 'C' Home Redevelopment = 185 Bed Project
- Construction Start December 2010
- Opened Phase 1 October 2012
- Proposed Entire Completion October 2013
- Estimated all in cost, not including land \$24.2M or \$131,000/bed
- Financing arranged by IC Funding Financial with Sun Life
- Rate fixed prior to construction at 6.559% for 25 years after take out amortized for 25 years
- General Construction tender to Pre Qualified GC's for Stipulated Sum Contract

Lessons Learned

peopleCare Hilltop Manor Cambridge

- \$2M over Budget and 9 Months behind schedule
- Only way to PLAN a 'C' Reno – Gut the entire building – New electrical, heating, plumbing, drywall.. everything
- Project Team Selection is Critical
- Be sure to have more cash than you'll need