

WESTMOUNT RFP PROPOSAL REVIEW

Proposals to be Presented

- 9:00 a.m. Fort Hudson Health System
- 10:00 a.m. Harris Beach, PLLC, as Attorneys for an interested group of skilled nursing home operators
- 11:00 a.m. Centers for Specialty Care Group

WESTMOUNT RFP AWARD CONSIDERATIONS

Award Standard

- 1) Most responsive to RFP
- 2) The proposal that is in best interest of County residents of the nursing home and residents of County

Award Criteria

- A. Completeness of proposal
- B. Continuation of operation as an 80 bed nursing home
- C. Plan for Operation
 - Expansion of Operations
 - Additional job creation
 - Provision of care to individuals on Medicaid/Medicare
 - County resident access
 - Nursing home resident and faculty change impact
 - Retention of existing employees
- D. Operator Experience/Credentials
 - Experience of operator with this type of nursing home
 - New or existing company (years of experience)
 - Financial stability of new operator
 - Experience of operator with unions
 - Experience of operator with upstate area
 - Local accessibility of nursing home management
- E. Transaction Terms
 - Sale Price
 - Closing Date/Sale Date
 - Contingencies to concluding transaction
 - Assurances that representation will be honored/upheld
 - Full payoff or structured proposal
 - Transition plan

LTC Midwest WC LLC

Proposal
for
Westmount Nursing Home
of Warren County

Resident Care and Community

- Expert Rehabilitation Services
- Rehabilitation Services 7 days a week
- Physical Therapy, Occupational Therapy, Speech Therapy
- State of the art Therapy Equipment

Resident Care and Community

- Highly Successful Wound Care Programs
- Frequent visits from Doctors and Nurses who specialize in wound care
- State of the art wound dressings and surfaces
- An IPAD based wound tracking system
- Our products and systems heal some of the most difficult wounds

Resident Care and Community

- Additional specialty areas of care
- Bariatric care
- TPN
- IV Antibiotics
- Tracheotomy Care
- Vent Care
- Alzheimer Programs

Community

- Retain all of Westmount staff
- Maintain Relationship with the union
- Offer existing staff advancement through clear goals
- Offer existing staff to further their healthcare education and careers with interest free loans

Our Company History and Experience

- The Partners of our company LTC Midwest WC have combined experience of over 75 years in operating Skilled Nursing Facilities.
- We have operated facilities throughout the state of New York maintaining quality health care and financial stability
- We can point to many cases where we have turned the facility from a poor reputation in care and financial ruins to a well respected healthcare facility bringing pride to our residents, staff and the community.

Westmount Acquisition Structure

- LTC Midwest WC has proposed a price of 3.5 million dollars to be paid in cash at closing.
- At signing of contract we will place in escrow \$200,000.00 until closing date.
- LTC Midwest WC proposes to take over all operations and expenses immediately as a receiver.
- This will immediately relieve the Warren County of any losses and all expenses rather than waiting until a closing date.

Westmount Acquisition Structure

- Included in the offer of 3.5million is an offering to buy the additional 28 acre lot mentioned in the RFP. We feel that the additional 28 acres is a value of \$800,000.00. Its understood that the county has not made a decision whether to include this parcel in the sale and further investigation of this option is required.
- If only the 8 acre parcel containing the nursing home is available for sale the offer would be 2.7 million dollars.

Future Plans

- LTC Midwest will certainly consider expanding the facility based on community and financial success.
- The campus including the additional 28 acres would be ideal for the addition of an adult day care program, the construction of an assisted living facility, as well as one to two bedroom patio apartments for the seniors.