

## 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

**HARRIS BEACH** PLLC  
ATTORNEYS AT LAW

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March 28, 2013

*Via Email*

Paul Dusek  
Warren County Administrator  
Warren County Municipal Center  
1340 State Route 9  
Lake George, New York 12845

Re: Purchase of Warren County Home

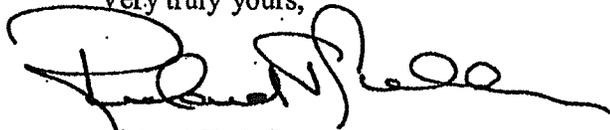
Dear Mr. Dusek:

Thank you again for affording me the opportunity to present my client's proposal for the purchase of the Warren County Home. You asked that I supply further information concerning the principals of LTC Midwest SC LLC ("Midwest"), the proposed purchaser.

The group is lead by Mr. Benjamin Landa. Mr Landa has a long history in the health care industry in New York State. I have enclosed a copy of Mr. Landa's resume listing all of his associated operations. The other members of Midwest are Richard Platchek, Sol Abramczek and Moshe Steinberg. All three have years of experience in the nursing home health care industry in New York State. I will provide their individual resumes if necessary. The Passover holiday has prevented me from obtaining the complete resumes by the Friday deadline.

I hope Mr. Landa's impressive credentials and financial commitment will be considered by the County. We are very anxious to proceed with our proposal.

Very truly yours,



Richard T. Sullivan

/jag  
Enc.

Cc: Benjamin Landa  
Richard Platschek  
Sol Abramczek

## BENJAMIN LANDA

1337 East 17<sup>th</sup> Street  
Brooklyn, N.Y. 11230  
917-363-6980

### History:

Benjamin Landa received a Bachelors Degree in Liberal Arts at Adelphi University in 1979. Owns and operates numerous congregate care housing developments which focus on multidimensional levels of care in New York State. An advocate to provide services to historically undeserved populations and worked with the New York Department of Health on policy development to provide quality service for special populations. He was appointed by Governor George Pataki in 1995 to serve as a member of New York State Public Health Council. Benjamin Landa has been a Real Estate investor and developer for the past 21 years.

Co-founder of B & B Management Inc. B & B Management provided comprehensive managerial supervision and operational directives to specific Residential Health Care Facilities as directed by their respective Governing bodies.

Co-founder of SentosaCare LLC. SentosaCare LLC was established in New York State to provide administrative and consulting services to Residential Health Care Facilities. SentosaCare affiliated nursing facilities have expanded their clinical services to meet the growing needs of the community, offering both short and long term rehabilitation, as well as unique medical, nursing and rehabilitative programs at convenient locations throughout New York City, Long Island and Westchester. From ventilator care to short term rehabilitation, bariatric rehabilitation to pediatric extended care, and on-site dialysis to adult day health care SentosaCare facilities offer the specialized services patients require.

### Employment History:

New Surfside Nursing Home  
Far Rockaway, NY  
1988 – Present

Executive Managing Partner – Responsible for execution and monitoring of annual operating budget, allocation of resources, cost containment, review of billing and review and analyze monthly financial statements.

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OHEL Children's Home  
Brooklyn, NY  
1986-1988

Program Development Dealing with Developmentally Disabled – Responsibilities included direct responsibility and implementation of services pertaining to multi-focal care services required by OMRDD clients.

New York City Housing Authority  
New York, NY  
1983-1986

Assistant Director – Managing Properties – Responsible for overseeing and managing designated housing districts' fiscal integrity

### Ownership Interest:

Avalon Gardens Rehabilitation & Health Care Center  
Smithtown, NY

Bayview Nursing & Rehabilitation Center  
Island Park, NY

Brookhaven Rehabilitation & Health Care Center  
Far Rockaway, NY

Crown Center for Nursing and Rehabilitation  
Cortland, NY  
Realty Only

Diamond Hill Nursing and Rehabilitation Center  
Troy, NY  
Realty Only

Eastchester Rehabilitation & Health Care Center  
Bronx, NY

Forest Hills Care Center  
Forest Hills, NY

Garden Care Center  
Franklin Square, NY

Golden Gate Rehabilitation & Health Care Center  
Staten Island, NY

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Meadowpark Care Center  
Flushing, NY

Little Neck Nursing Home  
Little Neck, NY  
Realty Only

Nassau Extended Care Facility  
Hempstead, NY

Nathan Miller Center for Nursing  
White Plains, NY

New Surfside Nursing Home  
Far Rockaway, NY

Park Avenue Extended Care Facility  
Long Beach, NY

Pathways Nursing and Rehabilitation Center  
Niskayuna, NY  
Realty Only

Rockville Residence Manor  
Rockville Center, NY

Rosewood Rehabilitation and Nursing Center  
Rensselaer, NY  
Realty Only

Split Rock Rehabilitation & Health Care Center  
Bronx, NY

The Grace Plaza Rehabilitation & Nursing  
Great Neck, NY

Throgs Neck Extended Care Facility  
Bronx, NY

Townhouse Extended Care Facility  
Uniondale, NY

West Lawrence Care Center  
Far Rockaway, NY  
Family owned

White Plains Center for Nursing  
White Plains, NY

Willoughby Rehabilitation and Health Care Center  
Brooklyn, NY

Woodmere Rehabilitation & Health Care Center  
Woodmere, NY

Privilege Care Diagnostic and Treatment Center  
Elmhurst, NY

Oceanview Manor Home for Adults  
Brooklyn, NY