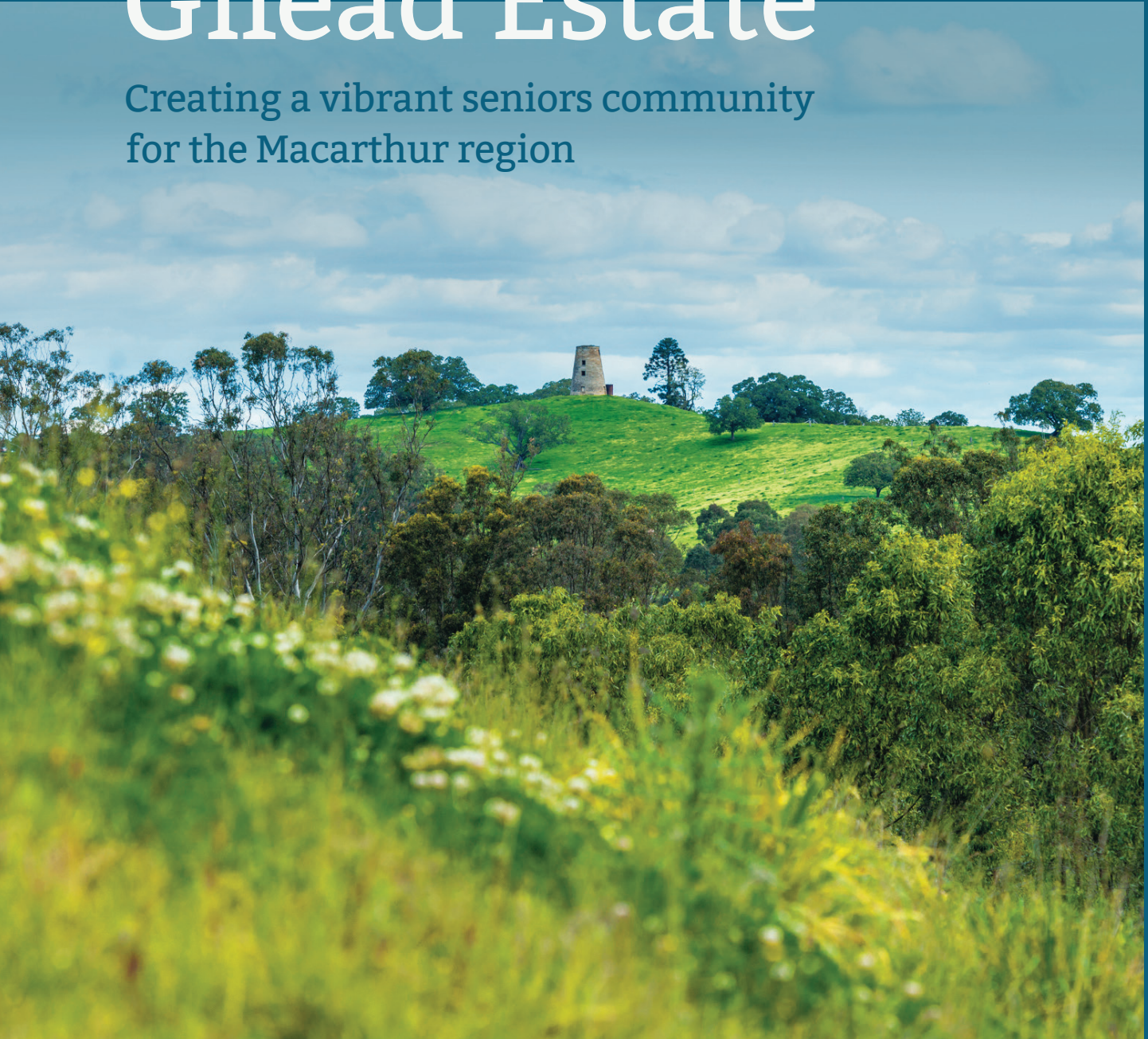


Nov 2018.

ARH

Mount Gilead Estate

Creating a vibrant seniors community
for the Macarthur region



Mount Gilead Estate Contents

03

A Vital
Community Asset

05

Meeting the
Challenge

07

About Us

08

Our Team

09

Our Location

11

Our History

13

Mount
Gilead Estate

16

Our Growth
Strategy

19

Integrated
Seniors Precinct

21

Services
and Facilities

24

The Community

28

Social and
Economic Impacts

Mount Gilead Estate

A Vital Community Asset

Mount Gilead Estate ("MGE") began construction in 2007. Today it is one of the largest seniors living precincts in the Macarthur region, with more than 500 residents living in the village.

The village has had rapid growth and is one of the biggest success stories in Australia for the industry.

We have built the community with the aim of delivering outstanding affordable homes, facilities, services and staff that are committed to the health, wellbeing and lifestyles of older people.

MGE delivers alternative housing and care solutions for people that are ageing in the region. The integrated community provides significant jobs, economic and social benefits for the region.

The planned expansion will solidify its importance to the community across the region and reduce significant drain on public funds and services.

This is even more important given the challenges the community faces with regards to housing and caring for people as they age and are wanting to stay in the local area they are accustomed to.

01

Mount Gilead Estate is being developed as an integrated ageing and medical precinct for residents and the broader community of the Macarthur Region.

02

Today we deliver housing and services to more than 500 local residents. In the future, the precinct will expand to service more than 2,700 residents and be available to the broader community.

03

The precinct continues to evolve to be increasingly relevant to the needs of people that are ageing, enabling them to move into a purpose-built precinct that is designed to facilitate ageing in place, with a financial model that supports this.

04

This is vital as older people face a number of challenges (health, mobility, medical etc.) that are different to other segments of the community.



Mount Gilead Estate

Meeting the Challenge

Between 2016 and 2026, the age structure forecasts for Campbelltown City show a 45.9% increase in population of people over retirement age. This will bring enormous challenges for housing and care.

MGE provides a critical solution to many of the issues faced by older people in the region. The expansion of the village to become a fully integrated vertical community for older

people – complete with new forms of affordable housing, nursing care, home care and more facilities and services. This is crucial given the challenges the community faces in enabling access to quality of life and escalating care needs as the population ages rapidly.

Not only will the village service the needs of residents, it has been planned to deliver services to the broader community, effectively providing a central hub that is accessible to all people locally.

Our Model

Accommodation and Care



Mount Gilead Estate

About us

Australian Retirement Holdings Pty Ltd ("ARH") established the first homes in Mount Gilead Estate ("MGE") in 2008.

The plan was to create a large-scale purpose built seniors living community in a rural bush setting, that was close to transport, shops and other amenities.

Since then the village has grown to more than 350 homes with a vibrant and connected community of people aged 55 years and over.

The resident community is now nearing 500 people, making it one of the largest seniors communities in the region.

The aim of MGE has been to provide affordable housing and relevant services for an ageing community in the City of Campbelltown and the broader Macarthur region.



Mount Gilead Estate Our Team

ARH has recruited staff that are experienced and committed to the needs of older people and understand the opportunities and challenges associated with ageing in place.

Currently, we employ a very large workforce, many who are local residents. The management and operational team numbers nearly 50 and the construction team is more than 200. In the future, based on our plans, this workforce will more than double to meet the expansion.

TEAM DUTIES INCLUDE

- Management of the village
- Events and activities
- Paying bills
- Transport
- Classes and social groups
- Home maintenance
- Gardens and lawns maintenance
- Golf course maintenance
- Assistance with care and home support
- Home building and construction

Where to find us

Our Location



“A simple placeholder quote about MGE location and facilities goes here.”

JEFF ACORNS, RESIDENT





Mount Gilead Estate

Our History

Mount Gilead Estate is a village-style resort community that has made a positive impact on the lives of hundreds of seniors, their families and friends.

Moreover, it showcases the Campbelltown area as a vibrant and enriching place to live as one ages.

The village has established a reputation as the 'destination of choice' for people aged over 55, who are seeking purpose-built affordable accommodation, support and care.

Our community is ever expanding and is now nearing 500 residents who benefit from the range of services the village and its team provides. It is a young and vibrant community that is extremely social and provides the opportunity for people to live in a safe, secure and supported environment.

Currently we provide a range of stunning villas and apartments that are designed and continually modified to meet the needs of our customers. Each home seeks to:

- Meet the space needs of both couples and singles.
- Be conscious of where a person or couple is with respect to age, care and support according to where they are in the lifespan.
- Is fitted out and has appliances that cater for the age and mobility of different residents and their needs.
- Is priced to meet wide ranging financial circumstances.

“Quote - Gilead Estate is the absolute best we’ve seen.”

..... JEFF ACORNS, RESIDENT

♥
Long-term
resident



“A simple placeholder
quote about MGE villas
goes here.”

JEFF ACORNS, RESIDENT



3



2



2

Luxury Villas

Villas are delivered in 2, 3 and 3 bedroom - plus study formats. They are compliant with Seniors Living Codes and are generous in size and quality of fixtures and fittings to meet the needs of residents as they age.

We continually evolve designs to be contemporary with the needs of our customers and improvements in design and technology.



1



1



1

Modern Apartments



Apartments are available in 1, 2 and 3 bedroom formats. The apartments have been designed to cater for people that are seeking to downsize and significantly reduce maintenance and upkeep, but also those that are requiring additional services and care.

Each block has been designed with commercial kitchen, laundry and cleaning services to facilitate in home care that meets the requirements of people ageing in place.



15

Enriching elderly life Affordable Living and Services

Mount Gilead Estate has provided the highest quality affordable housing for people since its inception.

It has enabled people to sell the family home, (which is often difficult to maintain) and transition to suitable accommodation that delivers a 'nest egg' so that they can live a great life in retirement and have access to all of the services and support they need.

The village has an array of facilities and services, social activities, health and wellness, creative and artistic pursuits and 24 hour support which cater to the needs of an ageing resident population.

NEW AFFORDABLE HOUSING MODEL

The next generation of housing we are planning is aimed at catering for a new market that has more limited means.

Our goal is a new financial option where people can pay a very low purchase price and pay a low rental charge that gives them access to all of the benefits listed above.

This opportunity does not exist anywhere in the region. People that are not able to afford to live in a new home, with such an outstanding range of facilities and services, will now have an opportunity available that simply did not exist.

TRANSITIONING

One of the biggest issues facing people as they age is transitioning from a large home, to smaller accommodation and (in some cases) nursing care.

We have developed a financial model that enables true ageing in place. That is, if the circumstances of a couple or single changes, we have the scale and product diversity (including services) for them to transfer from one form of accommodation to another and add more services as required.

We do this by 'rolling' the Deferred Management Fee for the resident to ensure that the accommodation is suitable for their needs and removes the financial stress by using their main asset (the home) to fund the move.

In effect, we are able to enable someone to use the proceeds of the sale to fund the next move, which is often downsizing and adding in more support and care services. This is achieved and removes the stress of financial burden and having to move away from the community where they have formed strong bonds and have support.



Integrated seniors precinct

Our Growth Strategy

ARH is developing a totally integrated seniors precinct. The concept is to create a highly affordable accommodation, support and care precinct that enables people to move within the community to accommodation and care that is suitable for where they may be at in the lifespan.

This will supply the facilities and services for people as they age, without having to move.

The concept is the first of its kind in NSW and possibly Australia. The precinct will enable people, regardless of age or financial circumstances to access appropriate accommodation and services as they age.

Moreover, the growth strategy is aided by the establishment of a joint venture development and operational partnership with a major non-profit organisation that can deliver support and care services in and out of village. This is the first joint venture development / operating model between private and not for profit organisations in Australia.

This model has come about to respond to the rapid ageing of the community, but also that people are living longer and finances can be stretched. Moreover, there is the potential that someone 55 years of age can move into the village, and never have to leave for 30 years or more (given our rising mortality rate nationally).

Integrated seniors precinct

Expansion plan

PROJECT

New apartments and villas

DETAILS

We are continuing to develop in accordance with the Development Approval for the site.

This will include more than 85 new villas and 500 apartments to be developed over the coming years.

New clubhouse /community facilities

Designed to keep pace with the growth and needs of the village. It nears 2,000 square metres and is a \$8 million upgrade.

To incorporate state of the art amenities including hydrotherapy, arts and crafts, games room, theatre / stage, café / restaurant, new wellness zone, beauty therapy and hairdressing.

Medical precinct

As part of the clubhouse redevelopment, we have incorporated a centre that will provide medical, consulting, physiotherapy, chiropractic, podiatry etc. to the residents of the estate and the broader community.

This will be a vital resource for residents and the broader local area.

New affordable housing

160 plus modular homes that will be the most affordable in the region and enable people have access to the state of the art village and club facilities and care services.

This is planned for adjacent land to the estate (6 Hectares), that has recently been zone Urban Capable under the Macarthur Regional Strategy.

State of the art Aged Care Facility

100 plus bed nursing facility to be operated in partnership with the Royal Freemasons Benevolent Institution will provide nursing care, palliative care and be the hub for the delivery of home-based services.

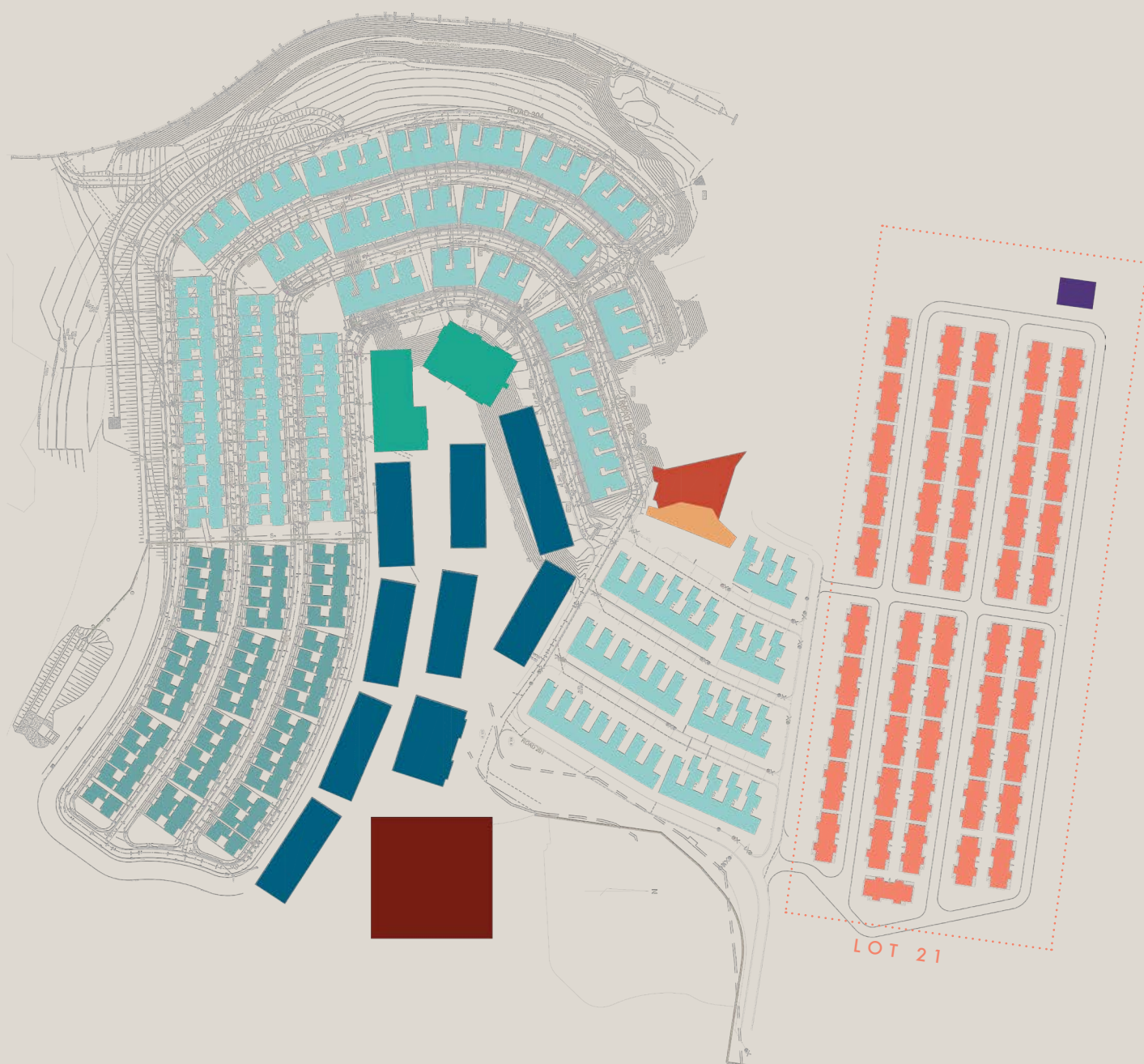
Home care services

To include meals, cleaning, and in-home care etc.

Operated in partnership with Royal Freemasons Benevolent Institution.

Integrated seniors precinct

Expansion plan



- | | |
|--|---|
|  Existing Clubhouse |  Existing ILU dwelling |
|  Proposed Clubhouse addition |  Proposed ILU dwelling |
|  Proposed nursing home |  Existing ILU apartments |
|  Proposed dual occupancy dwelling |  Proposed ILU apartments |
|  Proposed community facility | |



Integrated seniors precinct Delivering aged care

MGE is moving to expand to meet critical needs in the community associated with ageing.

Providing accommodation, support and care for an ageing community is one of the greatest challenges we face nationally.

The system is moving away from the institutional model of nursing care (in a nursing home) to increased alternative care models, predominantly home-based care. The Australian Government currently spends around \$17 billion per annum with almost 70% directed to residential (nursing home) care. This expenditure on residential care was 2.7 times the amount spent on home care and support. However, the focus by government, based on the needs of the consumer, is to focus on delivery of care in the home. Whilst nursing care will still play a vital role in the care delivery system, resources are being allocated to supply support and care into people's homes.

With a view to the future, MGE has strategically planned to develop and partner to deliver home support and care services. This will facilitate greater ability for people to age in place and stay in a supported community post retirement.

Nursing care and home care is to be delivered in a joint venture with the Royal Freemasons Benevolent Institution (RFB), one of the most experienced and largest providers of nursing and home care in NSW. This will also enable residents to

tap-into various government programs supporting people as they age including:

- Home care packages – including meals, cleaning, laundry, maintenance and social support all the way through to aged care in home
- Aged care funding (Nursing Care) – including a focus on delivering more nursing beds to areas that are under-supplied (as is the case in the Macarthur Region), and
- National Disability Insurance Scheme (NDIS) – that can deliver accommodation and services to people that have a disability that otherwise would not have had access to such services.

These initiatives take pressure off government funded and provided services and give people greater certainty and independence. These projects respond to real needs we see every day.

The plan will see Mount Gilead Estate cement its presence as a seniors community like no other in this State and further promote the City as a great place to live.

Our plans are to broaden service delivery to meet the challenges of population growth and ageing in the region. The village will house and care for more than 2,700 seniors in the next five years, making it a vital resource for the community.



At the heart of our strategy to build better seniors communities is our ongoing renewal of key facilities to support a programme of lifestyle activities and care services. We continue to invest in these services in response to a growing need for wellness services - a reflection of how seniors want to live today and into the future.

Services and facilities

Facilities at Mount Gilead Estate



9-hole golf course



Clubhouse



Community shed



Library



Swimming pool



Community garden



Bar



Village bus



Wellness Centre



Games area including snooker table and darts



Karaoke machine



Mount Gilead's
Community
Centre

Services and facilities

Provision of Services

The village provides an extensive range of services to make life as easy, enjoyable and social as possible.

Services are aimed, through the village's scale and collective bargaining power, to keep living costs as low as possible. This is aligned with our aim to enable residents to maintain the highest possible financial independence.

SERVICES INCLUDE:

- Utilities, Internet and phone (supplied in village - only deal with our team, not a faceless call centre)
- Coffee shop
- Café and light meals
- Meals to home
- Food supply to people in need
- Assistance with paying bills, travel etc.
- Woodwork etc. in men's shed
- Clubhouse
- Gardening
- Happy hour (bar)
- Welcome morning teas
- Information / education sessions



Services and facilities

Estate Activities

The village provides an extensive range of services that are designed by the community for the community.

We have a highly active resident group and numerous committees and social groups that work with the management team to facilitate social interaction, education, fellowship and assistance for residents and the broader community.

ACTIVITIES INCLUDE:

- Single ladies group
- Carers group
- Golf (competition and social)
- Fitness and personal training
- Coffee club
- Bingo
- Cards
- Book club
- Indoor bowls
- Happy hour
- Snooker club
- Resident lunches
- Church fellowship
- Social club (delivers ten major events each year)
- Monthly social functions by management for residents
- Fundraising for residents and broader community

The community

Regional Ageing Challenges

The community in the region is rapidly ageing. Between 2016 and 2026, the age structure forecasts for Campbelltown City indicate a 45.9% increase in population of retirement age¹.

This equates to nearly 17,000 population growth in this cohort by the year 2036. Based on industry statistics, this city will require more than 7500 new retirement village units. With this comes the need for greater options for quality care, whether in home, or in a nursing home environment. Our aim is to provide families with greater peace of mind knowing that their loved ones are able to age with the support of a care provider with unparalleled experience across New South Wales.

The aged care and home care model proposed for Mount Gilead Estate is Australia's first ever joint venture in development and service delivery between a private and non-profit organisation.

Our partner is one of the most experienced large-scale providers of aged care / home care in New South Wales. The Royal Freemasons Benevolent Institution (RFBI) have been operating since 1880 and operates 21 residential care facilities and covers 6 regions with Care at Home services across NSW and ACT. In total RFBI cares for in excess of 2,200 elderly people.

¹ Campbelltown City Council Population Forecast, ID Consulting, 2018

The community

Ageing Challenges





The community Policy Alignment

Our growth plan is consistent with State and Local Government policy.

In particular, it is aligned with Council's strategic growth planning and the newly released State Government Policy for growth in the Macarthur region. Council's stated vision (*Campbelltown 2025 Looking Forward*), outlines its response to community's needs and to take account of government policies, economic and social trends. As part of the community consultation, the below aspects were considered highly valued by residents:

- A relaxed way of life
- A sense of community (neighbourliness)
- Opportunities for a range of lifestyle opportunities (natural, semi-rural, village, suburban, & urban)
- Affordable housing

These are values shared by the management and residents of Mount Gilead Estate and underpin the development plan for the expansion of the village. Furthermore, the New South Wales Government released its interim plan for the Greater Macarthur Growth Area titled '*Greater Macarthur 2040*' (November 2018, NSW Department of Planning and Environment).

The Plan outlines future land use and infrastructure implementation and seeks to enhance the region's livability, productivity and sustainability. It includes strategic interventions for major items of state and local infrastructure, including public transport, roads, schools, green infrastructure and open space and medical and community facilities.

It was pleasing to note that our village and surrounding land that we have earmarked for future expansion falls in the proposed urban zone. This makes sense, given the nature of the development in this area and enables us to more actively contribute to the housing and community infrastructure catering for ageing in the community. Moreover, we will assist the region to achieve several stated objectives including:

OBJECTIVES

Homes in a variety of forms to meet the needs of people of different ages and incomes.

Public open space and amenities for new communities.

Walkable neighbourhoods for all age groups.

Economic development opportunities through an economically strong Campbelltown-Macarthur with new centres at Glenfield, Menangle Park, Gilead and Appin.

Our village, and adjacent land for expansion falls within the planned growth corridor in Gilead that has been designated as 'Urban Capable Land'.

This will enable the 5.5 hectares of land we own to be used for delivery of a new affordable seniors living home that will also benefit from the vast range of facilities and services already in the village, and the planned nursing home and home care on site.



**With its leading
healthcare facilities
Campbelltown can attract
highly skilled aged care
workers. Educational
institutions Western
Sydney University and
Campbelltown TAFE can
also benefit by helping to
train the next generation
of workers to support an
aging population.**

“Retirement villages address intergenerational needs by enabling families to remain local, providing valuable assistance and avoiding isolation from loved ones.”



Social and economic impacts

Economic Impacts

The village is like no other in New South Wales. The planned expansion will deliver enormous economic impact and employment for the region.

Modelling using multipliers developed by customising the Australian Urban Research Infrastructure Network (AURIN) Input Output Model (Economic Impact [Input-Output] Analysis Tool For Regional Infrastructure Investment Projects), has indicated the flow on impacts are very significant.

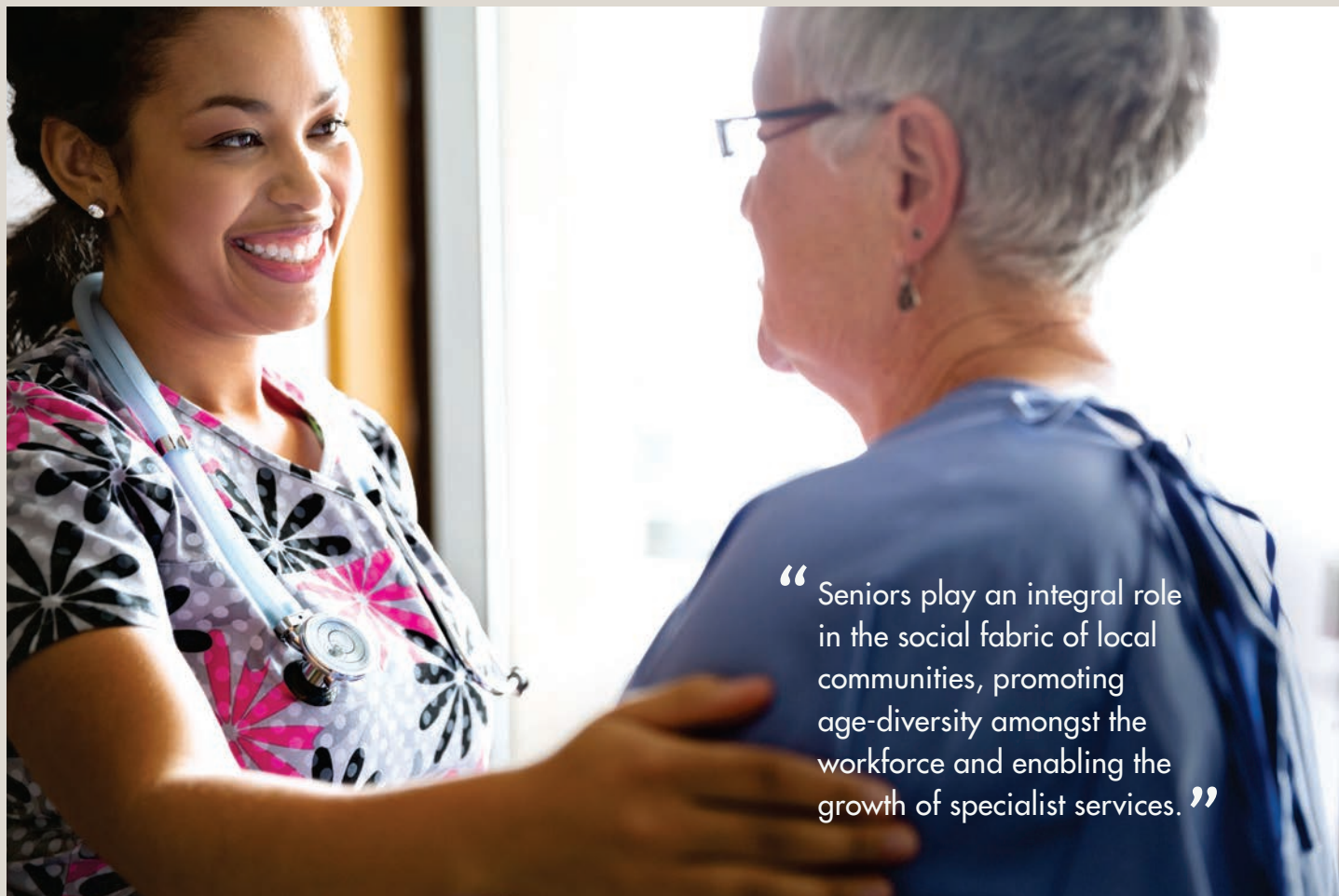
Economic impact of the development in the years to come is very significant for the regional economy. The construction expenditure for the proposed development will be almost \$262 million over a five-year period. Over the five-year

construction phase the development will generate more than 1,500 regional jobs (many of which will be sourced locally). Economic output will increase by \$563 million over five years, with a \$207 million impact to Gross Regional Product in Net Present Value terms.

The development will not only provide significant economic benefits during its construction phase, but its operation will create 250 ongoing jobs on-site and a further 100 flow on jobs in the regional economy.

Social and economic impacts

Social Impacts



“Seniors play an integral role in the social fabric of local communities, promoting age-diversity amongst the workforce and enabling the growth of specialist services.”

In addition to economic impacts, the village expansion will also deliver significant social benefits to the economic and employment benefits outlined on the previous page.

SOCIAL BENEFITS

Delivering much needed affordable housing to accommodate population growth and ageing.

Dedicated housing and community infrastructure to meet the needs of an ageing community.

Increasing the level of housing diversity.

Vast social and recreational opportunities via the community facilities, events and functions occurring daily.

Significant contribution to the health and wellbeing of the community locally.

Efficiency and cost effective service delivery, that reduces strain on government services.

Offsetting the requirement for government funding of community infrastructure and service delivery (freeing up public funds for other purposes).

Ability for people to age in place and services can escalate to be in line with demands that ageing and health bring.



A U S T R A L I A N R E T I R E M E N T H O L D I N G S P T Y L T D

72 Glendower Street, Gilead NSW 2560

mountgileadestate.com.au
manager@mountgileadestate.com.au