

# 2nd Stage Needs Analysis Report

# for

# The Scottish Hospital, Paddington

23 April 2010

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#### **Attachments**

| Attachment 1: (A-B) | Montefiore Residential Aged Care Charges for (A) Woollahra and (B) Randwick                                      |
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| Attachment 2: (A-D) | Information on (A) Lifestyle Manor, (B) Trebartha Apartments, (C) Little Bay Apartments and (D) Rose Bay Towers. |
| Attachment 3:       | HACC Services in the Fastern Sydney Area   |

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# Needs Analysis Report (Stage 2) for The Scottish Hospital, Paddington

## 1. Background to Stage 2

This review is part of a two stage process and should be read in conjunction with the Stage 1 Report which is an "at desk" demographic and key data analysis submitted in December 2009. Stage 2 covers the more in-depth local review involving key stakeholder input. Information was sourced from the following groups:-

- Aged Care Assessment Teams;
- Local Councils;
- Australian Department of Health & Ageing;
- Aged Care and Accommodation Providers;
- NSW Department of Housing;
- NSW Department of Ageing, Disability & Home Care;
- Organisations catering for culturally and linguistically diverse (CALD) groups;
- Other specialist groups involved in dementia, palliative care and aged related disabilities;
- Presbyterian Homes;
- Architect and other design consultants.

The agreed scope of the Stage 2 review was to obtain information on the following:-

- Accommodation Bonds, Entry Contributions, Retention/Capital Gain arrangements and Maintenance fees in self care;
- Extra Services demand and fees;
- The likely timing of new facilities coming on stream;
- Current occupancy levels and likely ongoing demand;
- Specific service demand (eg dementia and special needs groups);
- Client expectations in relation to facilities/services and location suitability;
- Government service arrangements for the socially and financially disadvantaged;
- A profile of other community based support services for the aged; and
- Additional site facility and service specific information not included in the Stage 1 report.

# 2. Overview of Competitor's Fees and Charges

### (a) Residential Aged Care

Set out below is a table listing details of the current fees and charges of residential aged care facilities in the 4 catchment LGA's (Woollahra/Waverly/Sydney/Randwick) based on discussion with relevant Approved Providers. It has been broken down into Accommodation Bonds for low care and Extra Service high care and Accommodation Charges for high care. Please note that this information has been obtained verbally and no written documentation had been sighted to confirm its accuracy.

Under the Aged Care Act residents entering residential care can only be requested to provide an Accommodation Bond if they are assessed as low care or they are seeking a place in an Approved Extra Service facility. Only an Accommodation Charge (current maximum of \$26.88 per day) can be sought from other residents. The Government provides additional subsidy for residents with minimal assets (Supported Residents).

|               | RESIDENTIAL AGED CARE FACILITIES IN LGA'S with Fees & Charges |  |           |  |   |                                      |  |  |  |
|---------------|---|--|-----------|--|---|--------------------------------------|--|--|--|
| LGA           | Facility  | Approved Provider  | Suburb    | Accomm   | odation<br>ond                          | Accommodation<br>Charge              |  |  |  |
|               |   |  |           | LC   | Extra Service<br>HC                     |                                      |  |  |  |
|               | Albert Court<br>Aged Care                                     | Trustees of Catholic<br>Aged Care Sydney                   | Edgecliff | \$550,000  |   |                                      |  |  |  |
|               | Regis<br>Wentworth<br>Manor                                   | Retirement Care<br>Australia (Rose Bay)<br>Pty Limited     | Rose Bay  |  | Upwards of \$300,000                    |                                      |  |  |  |
| Woollahra LGA | St Luke's Villa   | Catholic Healthcare<br>Limited                             | Woollahra | Depends on<br>Centrelink<br>assessment<br>of assets            |   |                                      |  |  |  |
| Woolla        | Woollahra<br>Montefiore<br>Home                               | Sir Moses Montefiore<br>Jewish Home<br>(Woollahra Hostel)  | Woollahra | Ranges from<br>\$545,000 -<br>\$760,000<br>See<br>Attachment 1 | Ranges from<br>\$545,000 -<br>\$760,000 |                                      |  |  |  |
|               | Ronald<br>Coleman<br>Lodge                                    | The Uniting Church in<br>Australia Property<br>Trust (NSW) | Woollahra | \$250,000 -<br>\$450,000<br>Depending on<br>assets             |   |                                      |  |  |  |
|               | Vaucluse<br>Nursing Home                                      | Fresh Fields Aged Care<br>(NSW) No.1 Pty Ltd               | Vaucluse  |  |   | Based on<br>Centrelink<br>assessment |  |  |  |
|               | Edina Hostel  | The Uniting Church in<br>Australia Property<br>Trust (NSW) | Waverley  | Based on<br>Centrelink<br>assessment                           |   |                                      |  |  |  |
|               | Illowra Hostel  | The Uniting Church in<br>Australia Property<br>Trust (NSW) | Waverley  | Based on<br>Centrelink<br>assessment                           |   |                                      |  |  |  |
| LGA           | Charingfield  | The Trustees of the<br>Christian Brothers                  | Waverley  | Based on<br>Centrelink<br>assessment                           |   |                                      |  |  |  |
| Waverley LGA  | Altona Nursing<br>Home  | L & D Management<br>Services Pty Ltd                       | Waverley  |  |   |                                      |  |  |  |
|               | Amity at<br>Queens Park                                       | Amity Group Pty Ltd  | Waverley  |  | 1                                       |                                      |  |  |  |
|               | Phillip House<br>Aged Care                                    | Phillip House Nursing<br>Home Pty Ltd                      | Waverley  |  |   | Based on<br>Centrelink<br>assessment |  |  |  |
|               | Edina Nursing<br>Home   | The Uniting Church in<br>Australia Property<br>Trust (NSW) | Waverley  |  |   | Based on<br>Centrelink<br>assessment |  |  |  |
|               |   |  |           |  |   |                                      |  |  |  |

|              | RESIDENTIAL AGED CARE FACILITIES IN LGA'S with Fees & Charges |  |                    |  |   |  |  |  |  |
|--------------|---|--|--------------------|--|---|--|--|--|--|
| LGA          | Facility  | Approved Provider  | Suburb             | Accomm   | Accommodation<br>Charge   |  |  |  |  |
|              |   |  |                    | LC   | Extra Service<br>HC   | Charge   |  |  |  |
|              | Vincentian<br>Village   | Catholic Healthcare<br>Limited                             | Darlinghurst       | Based on<br>Centrelink<br>assessment                           | ne  |  |  |  |  |
|              | The Sister<br>Anne Court<br>Hostel                            | MacKillop Aged Care  | Darlinghurst       | \$350,000  |   |  |  |  |  |
|              | Elizabeth<br>Lodge  | Anglican Retirement Villages                               | Rushcutters<br>Bay | \$250,000-<br>\$300,000  | <br>  |  |  |  |  |
|              | Frederic House (men only)                                     | The Trustees of Society<br>St Vincent De Paul              | Waterloo           | Concessional   |   |  |  |  |  |
| Sydney LGA   | Gertrude<br>Abbott nursing<br>Home                            | MacKillop Aged Care  | Darlinghurst       |  |   | Bond rolled<br>over from low<br>care if<br>transferred<br>from Sister<br>Anne Court. |  |  |  |
|              | St Luke's<br>Nursing Home<br>– Lulworth<br>House              | St Luke's Care   | Elizabeth<br>Bay   | \$450,000<br>single room<br>with ensuite                       | \$300,000 for<br>twin share<br>and<br>\$400,000 for<br>single room. |  |  |  |  |
|              | Darling House   | Darling House Aged<br>Care Association Inc.                | Dawes Point        | Concessional   |   |  |  |  |  |
|              | Charles<br>Chambers<br>Court                                  | Mission Australia  | Surry Hills        | Concessional   |   |  |  |  |  |
|              | Brigidine<br>House  | Catholic Healthcare<br>Limited                             | Coogee             | Concessional   |   |  |  |  |  |
|              | St Josephs<br>Aged Care<br>Facility for<br>Religious          | St Joseph's Aged Care<br>Facility for Religious<br>Limited | Kensington         | Concessional   | Concessional  |  |  |  |  |
|              | Castellorizian<br>Nursing Home                                | Castellorizian<br>Benevolent Fund                          | Kensington         | \$200,000  |   | Based on<br>Centrelink<br>assessment.  |  |  |  |
| LGA          | St Luke's<br>Bayside  | Moran Health Care  | Little Bay         | \$395,000-<br>\$495,000<br>depending on<br>size of the<br>room | \$395,000-<br>\$495,000<br>depending<br>on size of<br>the room      |  |  |  |  |
| Randwick LGA | Chesalon Care<br>Malabar                                      | Sydney Anglican<br>Home Mission Society<br>Council         | Malabar            |  |   | No bond.<br>Based on<br>Centrelink<br>assessment.                                    |  |  |  |
|              | Amity at<br>Maroubra  | Amity Group Pty Ltd  | Maroubra           |  |   | No bond.<br>Based on<br>Centrelink<br>assessment.                                    |  |  |  |
|              | Camelot<br>Nursing Home                                       | S.M.M.J.H. Camelot<br>Pty Ltd (Montefiore)                 | Maroubra           |  |   | No bond.<br>Based on<br>Centrelink<br>assessment.                                    |  |  |  |

|     | RESIDENTIAL AGED CARE FACILITIES IN LGA'S with Fees & Charges |  |                      |   |  |   |  |  |  |
|-----|---|--|----------------------|---|--|---|--|--|--|
| LGA | Facility  | Approved Provider  | Suburb               | Accomm  |  | Accommodation<br>Charge   |  |  |  |
|     |   |  |                      | LC  | Extra Service<br>HC                      |   |  |  |  |
|     | Southern Cross<br>Kildare<br>Apartments                       | Southern Cross Care<br>(NSW & ACT) Inc                     | Maroubra<br>Junction | Dependant on<br>Centrelink<br>assessment but<br>can be up to<br>\$350,000 if<br>the person has<br>assets. Take<br>concessional. |  |   |  |  |  |
|     | St James Villa  | Catholic Healthcare<br>Limited                             | Matraville           | Depends on<br>Centrelink<br>assessment<br>of assets but if<br>substantial<br>assets<br>minimum<br>bond is<br>\$200,000          |  |   |  |  |  |
|     | Hoban House   | The Uniting Church in<br>Australia Property<br>Trust (NSW) | Pagewood             | Based on<br>Centrelink<br>assessment  |  |   |  |  |  |
|     | Mount St<br>Josephs<br>Hostel/Nursing<br>Home                 | Little Sisters of the<br>Poor Aged Care Ltd                | Randwick             | Concessional only   |  | Concessional only   |  |  |  |
|     | St John<br>Vianney's<br>Villa                                 | Little Sisters of the<br>Poor Aged Care Ltd                | Randwick             | Concessional only   |  |   |  |  |  |
|     | Milford House<br>Nursing Home                                 | Thompson Health Care<br>Pty Ltd                            | Randwick             |   | \$150,000<br>minimum                     |   |  |  |  |
|     | Frenchmans<br>Lodge   | Frenchmans Lodge<br>Nursing Home Pty Ltd                   | Randwick             |   |  | Based on<br>Centrelink<br>assessment.<br>Take<br>concessionals. |  |  |  |
|     | Randwick<br>Montefiore<br>Home                                | Sir Moses Montefiore<br>Jewish Home                        | Randwick             | Ranges from<br>\$695,000 to<br>\$995,000  | Ranges from<br>\$695,000 to<br>\$995,000 |   |  |  |  |
|     | Southern Cross<br>Apartments                                  | Southern Cross Care<br>(NSW & ACT) Inc                     | South<br>Coogee      | Dependant on<br>Centrelink<br>assessment but<br>can be up to<br>\$350,000 if<br>the person has<br>assets. Take<br>concessionals |  |   |  |  |  |

Table 1

Most facilities in the Eastern Suburbs are more than 15 years old and relatively small. For comparison purposes, those facilities in the above table that would be somewhat comparable to a new residential care development on the Scottish Hospital site, in terms of new building, amenity, size and position are listed below. These have been split into two groups, with the most relevant in Group A and the lesser relevant in Group B.

| Grou | n | A |
|------|---|---|
|      |   |   |

- Woollahra Montefiore Home
- Randwick Montefiore Home
- St Luke's (Lulworth House), Elizabeth Bay

#### **Group B**

- Milford House Nursing Home
- Albert Court Hostel
- Regis Wentworth Manor
- St Luke's Bayside (although new position is not comparable)

Where possible, written information has been obtained in relation to Bonds, Charges and Services at the above Group A facilities. This is included as Attachment 1.

Based on the information for the above groups it would be reasonable to expect that Accommodation Bonds in the range of \$450,000 to \$550,000 would be achievable in the low care and Extra Service areas of the proposed Scottish Hospital development.

Important matters to note from discussions with key stakeholders are as follows:-

- Some people assessed as high care choose to wait for a vacancy in a non Extra Service facility that doesn't charge a bond, even though they may have the means to pay;
- There is a lack of concessional places across the 4 LGAs;
- People requiring concessional places are always harder to place.
- Many of those facilities that determine Bonds on the basis of the Centrelink assessment seek substantial Bonds (in excess of \$250,000) if assets are sufficient.
- Older style facilities with multi bedded rooms are continuing to become less attractive to residents.

Discussions with Aged Care Industry Consultants and others, has revealed the following market intelligence regarding current and future developments:-

- The 70 low care places allocated to Starcrest Holdings P/L in 2004 for Bondi, as noted in the Stage 1 report, are currently under construction. It is understood this will be an Extra Service facility. (This will be comparable to the facilities in Group A).
- An Extra Service high care facility development on the site of the Cranbrook Hotel at Rose Bay has been under consideration for some years. It is understood that this development is now likely to proceed. No bed allocations have been noted to date in respect of this site.
- The Sir Moses Montefiore information has been included as Attachment 1, as this is one of two new luxurious residential aged care facilities in the Eastern Suburbs. Although this facility is Jewish specific, the Accommodation Bond levels are a useful guide for the Scottish Hospital site. This also provides examples of Bond paying options that could be considered.
- The newest facility in the area is the St Lukes Bayside development, recently taken over by the Moran Group. It is understood that the operators of the facility were in financial difficulty due to poor occupancy. Bonds in the region of \$500,000 plus were being sought and the Extra Service fee was in excess of \$90 per day. Although these Bond levels are comparable with Montefiore, the Extra Service fee (Montefiore \$28 per day) is much higher. Recent information obtained from Moran following their review of the Bonds and Extra Service charges indicates that Bonds have been reduced for both low and high care to \$395,000 \$495,000. In addition, the Extra Service fee has apparently been reduced to \$27 per day and can be drawn down from the Bond. This demonstrates the importance of setting the Extra Service fee at a reasonable level whilst maximising Bonds. There appears to be strong market reluctance to the combination of high Bonds and high fees which is understandable in this current climate of economic uncertainty.

• The vast majority of the other facilities listed are more than 15 years old and many do not meet the growing expectations of residents and their relatives due to issues particularly surrounding room size and inadequate common area space.

### (b) Retirement Villages

Set out below is a table listing details of the current fees and charges of retirement villages in the 4 catchment LGA's based on discussion with relevant operators and review of disclosure statements. It has been broken down into entry price/ingoing contribution, recurring charges and departure/deferred management/exit fees. In most cases information obtained verbally has been confirmed through a review of disclosure statements.

|               | RETIREMENT VILLAGES IN LGAs                                      |                |  |  |   |  |  |  |
|---------------|--|----------------|--|--|---|--|--|--|
| TCA           | To . 114   | 611            | with Fees & Charge   |  | D   |  |  |  |
| LGA           | Facility  Anglican Retirement Villages  – Goodwin Village        | Woollahra      | Entry price Loan/Licence agreement Studio unit from \$180,000 1 bedroom from \$210,000 2 bedroom from \$440,000  | Recurring charges  Studio unit - \$121.21 per ft  Larger Studio - \$131.85 per ft  1 bed - 142.34 per ft  Larger 1 bedroom - \$200.43 per ft  1 bedroom plus study \$193.96 per ft  2 bedroom unit - \$200.43 per ft | Departure fees  2.5% per annum of the Ingoing Contribution based on a minimum of 4 years and a maximum of 12 years  |  |  |  |
|               | Rose Bay Towers<br>Retirement                                    | Rose Bay       | Lease/Licence Priced from \$120,000 for a studio & \$330,000 for a one bedroom unit  | Studio \$768 per mth (includes cleaning,)  | Currently<br>undergoing<br>review   |  |  |  |
| Woollahra LGA | Princess Gardens –<br>B'nai B'rith<br>Retirement Villages<br>Ltd | Rose Bay       | Loan/Licence Priced from \$125,000- \$283,000 Licence fee is subject to a calculation including the size of unit and the age of the prospective resident – see | Monthly recurrent charge is modest and is adjusted annually, based on the increase in the single pension. Single \$185 - \$261 per mth Couple \$230 - \$306 per mth  | After 7 years whole of contribution is non refundable. Before 3 months 85% is refundable. After 3 months but before 7 years amount refundable is reduced by 1.049382716% for each additional month after 3 months |  |  |  |
|               | Lough Neagh –<br>Uniting Care                                    | Woollahra      | Lease/Licence<br>\$300,000   | \$300 per mth  | 30% over 5 years  |  |  |  |
|               | Vaughan Village  | Watsons<br>Bay | Loan/ License<br>agreement<br>Priced from \$500,000<br>for one bedroom and<br>\$540,000 for two<br>bedroom   | \$230 per mth  | 3% per year of the ingoing cost for maximum of 10 years   |  |  |  |

|              | RETIREMENT VILLAGES IN LGAs with Fees & Charges        |                      |   |  |   |  |  |  |
|--------------|--|----------------------|---|--|---|--|--|--|
| ICA          | Facility   | Suburb               |   | Recurring charges  | Donartura foos  |  |  |  |
| LGA          | Queens Park Retirement Village                         | Waverley             | Strata title 1 bedroom from \$320,000   | \$650 per mth  | Departure fees  1-2 years 15%  2-3 years 22%  3-4 years 30%  Over 4 years 37%   |  |  |  |
| 4            | Lifestyle Manor<br>Bondi                               | Bondi                | Lease/Licence<br>Studios from<br>\$530,000<br>2 bedroom from<br>\$1,010,000<br>3 bedroom from<br>\$1,220,000    |  | 3.5% per annum of the ingoing contribution for a minimum of 3 years and a maximum of ten years                          |  |  |  |
| Waverley LGA | Conrad Beard Court<br>Uniting Care                     | Waverley             | Lease/Licence<br>\$300,000 for 1<br>bedroom   | \$300 per mth  | 30% over 5 years  |  |  |  |
| ,            | Mayflower Village  – Uniting Care                      | Bondi<br>Junction    | Lease/Licence<br>\$150,000 for 1<br>bedroom   | \$300 per mth  | 30% over 5 years  |  |  |  |
|              | Bondi Astra<br>Retirement Village                      | Bondi<br>Beach       | Strata title Prices range from \$299,000 for 1 bedroom to \$1m for 2 bedroom                                    | Deed for Provision of<br>services<br>Between \$495 - \$700<br>per quarter                    | 2.5% of purchase<br>price over 15<br>years  |  |  |  |
| GA           | Trebartha<br>Apartments – St<br>Lukes                  | Elizabeth<br>Bay     | Lease/Licence<br>\$510,000 -<br>\$1,300,000   | Studio \$754 per mth 1 bedroom \$861 per mth 2 bedroom \$57 per mth 3 bedroom \$1324 per mth | 3% per annum for<br>maximum of 10<br>years  |  |  |  |
| Sydney LG    | Anglican<br>Retirement Villages<br>– St John's Village | Glebe                | Lease/Licence  1 bedroom \$190,000 2 bedroom \$450,000  | 1 bedroom \$186 per ft<br>2 bedroom \$204 per ft   | 2.5% per annum<br>of the Ingoing<br>Contribution<br>based on a<br>minimum of 4<br>years and a<br>maximum of 12<br>years |  |  |  |
| k LGA        | Southern Cross South Coogee                            |                      | Loan/Licence Maximum \$500,000 for a 2 bedroom and as low as \$50,000 25% are set aside for those with no means |  | \$50,000 over 5<br>years  |  |  |  |
| Randwick LGA | Southern Cross –<br>Kildare Village                    | Maroubra<br>Junction | Loan/Licence Maximum \$500,000 for a 2 bedroom and as low as \$50,000 25% are set aside for those with no means |  | \$50,000 over 5<br>years  |  |  |  |

|     | RETIREMENT VILLAGES IN LGAs                            |            |  |  |   |  |  |
|-----|--|------------|--|--|---|--|--|
|     |  |            | with Fees & Charge   |  |   |  |  |
| LGA | Facility   | Suburb     | Entry price  | Recurring charges  | Departure fees  |  |  |
|     | Maroubra Garden<br>Village                             | Maroubra   | Lease/Licence<br>Studio aprt \$165,000<br>- \$285,000<br>1 bedroom aprt<br>315,000- \$350,000<br>1 bedroom unit<br>\$390,000- 425,000<br>2 bedroom unit<br>\$490,000 - 550,000 | \$147-173 per wk<br>singles<br>\$200-227 per wk<br>couples                             | 2.5% per annum<br>for maximum of<br>20 years                  |  |  |
|     | Little Bay<br>Apartments – St<br>Lukes                 | Little Bay | Lease/Licence<br>3 bedroom start from<br>\$799,000, 2 bedroom<br>from \$585,000 and<br>one bedroom at<br>\$445,000   | 1 bedroom \$116 per<br>mth<br>2 bedroom \$468 per<br>mth<br>3 bedroom \$520 per<br>mth | 3% per annum for<br>maximum of 10<br>years                    |  |  |
|     | Benevolent Society<br>Villages –<br>Mirrabooka Village | Little Bay | Lease/Licence<br>\$100,000 for one<br>bedroom  | \$267.75 per ft single<br>\$333.50 per ft couple                                       | \$8.25 for each day of residence up to a maximum of \$15,270. |  |  |
|     | Koinonia – Uniting<br>Care                             | Randwick   | Loan/Licence<br>From \$350,000 for 1<br>bedroom  | \$327 per mth  | 30% pro rata over<br>first 5 years                            |  |  |
|     | Ivan Court – The<br>Vasey Housing<br>Assoc             | Maroubra   | Loan/Licence<br>\$135,500  | \$893.15 per quarter   | None  |  |  |

Table 2

Important matters to note from the above table are as follows:-

#### Woollahra

- Entry prices range from \$125,000- \$540,000.
- Unit sizes range from studios to 2 bedrooms.
- Recurring charges ranges from \$230 per month to \$768 per month depending on the size of the unit.

#### Waverley

- Entry prices range from \$150,000-\$1.2m.
- Unit sizes range from studios to 3 bedrooms.
- Recurring charges ranges from \$150 per month to \$650 per month.

#### Sydney

- Entry prices range from \$190,000- \$1.3m.
- Unit sizes range from studios to 3 bedrooms.
- Recurring charges ranges from \$372 per month to \$1,324 per month.

#### Randwick

- Entry prices range from \$50,000- \$799,000.
- Unit sizes range from studios to 3 bedrooms.
- Recurring charges ranges from \$116 per month to \$908 per month.

Like the residential aged care market, the retirement village market is characterised by many older, smaller developments. Those that would be somewhat comparable in terms of age, position, size and amenity are listed below in 2 groups. Group A comprises the most comparable and Group B the less comparable.

| Group A                             | Group B   |
|-------------------------------------|---|
| Lifestyle Manor, Bondi              | Rose Bay Towers   |
| Trebartha Apartments, Elizabeth Bay | <ul> <li>Vaughan Village, Watsons Bay</li> </ul>        |
| Little Bay Apartments               | • Southern Cross, Kildare Village,<br>Maroubra Junction |

Attachment 2 comprises information from Lifestyle Manor, Trebartha Apartments, Little Bay Apartments and Rose Bay Towers.

Based on the data for these groups Entry Contributions ranging from \$500,000 up to \$1 million should be achievable for apartments ranging from 1 bedroom to 3 bedrooms.

Throughout the industry few 1 bedroom places are being built. The majority of places are 2 bedrooms with strong growth in 2.5 and 3 bedroom places to meet growing demand.

Information was obtained in relation to a retirement village at Hunters Hill operated by Manchester Unity (now owned by HCF). Although this is out of the region it is in the area with similar socioeconomic characteristics and therefore considered useful for comparison purposes. The village has 42 apartments (30 with 3 bedrooms and 2 bathrooms) and Entry Contributions range from \$700,000 to \$850,000. It was confirmed that demand was stronger for the 3 bedroom apartments.

In terms of the floor area of apartments for the site, based on the information contained in Attachment 2, one bedroom apartments should be in the range of 60 to 70 square metres and the others in the range of 95 to 140 square metres.

Departure fee arrangements in all LGA's vary considerably however a maximum retention of around 30% is most common. There is no share of capital gains offered by the vast majority which is typical of not for profit providers. Many for profit operators offer a share of capital gains. There have been strong suggestions throughout the industry in recent years that the not for profit sector may have to review their approach of no capital gain share as the expectations of the next wave of village entrants (baby boomers) are likely to be geared more to a capital gains share arrangement.

Option arrangements could be considered in relation to capital gain possibilities. For example two retention arrangements could be considered. One for example on the basis of 5% P.A. over 7 years, with a 50% share of the capital gain. The other, along the lines of 5% over 5 years and no capital gain. Option opportunities are likely to be an increasing feature of the Retirement Village market.

#### 3. Extra Service Demand

Set out below is a table listing details of Extra Service fees and vacancies in residential aged care facilities across the 4 catchment LGA's based on discussion with providers with Extra Service status. These are providers that provide a significantly higher standard of accommodation, food and services than the average for aged care homes that do not have Extra Service status. It has been broken down into whole or distinct part Extra Service, as a Residential Aged Care Home can have Extra Service status for the whole home or for a Distinct Part of the home. Please note that this information has been obtained verbally and no written documentation has been sighted to confirm its accuracy.

| Extra Service Vacancies in Residential Aged Care Facilities in LGAs |  |   |  |  |  |  |  |  |
|---|--|---|--|--|--|--|--|--|
| Facility  | Location   | Whole/Distinct<br>Part Extra<br>Service | Vacancies  | Extra Service Fee  |  |  |  |  |
| Milford House Nursing<br>Home                                       | Randwick   | Whole 51                                | 1 single room<br>1 male (share)                        | From \$16 to \$92 per<br>day depending on<br>room size                       |  |  |  |  |
| Randwick Montefiore<br>Home   | Randwick   | Distinct Part<br>(High Care)            | None   | \$28 per day   |  |  |  |  |
| Regis Wentworth Manor   | Retirement Care<br>Australia (Rose Bay)<br>Pty Ltd | Whole 66                                | 1 female (share)<br>1 male (share)                     | \$57 per day   |  |  |  |  |
| St Lukes Nursing Home<br>Lulworth House                             | Elizabeth Bay                                      | Distinct Part<br>154                    | 5 female places<br>(share)<br>2 male places<br>(share) | H/C - \$72 per day for<br>twin share or \$109<br>per day for single<br>room. |  |  |  |  |
| St Lukes Bayside (taken over by Moran)                              | Little Bay   | Whole<br>137                            | Vacancies in low and high care                         | \$27 per day<br>(recently reduced)   |  |  |  |  |

Table 3

Important matters to note from discussions with key stakeholders are as follows:-

- Extra Service places take time to fill.
- General high/low care are filled more quickly due to no Extra Service fee payable.
- There was a general consensus amongst the resident placement agencies that there are too
  many Extra Service facilities across the 4 LGAs. This view would not be unexpected from
  organisations charged with resident placement.
- The Department of Health & Ageing website list of Extra Service facilities has not been updated for 18 months. Discussions with Department personnel revealed an update is currently in progress.
- The Department of Health & Ageing have recently advised that further Extra Service
  approvals for high care places may be restricted in the Northern Sydney and South East
  Sydney regions due to the number already approved. This is due to the reduced number of
  places available for the financially disadvantaged.

As the Extra Service considerations for the new development in the Scottish Hospital site is for only a relatively small part of the overall new facility, coupled with the high number of Supported residents accommodated on the site, a good case will be able to be mounted for an Extra Service approval.

It is important to also bear in mind that options for deduction of the Extra Service fee from the Bond are essential. For example if the standard Bond is \$500,000, a resident can be offered the option of a Bond of \$600,000 with the Extra Service fee to be paid by way of draw down from the Bond. Such options are important as a significant proportion of potential residents are likely to be "asset rich and income poor". Concerns about generating sufficient income to meet the Extra Fee can be alleviated.

# 4. New Developments

The following data on the likely timing of new facilities coming on stream is based on discussion with Council Planning staff and in most cases development application data available from the Councils' websites.

#### (a) Woollahra

Discussion with the Strategic Planning Division of Woollahra Council revealed that there has been one recent development application submitted to Council 18 months ago by Zig Inge Retirement Villages in relation to a Seniors Living development. This development has been approved for 78 independent living units (72 x 2 bedrooms and 6 x 3 bedrooms) on the old Vaucluse High School site on Old South Head Road, Vaucluse. Council do not know when (or if) the applicant will start building but the development consent is valid for 5 years.

#### (b) City of Sydney

City of Sydney Development Application data and discussion with Council's Planning Officer revealed that there are two recent development applications for senior's living and both have been approved. Anglican Retirement Villages (ARV) have approval to build a retirement village development in Victoria Park Parade, Zetland comprising 147 independent living units and 136 bed aged care facility in buildings ranging from 2 to 10 storeys in height, with a 15 storey tower at the south eastern corner of the site; 224 parking spaces at basement, ground and first floor levels, and a drop-off area at Kirby Walk; communal facilities, external courtyards and a retail unit fronting Hutchinson Walk; and a landscaping strip on the western edge of the site.

Mission Australia have been given approval for the demolition of a decommissioned 112 bed nursing home & construction of a new 5 storey residential care facility with 72 beds, common kitchen, 10 car spaces in the ground floor level and a rooftop terrace for recreation in Redfern St, Redfern. This facility will cater specifically for the homeless.

#### (c) Waverley Council

Discussion with the Council's Planning Officer indicted that the Council is aware of two developments – viz, the Benevolent Society's Apartments for Life in Ocean Street Bondi and the Zig Inge Retirement Villages application mentioned above. The Planning Officer mentioned that there are few Senior's Living developments because of the shortage and high cost of land in the LGA.

# 5. Occupancy Levels and Likely Ongoing Demand

#### (a) Residential Aged Care

#### i. Occupancy Levels

Set out below is a table listing current vacancies in residential aged care facilities in the 4 catchment LGA's based on discussion with relevant aged care providers and with the Aged Care Social Worker Team Leader, Prince of Wales Hospital (POWH). The POWH Social Work Department keeps a list of vacancies available in residential aged care facilities across the 4 catchment LGA's which is updated on a daily basis for high care and on a weekly basis for low care. The following list of vacancies is as of 4 January 2010.

|               | RESIDENTIAL AGED CARE FACILITIES IN LGAS Current Vacancies |  |                    |               |      |                                     |  |  |
|---------------|--|--|--------------------|---------------|------|-------------------------------------|--|--|
| LGA           | Facility   | Approved Provider  | Suburb             | Level of care |      | Vacancies as of<br>4 January 10     |  |  |
|               | Albert Court Aged Care                                     | Trustees of Catholic Aged<br>Care Sydney                   | Edgecliff          | 39            | НС   | None                                |  |  |
| Woollahra LGA | Regis Wentworth<br>Manor                                   | Retirement Care Australia (Rose Bay) Pty Limited           | Rose Bay           |               | 66   | 1 female<br>1 male                  |  |  |
|               | St Luke's Villa  | Catholic Healthcare Limited                                | Woollahra          | 28            | 0    | None – 3-6<br>month wait            |  |  |
|               | Woollahra Montefiore<br>Home                               | Sir Moses Montefiore Jewish<br>Home                        | Woollahra          | 30            | 10   | No h/c                              |  |  |
| Wo            | Ronald Coleman Lodge                                       | The Uniting Church in<br>Australia Property Trust<br>(NSW) | Woollahra          | 63            |      | 1 room                              |  |  |
|               | Presbyterian Aged Care<br>Paddington                       | Presbyterian Aged Care NSW & ACT                           | Paddington         | 1             |      |                                     |  |  |
|               | Vaucluse Nursing<br>Home                                   | Fresh Fields Aged Care<br>(NSW) No.1 Pty Ltd               | Vaucluse           |               | 63   | 1 female                            |  |  |
|               | Edina Hostel   | The Uniting Church in<br>Australia Property Trust<br>(NSW) | Waverley           | 41            |      | 2 rooms                             |  |  |
|               | Illowra Hostel   | The Uniting Church in<br>Australia Property Trust<br>(NSW) | Waverley           | 42            | <br> | None – 5 on waiting list            |  |  |
| 'LGA          | Charingfield   | The Trustees of the Christian Brothers                     | Waverley           | 55            |      | none                                |  |  |
| Waverley LGA  | Altona Nursing Home  | L & D Management Services Pty Ltd                          | Waverley           |               | 26   | none                                |  |  |
| Wa            | Amity at Queens Park                                       | Amity Group Pty Ltd  | Waverley           |               | 104  | 1 female 2 dementia specific female |  |  |
|               | Phillip House Aged<br>Care                                 | Phillip House Nursing Home<br>Pty Ltd                      | Waverley           |               | 70   | 1 female<br>1 male                  |  |  |
|               | Edina Nursing Home   | The Uniting Church in<br>Australia Property Trust<br>(NSW) | Waverley           |               | 40   | none                                |  |  |
|               | Vincentian Village   | Catholic Healthcare Limited                                | Darlinghurst       | 30            |      | 2 vacancies                         |  |  |
|               | The Sister Anne Court<br>Hostel                            | MacKillop Aged Care  | Darlinghurst       | 50            |      | None – waiting list                 |  |  |
|               | Elizabeth Lodge  | Anglican Retirement Villages                               | Rushcutters<br>Bay | 126           | <br> | 1 vacancy                           |  |  |
| _             | Frederic House   | The Trustees of Society St<br>Vincent De Paul              | Waterloo           | 61            |      | None                                |  |  |
| Sydney LGA    | Gertrude Abbott nursing Home                               | MacKillop Aged Care  | Darlinghurst       |               | 114  | None – 5 on waiting list            |  |  |
| ydne          | St Luke's Nursing<br>Home                                  | St Luke's Care   | Elizabeth<br>Bay   | 131           | 23   | No h/c                              |  |  |
|               | Darling House  | Darling House Aged Care<br>Association Inc.                | Dawes Point        | 9             |      | None                                |  |  |
|               | Charles Chambers Court                                     | Mission Australia  | Surry Hills        | 60            |      | None                                |  |  |
|               |  |  |                    |               |      |                                     |  |  |

|              | RESIDENTIAL AGED CARE FACILITIES IN LGAS Current Vacancies |  |                      |         |             |   |  |
|--------------|--|--|----------------------|---------|-------------|---|--|
| LGA          | Facility   | Approved Provider  | Suburb               | Level o | of care     | Vacancies as of<br>4 January 10                 |  |
|              |  |  |                      | LC      | НС          | 4 January 10                                    |  |
|              | Brigidine House  | Catholic Healthcare Limited                                | Coogee               | 30      | 1           | None  |  |
|              | St Josephs Aged Care<br>Facility for Religious             | St Joseph's Aged Care<br>Facility for Religious Limited    | Kensington           | 23      | 21          | No h/c  |  |
|              | Castellorizian Nursing<br>Home                             | Castellorizian Benevolent<br>Fund                          | Kensington           | 8       | 47          | No h/c or l/c<br>and there is<br>a waiting list |  |
|              | St Luke's Bayside  | St Luke's Care   | Little Bay           | 28      | 109         | Many single rooms                               |  |
|              | Chesalon Care Malabar                                      | Sydney Anglican Home<br>Mission Society Council            | Malabar              |         | 47          | 1 female  |  |
|              | Amity at Maroubra  | Amity Group Pty Ltd  | Maroubra             |         | 90          | 1 male<br>1 female                              |  |
|              | Camelot Nursing Home                                       | ursing Home S.M.M.J.H. Camelot Pty Ltd (Montefiore)        |                      |         | 80          | 1 male  |  |
| LGA          | Southern Cross Kildare<br>Apartments                       | Southern Cross Care (NSW & ACT) Inc                        | Maroubra<br>Junction | 24      | i<br>!<br>! | None  |  |
| ick          | St James Villa   | Catholic Healthcare Limited                                | Matraville           | 40      | !           | None  |  |
| Randwick LGA | Hoban House  | The Uniting Church in<br>Australia Property Trust<br>(NSW) | Pagewood             | 48      |             | None  |  |
|              | Mount St Josephs<br>Hostel                                 | Little Sisters of the Poor Aged<br>Care Ltd                | Randwick             | 20      | 30          | 1 vacancy in 1/c None in h/c                    |  |
|              | St John Vianney's Villa                                    | Little Sisters of the Poor Aged<br>Care Ltd                | Randwick             | 10      | <br>        | None  |  |
|              | Milford House Nursing<br>Home                              | Thompson Health Care Pty<br>Ltd                            | Randwick             |         | 51          | 1 male/<br>female<br>single room<br>1 male      |  |
|              | Frenchmans Lodge   | Frenchmans Lodge Nursing<br>Home Pty Ltd                   | Randwick             |         | 98          | 1 female  |  |
|              | Randwick Montefiore<br>Home                                | Sir Moses Montefiore Jewish<br>Home                        | Randwick             | 190     | 86          | No h/c  |  |
|              | Southern Cross<br>Apartments                               | Southern Cross Care (NSW & ACT) Inc                        | South<br>Coogee      | 41      | 1           | None  |  |

Table 4

It is important to note from discussion with key stakeholders that:-

- There is a considerable delay in being able to place people into both high and low care in the Woollahra and Sydney LGAs;
- The waiting period for high care in Woollahra LGA from the community is generally 6 months and around three weeks from hospital;
- For low care in Woollahra LGA the waiting period from the community is generally 12 months and can take months from hospital;
- The Department of Health & Ageing acknowledge that there is a lack of residential aged care facilities in the Sydney LGA due to the value and restricted availability of land in the areas; and
- Placements from hospital in the Randwick LGA and Waverley LGA are generally within days
  unless there are special requirements such as a CALD cluster/ethno specific facility or severe
  challenging behaviours. In saying this however people requiring low care generally have to wait
  longer than those requiring high care.

#### ii. Likely Ongoing Demand

Population projections as detailed in the Stage 1 Report clearly demonstrate the need for a major increase in accommodation and care services for the aged in all four LGAs. This need is also supported by Woollahra, Sydney and Waverley Councils.

The Woollahra Social and Cultural Plan 2008-2013 states that Woollahra is increasingly becoming a community of older people and there has been an increase in older people 80+, including some who may be frail aged and need additional care. These people are most likely to need residential aged care.

A key outcome of the City of Sydney's The Next Generation – Blueprint for Aged Services and Facilities 2008–2018 Report is the need to advocate for extra facilities (hostel and independent self care units with 24 hour support and nursing home) in the City of Sydney.

The Waverley Social Plan also states that the demand for residential aged care is likely to continue to outstrip the allocation of government funded aged care places.

Key stakeholders consulted specifically highlighted their support for more high care in Waverley, Woollahra and Sydney LGAs. It is important however to factor in new developments such as the Anglican Retirement Villages (ARV) development in Zetland comprising 136 bed aged care facility and the former Missionholme redevelopment consisting of a 72 bed aged care facility. The Missionholme redevelopment however will only target the homeless and these 72 beds are not new allocations.

#### (b) Retirement Villages

#### i. Occupancy Levels

Set out below is a table listing vacancies in retirement villages across the 4 catchment LGA's based on discussion with relevant providers and data contained in disclosure statements. The following list of vacancies is as of 10 December 2009.

|                  | RETIREMENT VILLAGES IN LGAs Current Vacancies          |                |   |  |  |  |  |
|------------------|--|----------------|---|--|--|--|--|
| LGA              | Facility   | Suburb         | Vacancies as at 10<br>December 2009                               |  |  |  |  |
|                  | Anglican Retirement Villages – Goodwin Village         | Woollahra      | 1 vacancy   |  |  |  |  |
| ıra              | Rose Bay Towers Retirement                             | Rose Bay       | 2 vacancies   |  |  |  |  |
| llah<br>GA       | Princess Gardens -B'nai B'rith Retirement Villages Ltd | Rose Bay       | 1 vacancy   |  |  |  |  |
| Woollahra<br>LGA | Lough Neagh – Uniting Care                             | Woollahra      | 2 vacancies   |  |  |  |  |
|                  | Vaughan Village  | Watsons Bay    | none  |  |  |  |  |
|                  | Queens Park Retirement Village                         | Waverley       | 3 vacancies   |  |  |  |  |
|                  | Lifestyle Manor Bondi                                  | Bondi          | none  |  |  |  |  |
| ley              | Conrad Beard Court Uniting Care                        | Waverley       | 2 vacancies   |  |  |  |  |
| Waverley<br>LGA  | Mayflower Village – Uniting Care                       | Bondi Junction | 3 vacancies   |  |  |  |  |
| Wa<br>L          | Bondi Astra Retirement Village                         | Bondi Beach    | 2 vacancies – 1 x 1<br>bedroom<br>1 x 1 bedroom plus<br>courtyard |  |  |  |  |
| ney<br>;A        | Trebartha Apartments – St Lukes                        | Elizabeth Bay  | 2 vacancies   |  |  |  |  |
| Sydney<br>LGA    | Anglican Retirement Villages – St John's Village       | Glebe          | none  |  |  |  |  |

|          | RETIREMENT VILLAGES IN LGAs Current Vacancies    |                   |   |  |  |  |  |
|----------|--|-------------------|---|--|--|--|--|
| LGA      | Facility   | Suburb            | Vacancies as at 10<br>December 2009               |  |  |  |  |
|          | Southern Cross Village                           | South Coogee      | 1 vacancy   |  |  |  |  |
|          | Southern Cross - Kildare Village                 | Maroubra Junction | none  |  |  |  |  |
| ck LGA   | Maroubra Garden Village                          | Maroubra          | 3 vacancies 1 x 1 bedroom 1 x 2 bedroom 1 x villa |  |  |  |  |
| lwi      | Little Bay Apartments – St Lukes                 | Little Bay        | 1 vacancy   |  |  |  |  |
| Randwick | Benevolent Society Villages - Mirrabooka Village | Little Bay        | 2 vacancies                                       |  |  |  |  |
| <b>×</b> | Koinonia – Uniting Care                          | Randwick          | 1 vacancy<br>1 x 1 bedroom                        |  |  |  |  |
|          | Ivan Court – The Vasey Housing Assoc             | Maroubra          | 3 vacancies<br>3 x 1 bedroom                      |  |  |  |  |

Table 5

It is important to note that vacancy rates in retirement villages are generally higher than in residential care. The vacancy figures outlined above reflect a strong market.

#### **Proposed New Innovative Development**

The Benevolent Society of NSW is currently seeking approval to construct an innovative high rise retirement village in Bondi under a model termed Apartments for Life. Residents will be able to remain in their apartment, with support through community care programs, until end of life. The object is to avoid residential aged care. The development will comprise 140 apartments (116 x 1 bed + study, 22 x 2 bed and 2 x 3 bed).

The organisation is to provide an allocation of around 40% of apartments to some form of supported subsidised rentals. Entry Contribution levels have not been determined at this stage but based on the projected capital costs they will need to be in excess of \$500,000. This project has been on the drawing board for some years and has generated strong interest in the region. A record of interested parties contacting the organisation seeking accommodation has been monitored and a newsletter is sent to them at regular intervals. Currently 500 are being sent out. This is evidence of strong demand, albeit a model that offers alternate care service arrangements.

#### Likely Ongoing Demand

The NSW Government defines a "retirement village" as any residential complex predominantly occupied by residents who are over the age of 55. This definition is also applied to the term "independent living unit" or "self care" and essentially anything that provides accommodation for people over the age of 55 outside the Commonwealth aged care program. A recent report (Supply and Demand Study report ACT – 2006, Dr Anna Howe) has recommended the adoption of a 3% median demand model to be used as a starting point for determining more planned approaches to the development for independent living facilities. She does though in her report, stress that this is not about setting benchmarks - rather to provide a sense of steady development and notification of any impending changes."

The 3% market penetration rate utilised, based on the Dr Anna Howe study, is considered conservative. Anecdotal evidence from several not for profit retirement village operators in Greater Sydney suggests that demand is increasing at a rate greater than what would be expected from the change in the ageing population.

<sup>1</sup> http://www.cmd.act.gov.au/Documents/retirement\_accomm&residential\_aged\_care\_study.pdf

It would be reasonable to anticipate that there may be an increase in demand for retirement village accommodation in the future due to factors such as:-

- Increased concern for personal security within the general community.
- Retirement village developments offering improved flexibility in life style choices and accommodation.
- Strong growth of the personal financial and retirement planning industry.

It may therefore be appropriate to also consider a 4% demand model to account for these factors.

The application of this information in the 4 LGAs is demonstrated in the following table listing the over 65 population as at 2006 and projections as at 2012, 2016 and 2020. The demand position using 3% and 4% of this population is listed.

|      | Population – 65 and Over - 2006                |                                     |                           |                            |                                |  |                                  |                                |
|------|--|-------------------------------------|---------------------------|----------------------------|--------------------------------|--|----------------------------------|--------------------------------|
| Year | LGA  | Over 65<br>population<br>(ABS 2006) | Number of ILU's currently | Demand at 3% of population | Additional<br>Places<br>Needed |  | Demand at<br>4% of<br>population | Additional<br>Places<br>Needed |
| 2006 | Randwick,<br>Sydney,<br>Waverley,<br>Woollahra | 44,559                              | 796                       | 1,337                      | 541                            |  | 1,782                            | 986                            |

*Table 6 (a)* 

There is a large overall shortfall for both the 3% and 4% scenario. This information also has to be considered in light of the type of facilities available. For example, 4 of the 5 villages in the Woollahra LGA are more than 15 years old with small units. The newer facility, Rose Bay Towers, provides only studio and 1 bedroom accommodation. The B'Nai B'rith Village is Jewish specific. The facilities/services offered are not in line with current community expectations. None of these villages could be compared to the proposed Scottish Hospital development. In addition it is important to bear in mind that there are no retirement villages in Paddington.

|      | Projections for Population - Over 65           |   |                                 |                           |        |  |                                  |                                |
|------|--|---|---------------------------------|---------------------------|--------|--|----------------------------------|--------------------------------|
| Year | LGA  | Over 65<br>population<br>(ABS<br>Projections) | Number<br>of ILU's<br>currently | Demand a 3% of population | Places |  | Demand at<br>4% of<br>population | Additional<br>Places<br>Needed |
| 2012 |  | 52,188  | 796                             | 1,566                     | 770    |  | 2,088                            | 1,292                          |
| 2016 | Randwick,<br>Sydney,<br>Waverley,<br>Woollahra | 58,339  | 796                             | 1,750                     | 954    |  | 2,334                            | 1,538                          |
| 2020 |  | 64,004  | 796                             | 1,920                     | 1,124  |  | 2,560                            | 1,764                          |

Table 6 (b)

If no further retirement village developments were undertaken the shortfall of places over the period under both scenarios, will be critical. Even if the proposed new developments such as the Zig Inge development in Vaucluse for 78 independent living units and the Anglican Retirement Villages (ARV) development in Zetland comprising 147 independent living units are factored in, the additional need will remain extremely high.

### 6. Specific Service Demand

#### (a) Culturally and Linguistically Diverse (CALD) Needs

Anecdotal evidence from the Waverley Aged Care Assessment Team Manager, the Randwick/Botany Aged Care Assessment Team Manager and the Aged Care Social Work Team Leader at Prince of Wales Hospital highlighted the need for a Chinese speaking (both Cantonese and Mandarin) cluster in both the Woollahra and the Randwick/Botany areas. It was reported that there are a number of older Chinese residents living in the Haymarket and Surry Hills areas that would benefit from culturally appropriate residential aged care.

The Waverley Aged Care Assessment Team Manager also reported that there are a number of older Russian speaking residents in the area that have no local access to culturally specific residential aged care and would benefit from a Russian speaking cluster.

The Randwick/Botany Aged Care Assessment Team Manager and the Aged Care Team Leader at Prince of Wales Hospital highlighted the need for both Spanish and additional Greek speaking clusters. Whilst there is a Greek specific facility in Kensington, the Castellorizian Nursing Home, supply does not meet the demand particularly for low care.

St Basils Homes is a Greek specific aged care organization under the auspices of the Greek Orthodox Church with facilities in Lakemba and Miranda. The organization is currently seeking a site in the Eastern Suburbs to provide a Greek specific residential care facility.

If a CALD cluster is to be considered, careful research and fact finding must be undertaken. A number of cultural groups have a high proportion of aged people within their communities that are averse to providing Accommodation Bonds. Recent experience in providing services to Chinese and Indo Chinese specific residential aged care operators has confirmed the groups are very reluctant to provide Bonds.

#### (b) Challenging Behaviours

Key stakeholders consulted all highlighted the need for more dementia specific low and high care, particularly for those with severe behavioural problems such as aggression and those with severe psychiatric illnesses. Currently those with aggressive behaviours and severe psychiatric illness are placed out of area in Garrawarra at Waterfall. Garrawarra provides high level care for people with a primary diagnosis of dementia who exhibit challenging behaviours and require a safe and secure environment.

There is a strong need for an appropriate secure unit within the Eastern Suburbs to meet the current and expanding demand which will see these dementia sufferers continuing to be placed outside the area.

# 7. Client Expectations

Key stakeholders consulted were of the opinion that clients expectations in relation to facilities/services and location is that it is affordable and accessible.

#### (a) Affordability

Though the socio economic profile of the Eastern Suburbs suggests that older people in the area can afford Entry Contributions and Accommodation Bonds/Charges they are often too high because they are based on market value and not on a means test. One suggestion was that service providers could have a graduated Accommodation Bond arrangement where those with fewer assets can pay a reduced

Bond. This would create a more balanced client profile and lessen the potential to create a 'have' or 'have not' dichotomy. This approach would encourage more affordable and diverse housing and care options and would compliment a key Local Government objective of maintaining economic diversity.

#### (b) Accessibility

Key stakeholders also shared the view that clients expect to be placed in their local area so that they can continue to have regular contact with significant people in their lives. The Manager of the Waverley ACAT commented that placing people out of area is common in the Woollahra LGA because there are not enough aged care facilities. People are often placed in facilities in neighbouring LGAs such as Randwick, Leichhardt, Marrickville and North Sydney which causes tremendous problems for older relatives who don't drive and find public transport challenging.

The Aged Care Social Work Team Leader at POWH also felt that the Paddington area is not appealing to residents of Randwick and Botany LGAs for similar reasons and in any case out of area placement in these LGAs is rare. Exceptions are those requiring culturally specific care or dementia specific care.

# 8. Government Service Arrangements for the Socially & Financially Disadvantaged

The Assistance with Care and Housing for the Aged (ACHA) is a program that supports frail, low-income, older people who are renting, in insecure housing arrangements, or who are homeless. The program helps them to remain in the community by helping them into housing that is linked to community care. There are currently 10 ACHA service providers in NSW. The ACHA service provider for the City of Sydney and Leichhardt Local Government Areas is Catholic HealthCare Limited – The Mercy Arms. The ACHA service provider for Randwick and Botany Local Government Areas is Anglican Retirement Villages.

Some of the care and support services linked to ACHA include:

- Home and Community Care (HACC) Program services;
- Community Aged Care Packages (CACP);
- Extended Aged Care at Home (EACH) and EACH Dementia (EACH D);
- Local Government services;
- Veterans' Home Care (VHC);
- Commonwealth Carelink services:
- Residential care options as appropriate.

Residential aged care providers must make available 19% of places for the socially and financially disadvantaged (supported residents), unless they are approved Extra Service facilities. There has been concern expressed by Department of Health & Ageing officials that due to the Extra Service approvals in the Eastern Suburbs that insufficient places will be available for supported residents in the future. As a result future Extra Service applications may not be approved or may be restricted to only part of each facility.

# 9. Community Based Support Services

#### (a) CACP, EACH, EACH Dementia

The table below details the approximate number of CACPs, EACH and EACD's available in the 4 LGAs. The packages are allocated on the basis of territories that may span several LGA's.

Therefore organisations may be providing some of these packages in other LGA's bordering the 4 covered in this report. The numbers however relating to these out of area LGA's are minimal.

| CACP's, EACH and EACH Dementia in LGA's   |  |       |      |          |  |  |
|---|--|-------|------|----------|--|--|
| Service   | Provider   | CACPs | EACH | EACH D's |  |  |
| ANHF CACPs – South East Sydney  | Australian Nursing Home Foundation Limited                 | 10    |      |          |  |  |
| Australian Chinese Community Assoc  – South East Sydney CACPs                     | Australian Nursing Home<br>Foundation Limited              | 25    |      |          |  |  |
| Australian Chinese Community Assoc  – Housing Linked Packages                     | Australian Chinese<br>Community Association of<br>NSW Inc. | 6     |      |          |  |  |
| Calvary Silver Circle CACPs   | Calvary Home Care Services<br>Ltd                          | 20    |      |          |  |  |
| St Lukes Community Care   | St Luke's Care   | 158   | 20   | 15       |  |  |
| ARV Eastern Suburbs CACP  | Anglican Retirement<br>Villages                            | 48    |      |          |  |  |
| ARV Randwick CACP   | Anglican Retirement<br>Villages                            | 55    |      |          |  |  |
| ARV Public Housing CACP   | Anglican Retirement<br>Villages                            | 25    |      |          |  |  |
| ARV Hungarian CACPs   | Anglican Retirement<br>Villages                            | 20    |      |          |  |  |
| ARV South East Sydney EACH  | Anglican Retirement<br>Villages                            |       | 16   | 11       |  |  |
| Mercy Arms Community Care CACP –<br>Housing Linked South Sydney/City of<br>Sydney | Catholic Healthcare Limited                                | 79    |      |          |  |  |
| Mercy Arms Community Care CACP –<br>General South Sydney/City of Sydney           | Catholic Healthcare Limited                                | 58    |      |          |  |  |
| Mercy Arms Community Care CACP –<br>Homeless South Sydney/City of<br>Sydney       | Catholic Healthcare Limited                                | 25    |      |          |  |  |
| Mercy Arms Community Care   | Catholic Healthcare Limited                                |       | 30   |          |  |  |
| CAVOD   | Jewish Care  | 67    |      |          |  |  |
| Edina Retirement Centres Community<br>Care Program                                | The Uniting Church in<br>Australia Property Trust<br>(NSW) | 81    |      |          |  |  |
| Sydney Region – EACH Program  | The Uniting Church in<br>Australia Property Trust<br>(NSW) |       | 20   |          |  |  |
| Jewish Care Home Support EACH   | Jewish Care  |       | 5    |          |  |  |
| Multicultural Home Care Packages  | Sydney Multicultural<br>Community Services<br>Incorporated | 75    |      |          |  |  |
| Southern Cross Community Care –<br>Botany Randwick                                | Southern Cross Care (NSW & ACT) Inc.                       | 30    |      |          |  |  |
| TOTALS  |  | 782   | 91   | 26       |  |  |

Table 7

Both ACAT Managers covering the 4 LGA's reported long waiting lists across all 4 LGAs for CACPs, EACH and EACH (D). The Waverley ACAT reported that there is a 6-8 month wait for CACP's, a 12 month wait for EACH and a 6 month wait for EACH dementia. The Aged Care Social Worker Team Leader at POWH reported similar waiting times, though EACH dementia's are easier to access in the Randwick LGA.

A key outcome of the City of Sydney's The Next Generation – Blueprint for Aged Services and Facilities 2008–2018 Report is the need to advocate for extra Aged Care packages.

#### (b) Home and Community Care (HACC)

The HACC services listed in Attachment 2 cover the Eastern Sydney Area, including the Local Government Areas of City of Sydney, Waverley, Woollahra, Randwick and Botany. The list details a range of in support services aimed at assisting people to remain living in their own home. In addition there are case management services which provide additional help to co-ordinate services for people with high or complex needs available from Eastern Suburbs Options Program, City of Sydney Camperdown Community Options, City and Eastern Sydney Joint Care Planning and Housing Assistance Project. A number of multi cultural services are available across all 4 LGAs including services for people from the following groups:

- Arabic, Italian, Russian Sydney Multicultural Community Services
- Chinese Australian Chinese Community Association and Stanley Hunt Centre
- Greek Greek Welfare Centre
- *Jewish* Jewish Care and Jewish Centre on Ageing *Aboriginal Services* Guriwal; Aboriginal Medical Service, Alleena Home Care, Commonwealth Carer Respite Services Aboriginal Project Officer, and Wyanga Community Aged Care Packages.

Key stakeholders interviewed reported that most HACC services have closed their books and access to HACC services is dependant on good advocacy skills, otherwise people miss out. There was a general consensus that all 4 LGAs need more HACC services, including out of home respite. Randwick/Botany ACAT highlighted the need for more culturally and linguistically diverse day care for Greek, Spanish and Italian speaking older people.

In addition to service gaps identified by key stakeholder through consultations a number of the Councils' Social Plans highlighted a number of high needs. The Woollahra Social Plan highlights the following key challenges and opportunities for Woollahra in relation to its older residents:-

- increasing housing costs are changing the demographic mix in Woollahra and reducing economic diversity in neighbourhoods,
- as a community of increasing older persons, physical constraints limit the ability of many to participate fully in community life,
- services for older people and people with special needs are not sufficient to support,
- them all to live independently in their community,
- the area does not provide sufficient support for the care of people with a disability, elderly people and people looking after children, and
- there is a need to identify and advocate for support and respite for carers of older people and people with a disability.

The City of Sydney's The Next Generation – Blueprint for Aged Services and Facilities 2008–2018 Report highlights the need for more healthily ageing programs specifically those that:

- stimulate and challenge older people,
- more programs in public spaces such as Tai Chi & Walking Programs. Parks are activated and older people actively encouraged to be in them,
- provide opportunity for more physical activity eg walking groups, gentle exercise,
- offer half day and full day bus excursions for older people,
- lifelong learning,
- outreach clinics in a range of Community Centres which will cover information and support from Government agencies and other relevant organizations,
- investigate opportunities for use of older volunteers in local programs, including reading programs in local schools and childcare centres, mentoring and skill sharing programs, and
- continue to support carers groups and other voluntary support agencies with provision of venues, buses and other support.

The Randwick Social Plan stresses the need to address social isolation issues and improve access to home support services for elderly and/or disabled residents.

## 10. Summary and Recommendations

Input provided by key stakeholders support the development of a residential care and accommodation precinct for the aged on the Scottish Hospital site. The important favourable indicators, outlined in both this report and the first Stage report, supporting a residential aged care and independent living development on the site are as follows:-

- Continuing strong growth in the aged and emerging aged population in the region.
- Insufficient suitable accommodation and care services for the aged currently available in the area.
- Current and expected future residential aged care places significantly below the Government's desired benchmark.
- The limited number of new retirement village and residential care operations and the lack of accommodation and care choice.
- High levels of Accommodation Bonds and Entry Contributions that new facilities are attracting.
- Low vacancy rates in both residential care and retirement villages.
- The likely critical shortage of residential aged care places to match the strong growth in the aged population in Woollahra and the surrounding LGAs.
- The lack of services in the Sydney CBD where there continues to be strong growth in residential accommodation.
- Limited services for CALD groups, severe dementia sufferers, and the financially and socially disadvantaged.

Information obtained during the review process confirmed that Accommodation Bonds in the range of \$450,000 to \$550,000 should be achievable in the residential aged care segment for low care and Extra Services residents. Although indications from the Department of Health & Ageing suggests there may now be difficulty obtaining approval for high care Extra Service in the region, in light of the overall services on the site for concessional residents, approval should be achievable.

Entry Contributions in the range of \$500,000 to \$1 million should be achievable in the retirement village segment, but the mix of apartments will be critical to both the initial success of the development and the long term operation. One bedroom apartments should be restricted to 5% to 10% of the total apartment numbers. The remainder should be a mix of 2 bedroom apartments (30% to 40%) with 2.5 and 3 bedroom places comprising the remainder. The critical 2, 2.5 and 3 bedroom apartments should comprise an overall area in the range of 95 to 140 square metres, all with 2 bathrooms. Flexible Bond/Entry Contribution arrangements should be in place and retention arrangements in the Independent Living apartments based on a 25% to 30% retention. This will need to be linked with a capital gain share arrangement of between nil to 50%.

If a decision is taken to proceed with the redevelopment of the site, the following matters will need to be considered as part of the site master planning process.

- Site facility/service mix.
- Extra Services consideration.
- High care/low care service mix.
- Accommodation Bond and Entry Contribution retention arrangements.
- Site/building/layout issues that can impact upon operational viability.
- Site support and recreation services.
- Supported/Concessional resident requirements (residential care).
- Special Needs groups support.
- Dementia specific services.
- Affordable housing arrangements (*self care*).

When considering all matters outlined above, care must be taken to ensure the facility/service mix will result in the generation of sufficient capital income through Bonds and Entry Contributions to substantially cover development costs from the initial "sale" of accommodation and residential care places. Input should be sought from a range of experienced industry representatives covering both the retirement village and aged care sectors before finalising the detailed master plan.

**David Wallace** Director

#### **ATTACHMENT 1 (A)**

# MONTEFIORE RESIDENTIAL CARE CHARGES FOR WOOLLAHRA AND RANDWICK



#### SIR MOSES MONTEFIORE JEWISH HOME OVERVIEW OF ACCOMMODATION COSTS – WOOLLAHRA

Fees and charges levied by residential aged care services, such as Montefiore, are regulated by the Commonwealth Government and can vary depending on a number of factors, such as whether you are a pensioner or non-pensioner and your level of assets.

In general, the cost of residency is a combination of a *Daily Care Fee*, relating to your ongoing care, and an *Accommodation Payment*, relating to the type of room you choose.

The total cost of care and accommodation at Woollahra ranges from \$155.77 per day for a Standard Room up to \$198.77 per day for a Suite. This includes all meals, laundry, cleaning, access to our comprehensive activity program and, of course, all the nursing care you may require.

#### REFUNDABLE ACCOMMODATION BONDS

Residents with sufficient assets are eligible to lodge a refundable Accommodation Bond with the Home.

The payment of a refundable Accommodation Bond is a secure and attractive method of funding residency at the Home. The Commonwealth Government guarantees the refund of the bond upon departure (refer to enclosed Media Release) and any amount provided to the Home as an Accommodation Bond is exempt from both income and asset tests for the purpose of determining pension eligibility (residents are advised to seek their own financial advice).

The payment of a refundable Accommodation Bond reduces the amount you need to pay as a daily rate.

Each room has an applicable Accommodation Bond value ("the Full Bond"), however, the actual amount you provide as a lump sum is negotiable with the Home. As a general rule we recommend an amount of \$200.000.

An example of how daily rates by room type are reduced by the payment of a \$200,000 bond or the applicable Full Bond appears below:

| ROOM TYPE           |  |
|---------------------|--|
| Standard            |  |
| Full Bond \$545,000 |  |
| Large Standard      |  |
| Full Bond \$590,000 |  |
| Deluxe              |  |
| Full Bond \$650,000 |  |
| Suite               |  |
| Full Bond \$760,000 |  |

| BASIC<br>DAILY RATE | DAILY RATE FOLLOWING PAYMENT OF<br>\$200,000 REFUNDABLE BOND |
|---------------------|--|
| 155.77              | 115.77   |
| 164.77              | 124.77   |
| 176.77              | 136.77   |
| 198.77              | 158.77   |

#### DONATION TO THE BUILDING FUND

Please refer to the Building Fund brochure and donation form enclosed with your application and admission packs for information regarding this essential program. Due to unprecedented and escalating demand for admission we will urgently need to undertake new building projects on behalf of our ageing community. Donating as little as 10% of your refundable accommodation bond upon departure will assist the Home to construct vital new aged care accommodation.

#### CONCESSIONAL RATES

Montefiore is committed to providing quality care and accommodation to all the community, including the financially disadvantaged. Our Admissions Review Committee, in conjunction with the Foundation, will consider all applications from a resident or their family who may be eligible for this assistance.

#### OTHER FEES & CHARGES

• Income Tested Fee – If you receive income from sources other than the aged pension, you may be eligible to pay an Income Tested Fee. This is an additional Government fee of 42c per day for each dollar of non-pension income above \$391.85 per week. The current maximum is capped at \$59.38 per day.

THE ABOVE INFORMATION IS INTENDED TO BE A BRIEF OVERVIEW ONLY. RATES ARE CURRENT AT TIME OF PRINTING AND SUBJECT TO CHANGE. PLEASE CONTACT OUR ADMISSIONS DEPARTMENT ON 8345 9102 TO DISCUSS APPLICABLE FEES AND CHARGES IN GREATER DETAIL.

Date first issued: 28/04/06 Date last revised: 1/12/2009

#### ATTACHMENT 1 (B)



#### SIR MOSES MONTEFIORE JEWISH HOME OVERVIEW OF ACCOMMODATION COSTS – RANDWICK

Fees and charges levied by residential aged care services, such as Montefiore, are regulated by the Commonwealth Government and can vary depending on a number of factors, such as whether you are a pensioner or non-pensioner and your level of assets.

In general, the cost of residency is a combination of a *Daily Care Fee*, relating to your ongoing care, and an *Accommodation Payment*, relating to the type of room you choose.

The total cost of care and accommodation at Randwick ranges from \$185.77 per day for a Classic Room up to \$245.77 per day for a Suite. This includes all meals, laundry, cleaning, access to our comprehensive activity program and, of course, all the nursing care you may require.

#### REFUNDABLE ACCOMMODATION BONDS

Residents with sufficient assets are eligible to lodge a refundable Accommodation Bond with the Home.

The payment of a refundable Accommodation Bond is a secure and attractive method of funding residency at the Home. The Commonwealth Government guarantees the refund of the bond upon departure (refer to enclosed Media Release) and any amount provided to the Home as an Accommodation Bond is exempt from both income and asset tests for the purpose of determining pension eligibility (residents are advised to seek their own financial advice).

The payment of a refundable Accommodation Bond reduces the amount you need to pay as a daily rate.

Each room has an applicable Accommodation Bond value ("the Full Bond"), however, the actual amount you provide as a lump sum is negotiable with the Home. As a general rule we recommend an amount of \$250,000.

An example of how daily rates by room type are reduced by the payment of a \$250,000 bond or the applicable Full Bond appears below:

| ROOM TYPE | FULL BOND | BASIC<br>DAILY RATE<br>UNTIL BOND IS<br>PAID | DAILY RATE FOLLOWING<br>PAYMENT OF<br>\$250,000 REFUNDABLE<br>BOND | DAILY RATE FOLLOWING<br>PAYMENT OF<br>FULL REFUNDABLE BOND |
|-----------|-----------|--|--|--|
| Classic   | 695,000   | 185.77                                       | 135.77   | \$46.77  |
| Deluxe    | 820,000   | 210.77                                       | 160.77   | \$46.77  |
| Suite     | 995,000   | 245.77                                       | 195.77   | \$46.77  |

#### DONATION TO THE BUILDING FUND

Please refer to the Building Fund brochure and donation form enclosed with your application and admission packs for information regarding this essential program. Due to unprecedented and escalating demand for admission we will urgently need to undertake new building projects on behalf of our ageing community. Donating as little as 10% of your refundable accommodation bond upon departure will assist the Home to construct vital new aged care accommodation.

#### CONCESSIONAL RATES

Montefiore is committed to providing quality care and accommodation to all the community, including the financially disadvantaged. Our Admissions Review Committee, in conjunction with the Foundation, will consider all applications from a resident or their family who may be eligible for this assistance.

#### OTHER FEES & CHARGES

- Extra Service Status Our high-care nursing home and Special Care (dementia) unit have been awarded Extra Service Status by the Commonwealth Government in recognition of the higher standard of service and accommodation than provided by most other aged care facilities. Residency in these areas of the Home attracts an additional fee of \$28 per day.
- Income Tested Fee If you receive income from sources other than the aged pension, you may be eligible to pay an Income Tested Fee. This is an additional Government fee of 42c per day for each dollar of non-pension income above \$337.75 per week. The current maximum is capped at \$58.96 per day.

THE ABOVE INFORMATION IS INTENDED TO BE A BRIEF OVERVIEW ONLY. RATES ARE CURRENT AT TIME OF PRINTING AND SUBJECT TO CHANGE. PLEASE CONTACT OUR ADMISSIONS DEPARTMENT ON 8345 9102 TO DISCUSS APPLICABLE FEES AND CHARGES IN GREATER DETAIL.

Date first issued: 28/04/06 Date last revised: 1/12/2009

# **ATTACHMENT 2 (A-1)**

#### LIFESTYLE MANOR

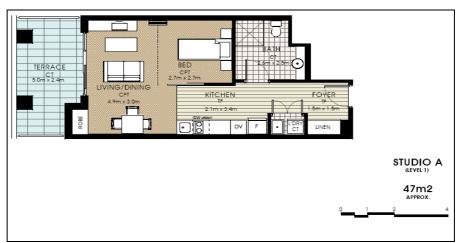


The village has 4 studios, 17 two bedroom units, 22 three bedroom units and 2 penthouse units. Each three bedroom unit is allocated two lock up garages and each studio and two bedroom unit is allocated a single lock up garage. The units are built around a glass atrium and include access to a heated swimming pool, workshop, cinema, gymnasium, medical suite, hair salon and treatment room, library, arts and craft workshop, barbeque area, a rooftop terrace which doubles as card room, dining area and function centre. There is lift access to all apartments and amenities.

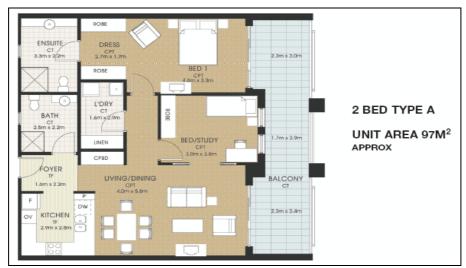


# **ATTACHMENT 2 (A -2)**

# **Floor Plans**



Studio A



2 Bed Type A



3 Bed Type B

#### **ATTACHMENT 2 (A -3)**

### **Apartment Specifications as of 24.01.07**

#### 1. Entry Foyer

- Floor Timber flooring
- Mouldings 140mm decorative skirting
- Ceilings Painted plasterboard ceilings with square set cornice
- Door Fire door with automatic closer and steel door frame
- Door Furniture Satin chrome finish
- Lights Low voltage recessed down lights.
- Intercom point 1 x Handset next to front door

#### 2. Living/Dining/Balcony

- Floor High quality wool carpet
- Mouldings 140mm painted decorative skirting
- Ceilings Painted plasterboard ceiling with painted decorative cornice
- External door Aluminium doors to balconies
- External handle and lock Manufacturers standard
- Balcony Floor Vitrified tile
- Internal sliding door As per typical internal door
- Door Furniture Satin chrome finish
- Lights Low voltage recessed down lights
- Power points 3 x Double GPO
- TV Socket 1 x Television point for pay and free to air TV.
- Hearing aid loop system Sound from TV or Radio, which can be transmitted directly to hearing aids

#### 3. Kitchen

- Floor Timber flooring
- Wall finish above units Colourback glass splashback above bench top
- Ceilings Painted bulkhead ceilings with square set cornice
- Kitchen Units Polyurethane painted doors with white lined shelving and satin chrome handles
- Kitchen Unit Handles Satin chrome finish
- Kitchen Bench tops Reconstituted stone
- Oven Fisher and Paykel oven
- Cook top Fisher & Paykel electric cooktop
- Range hood Fisher & Paykel rangehood
- Microwave Sharp Microwave
- Fridge Fisher & Paykel fridge
- Dishwasher Fisher & Paykel double drawer dishwasher
- Sink mixer Single lever chrome sink mixer
- Sink Stainless steel square bowls mounted under the bench top
- Bin Slide out bin
- Power points 2 x Double GPO above workbench
- 3 x Single GPO for appliances
- Lights Low voltage recessed down lights in bulkhead ceiling
- Intercom point 1 x Wall mounted
- Telephone socket 1 x 2 line socket

#### **ATTACHMENT 2 (A -4)**

#### 4. Bedrooms 1, 2 & 3

- Floor High quality wool carpet
- Mouldings 140mm painted decorative skirting
- Ceilings Painted ceiling with painted decorative cornice
- Outside door Powder coated aluminium (main bedroom only)
- Windows Powder coated aluminium
- Lights Low voltage recessed down lights
- Power points 2 x Double GPO
- TV Socket 1 x Pay and free to air TV (main bedroom only)
- Telephone socket 1 x 2 line socket (main bedroom only)
- Cupboards Polyurethane painted doors with white lined shelving and satin chrome finish
- Door Pressed pattern 2 panel traditional door with a 75 x 18 painted decorative architrave
- Door Furniture Satin chrome finish
- Emergency call button 1 x Wall mounted push button in main bedroom

#### 5. Bathroom en suite

- Floor Vitrified tile
- Wall tiling Floor to ceiling ceramic tile
- Feature tiles 1 x Section of wall
- Ceilings Painted bulkhead ceiling with square set cornice
- Door Pressed pattern 2 panel traditional door with a 75 x 18 painted decorative architrave
- Door Furniture Satin chrome finish
- Lights Low voltage recessed down lights
- Power points 1 x Double GPO
- Toilet Clarence deluxe toilet suite
- Basin Semi-recessed basin on vanity
- Basin mixer Lever basin tap set
- Vanity Polyurethane painted doors with white lined shelving and satin chrome handles
- Vanity Top Reconstituted stone
- Mirror cabinet Mirror mounted on cabinet door
- Shower Mixer Single lever shower mixer
- Shower Head Shower set on rail
- Shower screen Semi frameless clear glass pivot screen door (No hob to floor)
- Heating Ceiling mounted heater lamp and light
- Emergency call button 1 x Wall mounted push button in main bedroom

#### ATTACHMENT 2 (A -5)

#### 6. Guest Bathroom

- Floor Vitrified tile
- Wall tiling Floor to ceiling ceramic tile
- Ceilings Painted plasterboard ceiling with square set cornice
- Door Pressed pattern 2 panel traditional door with a 75mm painted decorative architrave
- Door Furniture Satin chrome finish
- Light and heater Ceiling mounted heater lamp and light
- Power points 1 x Double GPO
- Toilet Clarence deluxe toilet suite
- Basin Semi-recessed basin on vanity
- Basin mixer Lever basin tap set
- Vanity Polyurethane painted doors with white lined shelving and satin chrome handles
- Vanity Top Reconstituted stone
- Mirror Wall mounted bevelled edge mirror
- Shower Mixer Single lever shower mixer
- Shower Head Shower set on rail
- Shower screen Semi frameless clear glass pivot screen door
- Emergency call button 1 x Wall mounted push button
- Heating Ceiling mounted heater lamp and light

#### 7. Laundry

- Floor Vitrified tile
- Wall tiling 600mm tiling above sink
- Ceilings Painted ceilings with square set cornice
- Door Pressed pattern 2 panel traditional door with a 75 x 18 painted decorative architrave (separate laundries only)
- Door Furniture Satin chrome finish
- Lights Low voltage recessed down lights
- Power points 1 x Double GPO
- Laundry sink Stainless steel tub in cabinet
- Basin tap set Laundry sink tap set
- Washing machine outlets 1 x cold water and 1 x hot water
- Linen Cupboard Polyurethane painted doors with white lined shelving and satin chrome handles
- Tumble Dryer Fisher & Paykel tumble dryer

#### 8. General

- Reinforced concrete floor structure to all units.
- All internal walls plasterboard lined with flush jointing (except in laundry)
- External and Party walls to be masonry.
- All windows powder coated aluminium
- Garage doors to be automated sectional doors.
- Garbage disposal chute on all levels.
- Reverse cycle air-conditioning with individual controls to heat and cool bedrooms and living areas.
- 24 hour emergency push button system to be installed to all units, to be linked to the 24 hour reception and linked to three mobile phones nominated by management.
- An Emergency warning and intercommunication system shall be installed to sound throughout all areas to provide a warning to all occupants in the case of a fire or if necessary to evacuate.
- All units have an audio intercom system with communication to the front door, garage door and the reception desk.

#### ATTACHMENT 2 (A -6)

#### 9. Lifestyle Areas

- Lobby: Luxury furniture and artwork as selected by Interior Designers Campbell, Luscombe, Folk, Lichtman
- Lounge: Luxury furniture and fixtures including tea and coffee making facilities.
- Library: Luxury furniture and fixtures, internet facilities.
- Workshop: Workbench, tool storage cupboards.
- Consulting Room: Furniture and fixtures as required by consulting practitioners.
- Hair salon and treatment room: Furniture and fixtures as required by stylist and therapist.
- Cinema: Furniture as selected by Interior Designers Campbell, Luscombe, Folk, Lichtman,
- Electronic equipment as specified by home theatre specialist.
- Exercise Room: Appropriate gym equipment
- Pool: Heated, in-ground heated pool.
- Roof top terrace: Tables and chairs as selected by Interior Designers Campbell, Luscombe, Folk, Lichtman. Kitchen for functions.
- Landscaping: Professional landscaping and water feature by Michael Zinn to forecourt, surrounding gardens and entertaining area.

# ATTACHMENT 2 (A -7)

# **Schedule of Units**





| Unit | Area<br>Unit | Area<br>Balcony | Area<br>Total | Bed-<br>rooms | Bath-<br>rooms | Level | Aspect | Unit<br>Type |
|------|--------------|-----------------|---------------|---------------|----------------|-------|--------|--------------|
|      |              |                 |               |               |                |       |        |              |
| 1    | 111          | 31.3            | 142.3         | 3             | 2              | 1     | N      | Α            |
| 2    | 44           | 10.4            | 54.4          | 1             | 1              | 1     | N      | D            |
| 3    | 53           | 10.1            | 63.1          | 1             | 1              | 1     | N      | С            |
| 4    | 56           | 10.1            | 66.01         | 1             | 1              | 1     | N      | В            |
| 5    | 47           | 10.7            | 57.7          | 1             | 1              | 1     | N      | Α            |
| 6    | 111          | 13.4            | 124.04        | 3             | 2              | 1     | N      | Α            |
| 7    | 97           | 47              | 144           | 2             | 2              | 1     | Е      | Α            |
| 8    | 110          | 17.6            | 127.6         | 3             | 2              | 1     | Е      | С            |
| 9    | 110          | 23.4            | 133.4         | 3             | 2              | 1     | W      | С            |
| 10   | 97           | 26.4            | 123.4         | 2             | 2              | 1     | W      | Α            |
| 11   | 108          | 13.4            | 121.4         | 3             | 2              | 2     | N      | Α            |
| 12   | 94           | 7.98            | 101.98        | 2             | 2              | 2     | N      | С            |
| 13   | 95           | 7.98            | 102.98        | 2             | 2              | 2     | N      | В            |
| 14   | 108          | 13.4            | 121.4         | 3             | 2              | 2     | N      | Α            |
| 15   | 108          | 8.19            | 116.19        | 3             | 2              | 2     | Е      | В            |
| 16   | 97           | 21.35           | 118.35        | 2             | 2              | 2     | Е      | Α            |
| 17   | 110          | 8.19            | 118.19        | 3             | 2              | 2     | Е      | С            |
| 18   | 110          | 8.19            | 118.19        | 3             | 2              | 2     | W      | С            |
| 19   | 97           | 21.35           | 118.35        | 2             | 2              | 2     | W      | Α            |
| 20   | 109          | 8.19            | 117.19        | 3             | 2              | 2     | W      | D            |
| 21   | 108          | 13.4            | 121.4         | 3             | 2              | 3     | N      | Α            |
| 22   | 94           | 7.98            | 101.98        | 2             | 2              | 3     | N      | С            |
| 23   | 95           | 7.98            | 102.98        | 2             | 2              | 3     | N      | В            |
| 24   | 108          | 13.4            | 121.4         | 3             | 2              | 3     | N      | Α            |
| 25   | 108          | 8.19            | 116.19        | 3             | 2              | 3     | Е      | В            |
| 26   | 97           | 21.35           | 118.35        | 2             | 2              | 3     | Е      | Α            |
| 27   | 110          | 8.19            | 118.19        | 3             | 2              | 3     | Е      | С            |
| 28   | 110          | 8.19            | 118.19        | 3             | 2              | 3     | W      | С            |
| 29   | 97           | 21.35           | 118.35        | 2             | 2              | 3     | W      | Α            |
| 30   | 109          | 8.19            | 117.19        | 3             | 2              | 3     | W      | D            |
| 31   | 108          | 13.4            | 121.40        | 3             | 2              | 4     | N      | Α            |

# ATTACHMENT 2 (A -8)

| Unit | Area<br>Unit | Area<br>Balcony | Area<br>Total | Bed-<br>rooms | Bath-<br>rooms | Level | Aspect | Unit<br>Type |
|------|--------------|-----------------|---------------|---------------|----------------|-------|--------|--------------|
|      |              |                 |               |               |                |       |        |              |
| 32   | 94           | 7.98            | 101.98        | 2             | 2              | 4     | N      | С            |
| 33   | 95           | 7.98            | 102.98        | 2             | 2              | 4     | N      | В            |
| 34   | 108          | 13.4            | 121.4         | 3             | 2              | 4     | N      | Α            |
| 35   | 108          | 8.19            | 116.19        | 3             | 2              | 4     | Е      | В            |
| 36   | 97           | 21.35           | 118.35        | 2             | 2              | 4     | Е      | Α            |
| 37   | 110          | 8.19            | 118.19        | 3             | 2              | 4     | Е      | С            |
| 38   | 110          | 8.19            | 118.19        | 3             | 2              | 4     | W      | С            |
| 39   | 97           | 21.35           | 118.35        | 2             | 2              | 4     | W      | Α            |
| 40   | 109          | 8.19            | 117.19        | 3             | 2              | 4     | W      | D            |
| 41   | 127          | 16.95           | 143.95        | 3             | 2              | 5     | NE     | Р            |
| 42   | 133          | 16.95           | 149.95        | 3             | 2              | 5     | Е      | Р            |
|      |              |                 |               |               |                |       |        |              |

<u>Important notice:</u> The information, including floor areas, set out within this document are intended as a general indication only of the nature of Lifestyle Manor Bondi. Interested parties should rely on their own enquires and on the contractual documentation.







# ATTACHMENT 2 (B)

#### TREBARTHA APARTMENTS

Trebartha Apartments offer 56 self-contained apartments of studio x 2, one x 24, two x 28 and three x 2 bedrooms in an eight story building. Onsite services include: Trebartha Restaurant, Trebartha Coffee Shop, room service and a live-in Duty Manager available 24-hours a day, seven days a week.

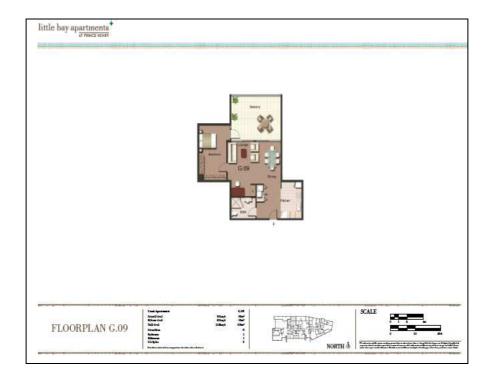


# **ATTACHMENT 2 (C-1)**

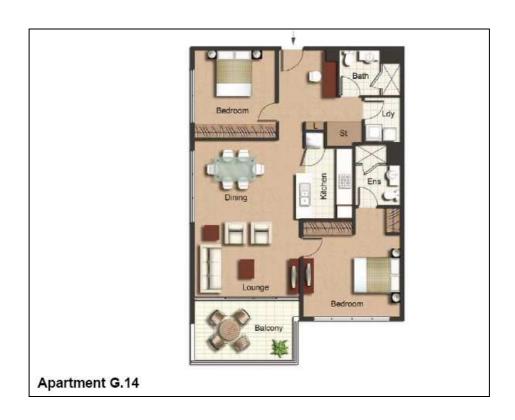
#### LITTLE BAY APARTMENTS

Little Bay Apartments comprises three low rise boutique buildings – Pine, Coast and Beach – connected by a covered walkway. There are 1, 2 and 3 bedroom apartments available in a variety of layouts with internal areas ranging from 62sqm to 161sqm. All have balconies.

#### **Floor Plans**

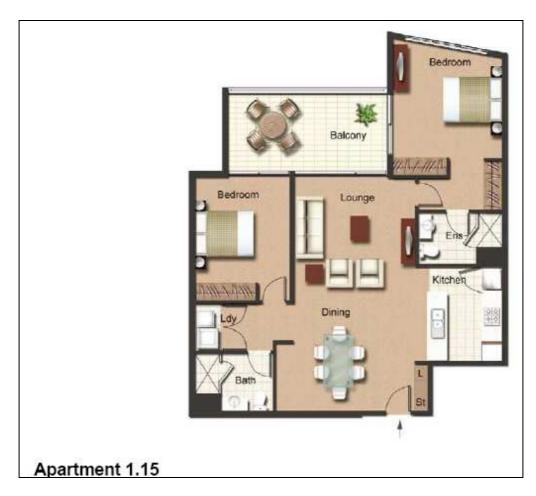


# ATTACHMENT 2 (C-2)





# ATTACHMENT 2 (C-3)





# ATTACHMENT 2 (D-1)

# **ROSE BAY TOWERS**





#### **ATTACHMENT 2 (D-2)**

The information below is of a current unit for sale at Rose Bay Towers.

#### Offers over \$349,000

RE/MAX Signature Properties presents: Rose Bay Towers is exclusively for those over the age of 55. Owners can be of any age; occupant must be over 55.

It's your time to enjoy being beside the seaside - and in Sydney!

Light-filled, very private and peaceful, this 1 bedroom apartment will delight with a north-east aspect, cooling breeze and calming views which can be enjoyed from both balconies. It is situated on level 5, being the top floor of available apartments. It is suitable for a single or couple.

Comfortable as is or add value with a tailored refurbishment.

As a well-maintained security building, Rose Bay Towers Retirement Village offers residents a tranquil, carefree life-style, with companionship and support while maintaining independence.

It is situated in a sought-after, prestigious and picturesque location in the heart of Rose Bay Village, and just a stroll to all conveniences, bus and ferry services, the waters-edge, Rose Bay RSL Club, The Royal Sydney Golf Club and Lyne Park Tennis Centre. Look for the iconic round building behind Café Bondi.

Your purchase is of a life-long lease.

#### **Features:**

- Built-In Robes
- 2 Balconies
- Air-Conditioning
- Security Car space
- Lift
- Wheelchair friendly
- Security Intercom
- Large resident dining room
- Large resident lounge area with outdoor terrace which can also be used for receiving guests
- Common laundry
- Size: Approx 53sqm including 9 sqm of balconies

#### Monthly Levy \$1,176.66 (approx):

- Includes council rates
- Includes water rates
- Includes weekly cleaning of apartment
- Includes free use of common laundry
- Includes 24 hour onsite Manager
- Includes handy-man maintenance of apartment
- Includes maintenance and cleaning of common areas
- Optional for all meals and laundry services: an additional \$392.17 (approx) for single OR an additional \$570.34 (approx) for couple

#### **Inspections:**

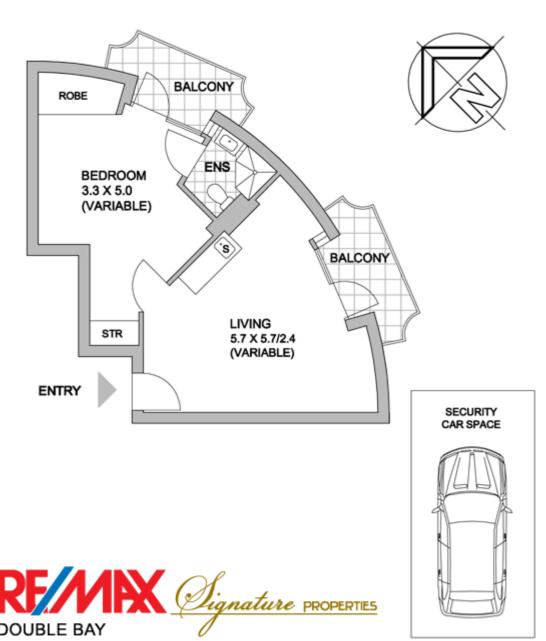
Saturdays 2:15 to 3:00pm SAT 27 Feb SAT 6 Mar & By appt

#### For Sale:

Offers over \$349,000

#### **ATTACHMENT 2 (D-3)**

# 54 / 624 NEW SOUTH HEAD RD **ROSE BAY**



www.remaxsignatureproperties.com.au

**NOT TO SCALE** FLOOR PLAN BY LYDIA YAP 0410 703 973 DIMENSIONS ARE APPROXIMATE FOR GENERAL PURPOSES ONLY

# **ATTACHMENT 3 (1)**

### HACC SERVICES IN THE EASTERN SYDNEY AREA

#### **Transport Services**

|                  | Transport Services   |  |  |  |  |  |
|------------------|--|--|--|--|--|--|
| LGA              | Services Name  |  |  |  |  |  |
| Woollahra<br>LGA | Holdsworth Street Community Centre 9302 3600   |  |  |  |  |  |
| Waverley<br>LGA  | Randwick/Waverley Community Transport 9369 5366  |  |  |  |  |  |
| Sydney<br>LGA    | Central Sydney Community Transport 9368 1941 (this service does not provide medical transport) |  |  |  |  |  |
| Randwick<br>LGA  | Randwick/Waverley Community Transport 9369 5366<br>South Sydney Community Transport 9319 4439  |  |  |  |  |  |

# **Food Services**

| Food Services |  |   |  |
|---------------|--|---|--|
| LGA           | Meals on Wheels (delivered to the home)  | Meals in Community Centres<br>(hot lunches)   | Shopping and Food<br>Delivery  |
| Woollahra LGA | Woollahra Meals on<br>Wheels<br>9327 2361<br>Jewish Centre on Ageing<br>9389 0035 (Kosher meals) | E J Ward Centre 9391 7956 Burger Centre - JewishCare 1300 133 660 Jewish Centre on Ageing 9389 0035 | Holdsworth St Community<br>Centre 9302 3600<br>Woollahra Meals on Wheels<br>and Shopping Service<br>9327 2361  |
| Waverley LGA  | Waverley Meals on<br>Wheels<br>9386 7977   | E J Ward Centre 9391 7956 Burger Centre - JewishCare 1300 133 660 Jewish Centre on Ageing 9389 0035 | ECHO Neighbour Aid<br>Program<br>9387 2885<br>Randwick/Waverley<br>Community Transport<br>9369 5366<br>Waverley Meals On Wheels<br>& Shopping Service<br>9386 7977 |

# ATTACHMENT 3 (2)

|              | Food Services  |   |  |  |
|--------------|--|---|--|--|
| LGA          | Meals on Wheels  | Meals in Community Centres  | Shopping and Food  |  |
| Sydney LGA   | (delivered to the home)  City of Sydney Meals on Wheels 8512 4230 Australian Chinese Community Association 9281 1377 | (hot lunches)  Alleena Home Care - Aboriginal Service 9245 1822 Australian Chinese Community Association 9281 1377 Alexandria Activity Centre 8512 8000 Darlington Activity Centre 9288 5640 St Helens Community Centre - Glebe 9298 3050 Kepos St Activity Centre - Redfern 9288 5601 Kings Cross Activity Centre 8374 6310 Millers Point Activity Centre 9244 3696 Ultimo Community Centre 9298 3103 Woolloomooloo Activity Centre 8374 6300 *Luncheon Club - HIV/AIDS specific service 9318 1197 Burger Centre - JewishCare 1300 133 660 Jewish Centre on Ageing 9389 0035 | Central Sydney Community Transport 9368 1941 Food Distribution Network 9699 1614 Kings Cross Community & Information Centre 9357 2164 South Sydney Community Transport 9319 4439 Redfern & Inner City Home Support Service 9319 3587 |  |
| Randwick LGA | Randwick Meals on<br>Wheels<br>9398 2731   | E J Ward Centre 9391 7956 Burger Centre - JewishCare 1300 133 660 Jewish Centre on Ageing 9389 0035   | Randwick/Waverley<br>Community Transport<br>9369 5366<br>The Junction<br>Neighbourhood Centre 9349<br>8200<br>Food Distribution Network<br>8338 8506   |  |

# Care at Home

|               | Care at Home   |   |   |  |
|---------------|--|---|---|--|
| LGA           | Personal Care (help with bathing, toileting and dressing)                                      | Specialist Health Care  | Community Nursing (home visits from trained nurses) |  |
| Woollahra LGA | Eastern Sydney Home Care Service of NSW 1800 350 792 Mercy Arms Home Support Service 9310 1201 | Spinal Cord Injuries Emergency Support Services 9661 8855 Maroubra Mobile Mental Health Service 9366 8711 | St Vincent 's Community<br>Health<br>8382 1988      |  |

# ATTACHMENT 3 (3)

| Care at Home |  |  |  |  |
|--------------|--|--|--|--|
| LGA          | Personal Care (help with bathing, toileting and dressing)  | Specialist Health Care   | Community Nursing<br>(home visits from trained<br>nurses)                              |  |
| Waverley LGA | Eastern Sydney Home Care Service of NSW 1800 350 792 Mercy Arms Home Support Service 9310 1201             | Spinal Cord Injuries Emergency Support Services 9661 8855 Maroubra Mobile Mental Health Service 9366 8711  | St Vincent 's Community<br>Health<br>8382 1988   |  |
| Sydney LGA   | Eastern Sydney<br>Home Care Service of NSW<br>1800 350 792<br>Mercy Arms Home Support Service<br>9310 1201 | Spinal Cord Injuries Emergency Support Services 9661 8855  Maroubra Mobile Mental Health Service 9366 8711 | St Vincent's Community<br>Health<br>8382 1988<br>Redfern Community Health<br>9395 0444 |  |
| Randwick LGA | Eastern Sydney Home Care Service of NSW 1800 350 792 Mercy Arms Home Support Service 9310 1201             | Spinal Cord Injuries Emergency Support Services 9661 8855 Maroubra Mobile Mental Health Service 9366 8711  | Prince of Wales Community<br>Health 9382 8060  |  |

# Help at Home

|               | Help at Home   |   |   |  |  |
|---------------|--|---|---|--|--|
| LGA           | <u>Home Help</u> - household tasks   | Neighbour Aid - providing volunteers for social visits, shopping, paying bills or writing letters | Home Maintenance<br>and Modification  |  |  |
| Woollahra LGA | Home Care Service of NSW 1800 350 792 Mercy Arms Home Support Service 9310 1201 Sydney & Eastern Suburbs Home Assistance Service 9365 6122 Jewish Centre on Ageing (COA) 9389 0035 | Holdsworth St Community<br>Centre<br>9302 3600  | Woollahra/Waverley Home<br>Maintenance &<br>Modification Service<br>9389 6488 |  |  |
| Waverley LGA  | Home Care Service of NSW 1800 350 792 Mercy Arms Home Support Service 9310 1201 Sydney & Eastern Suburbs Home Assistance Service 9365 6122 Jewish Centre on Ageing (COA) 9389 0035 | ECHO Neighbourhood<br>Centre<br>9387 2885   | Woollahra/Waverley Home<br>Maintenance &<br>Modification Service<br>9389 6488 |  |  |

# ATTACHMENT 3 (4)

|              | Help at Home   |   |   |  |  |
|--------------|--|---|---|--|--|
| LGA          | <u>Home Help</u> - household tasks   | Neighbour Aid - providing volunteers for social visits, shopping, paying bills or writing letters | Home Maintenance<br>and Modification                                |  |  |
| Sydney LGA   | Home Care Service of NSW 1800 350 792 Mercy Arms Home Support Service 9310 1201 Sydney & Eastern Suburbs Home Assistance Service 9365 6122 Jewish Centre on Ageing (COA) 9389 0035 | Redfern and Inner City<br>Home Support Service<br>9319 3587                                       | Home Maintenance & Modification Service 9699 4257                   |  |  |
| Randwick LGA | Home Care Service of NSW 1800 350 792 Mercy Arms Home Support Service 9310 1201 Sydney & Eastern Suburbs Home Assistance Service 9365 6122 Jewish Centre on Ageing (COA) 9389 0035 | The Junction<br>Neighbourhood Centre<br>9349 8200   | Randwick Home<br>Maintenance &<br>Modification Service<br>9399 0629 |  |  |

# Gardening

| Gardening |                                     |  |
|-----------|-------------------------------------|--|
| LGA       | Service Name                        |  |
| Woollahra | South East Sydney Gardening Service |  |
| LGA       | 9389 6488                           |  |
| Waverley  | South East Sydney Gardening Service |  |
| LGA       | 9389 6488                           |  |
| Sydney    | South East Sydney Gardening Service |  |
| LGA       | 9699 4257                           |  |
| Randwick  | South East Sydney Gardening Service |  |
| LGA       | 9389 6488                           |  |

# **ATTACHMENT 3 (5)**

#### **Respite Care**

Giving people who care a rest from caring, by providing another carer in the home or taking the frail aged person or person with a disability out of the home

| Respite Care  |  |   |  |
|---------------|--|---|--|
| LGA           | In Home  | Out of Home   |  |
| Woollahra LGA | Anglican Retirement Villages 9665 2200 Home Care Service of NSW 1800 350 792 KinCare Dementia Respite 1300 733 510 Mercy Arms Home Respite Service 9310 1201 | Holdsworth St Community Centre 9302 3600 Australian Chinese Community Association 9281 1377 Greek Welfare Centre 9516 2188 JewishCare 1300 133 660 Jewish Centre on Ageing 9389 0035 *South East Sydney Commonwealth Carer Respite Centre 9599 0233 Sydney Multicultural Community Services 9663 3922   |  |
| Waverley LGA  | Anglican Retirement Villages 9665 2200 Home Care Service of NSW 1800 350 792 KinCare Dementia Respite 1300 733 510 Mercy Arms Home Respite Service 9310 1201 | Waverley Community & Seniors Centre 9386 7900 *War Memorial Day Centre 9369 0100 Australian Chinese Community Association 9281 1377 Greek Welfare Centre 9516 2188 JewishCare 1300 133 660 Jewish Centre on Ageing 9389 0035 *South East Sydney Commonwealth Carer Respite Centre 9599 0233 Sydney Multicultural Community Services 9663 3922 |  |

# ATTACHMENT 3 (6)

| Respite Care |  |   |  |
|--------------|--|---|--|
| LGA          | In Home  | Out of Home   |  |
| Sydney LGA   | Anglican Retirement Villages 9665 2200 Home Care Service of NSW 1800 350 792 KinCare Dementia Respite 1300 733 510 Mercy Arms Home Respite Service 9310 1201 | Darling House 9251 5959 Jane Evans Dementia Day Centre 9557 0032 Rushcutters Bay Dementia Day Centre 9326 2601 Stanley Hunt Centre - Chinese specific service 9211 9838 St Vincent's Community Health 8382 1988 Australian Chinese Community Association 9281 1377  Greek Welfare Centre 9516 2188 JewishCare 1300 133 660 Jewish Centre on Ageing 9389 0035 *South East Sydney Commonwealth Carer Respite Centre 9599 0233 Sydney Multicultural Community Services 9663 3922 |  |
| Randwick LGA | The Junction Neighbourhood Centre 9349 8200  | Annabel House Dementia Day Care 9315 7726 The Junction Neighbourhood Centre 9349 8200 Australian Chinese Community Association 9281 1377 Greek Welfare Centre 9516 2188 JewishCare 1300 133 660 Jewish Centre on Ageing 9389 0035 *South East Sydney Commonwealth Carer Respite Centre 9599 0233 Sydney Multicultural Community Services 9663 3922  |  |