

Riverside (St. Albert)



325 McKinney Drive

Prepared by
Terry Collier, MSc.

Introduction of Terry and Janet



Terry's first exposure to Seniors was developing digital solutions (implementing desk top computers for administrative duties) for a chain of senior's properties in Southern California (1985). Terry became interested in Senior's research while doing his master's degree, where he studied senior's consumer behavior. He then moved to Canada to work for a senior's developer in the marketing division. He continues to do focus groups and research to support the changing life-style needs of seniors. With over 450 million dollars in design, development and marketing of senior's properties in Western Canada (29 properties), Terry is considered an authority on the purchasing behavior of seniors.

Janet Halbesma



Why do we do 12 socials before opening 14 Socials in total



Social 1 Getting to Know Us

Social 2 Choosing what floor to live on?

Social 3 Ten Fears of Seniors

Social 4 Volunteering Options -
Start Reservation Agreements

Social 5 Planning for Service & Care Options

Social 6 Viewing of Structure/Suite Orientation

Social 7 When is it time to list your home|

- Social 8

Understanding your lease

- Social 9

Viewing the Show Suite

- Social 10

Moving

- Social 11

Notifying Service Providers

- Social 12

Occupancy Orientation –
Introduce Staff

- Social 13

Moving in Day

- Social 14

Family Social

Why did we develop the Three Robins Model



- Middle income seniors typically cannot afford Isl properties
- We believe that contributing to a community makes a difference
- We believe aging together is healthier than being isolated
- We believe the future of home care is cluster care



AN INTRODUCTION TO THREE ROBINS

Our Philosophy for Aging in Place

Three Robins properties with their new fully equipped amenities rooms and suites offers an aging in place strategy for seniors. What makes Three Robins unique is the availability of optional services when needed. Each apartment has a full kitchen including in-suite laundry facilities to allow for maximum independence. Residents pay for the supportive services when needed, versus bundled services (housekeeping, meals, etc.) that often are not required when moving into a new senior's apartment. As your needs change, you can contact our on-site manager and get additional information on the services you may require.

By offering a resident volunteer program, residents can engage in supporting the community's functional programming and fellow residents as they choose. Three Robins is a perfect alternative for seniors who are looking for supportive lifestyle services but not prepared to pay or participate in a traditional Independent Supportive Living property.

Three Robins is not restrictive by its nature and therefore, there are no mandatory services or age restrictions. Aging in place occurs organically as the services are available when you require them. Having a more affordable option allows residents to save their funds now for unexpected costs in the future. Our goal is to have residents residents at Three Robins properties as their needs change from active adult, supportive living, and light assisted living (medication assistance/bathing/dressing).



The Three Robins Model is Proven



Three Robins Red Deer (89 suites) opened January 2020. Three Robins Stony Plain (83 suites) opened December 2021. Stony Plain has a 100% occupancy with waiting list plus Red Deer has 95% occupancy with 93% of the residents participating in the “Resident Volunteer Program”. Three Robins Emerald Hills opened October 2023 and is at 95% occupancy.



Three Robins Stony Plain



Three Robins Red Deer

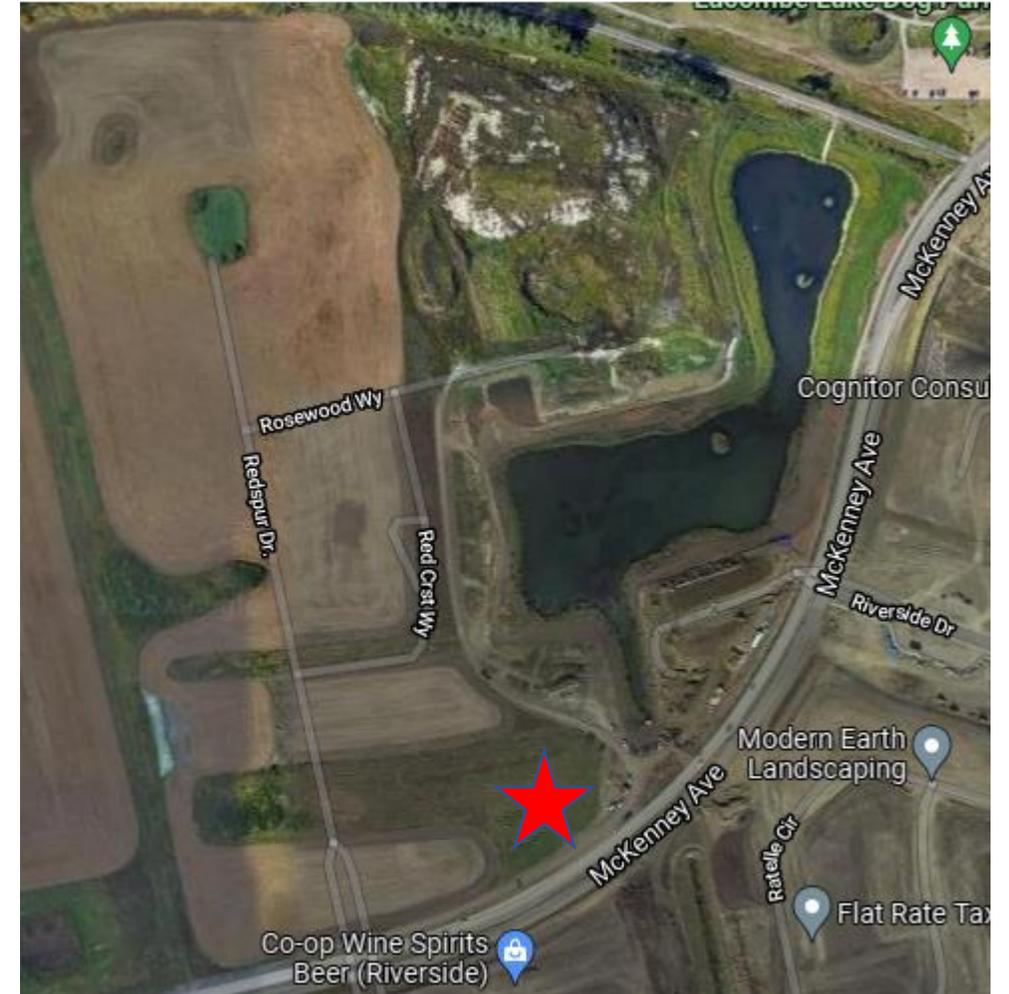


Three Robins Emerald Hills
Sherwood Park

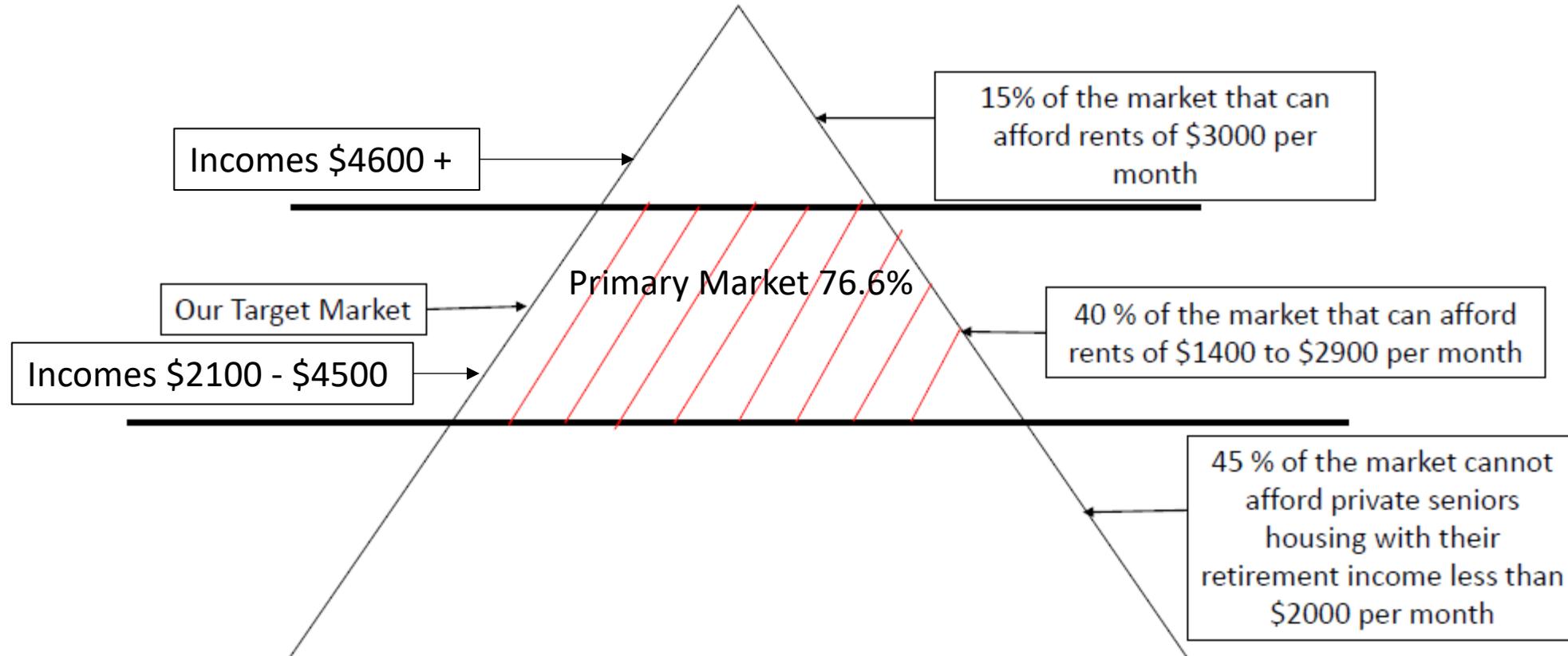
Riverside St. Albert McKinney and Redspur Dr.



Across street from new Co-op Food store

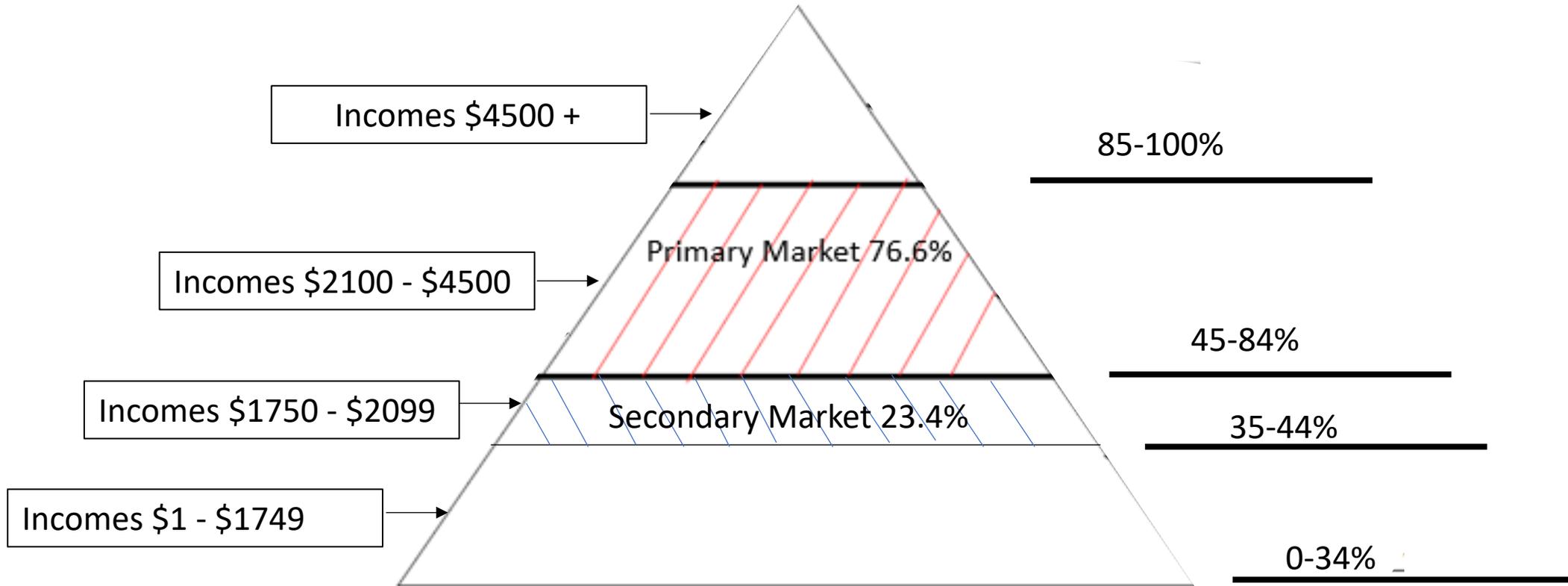


We target the “Middle” class seniors



Secondary Market

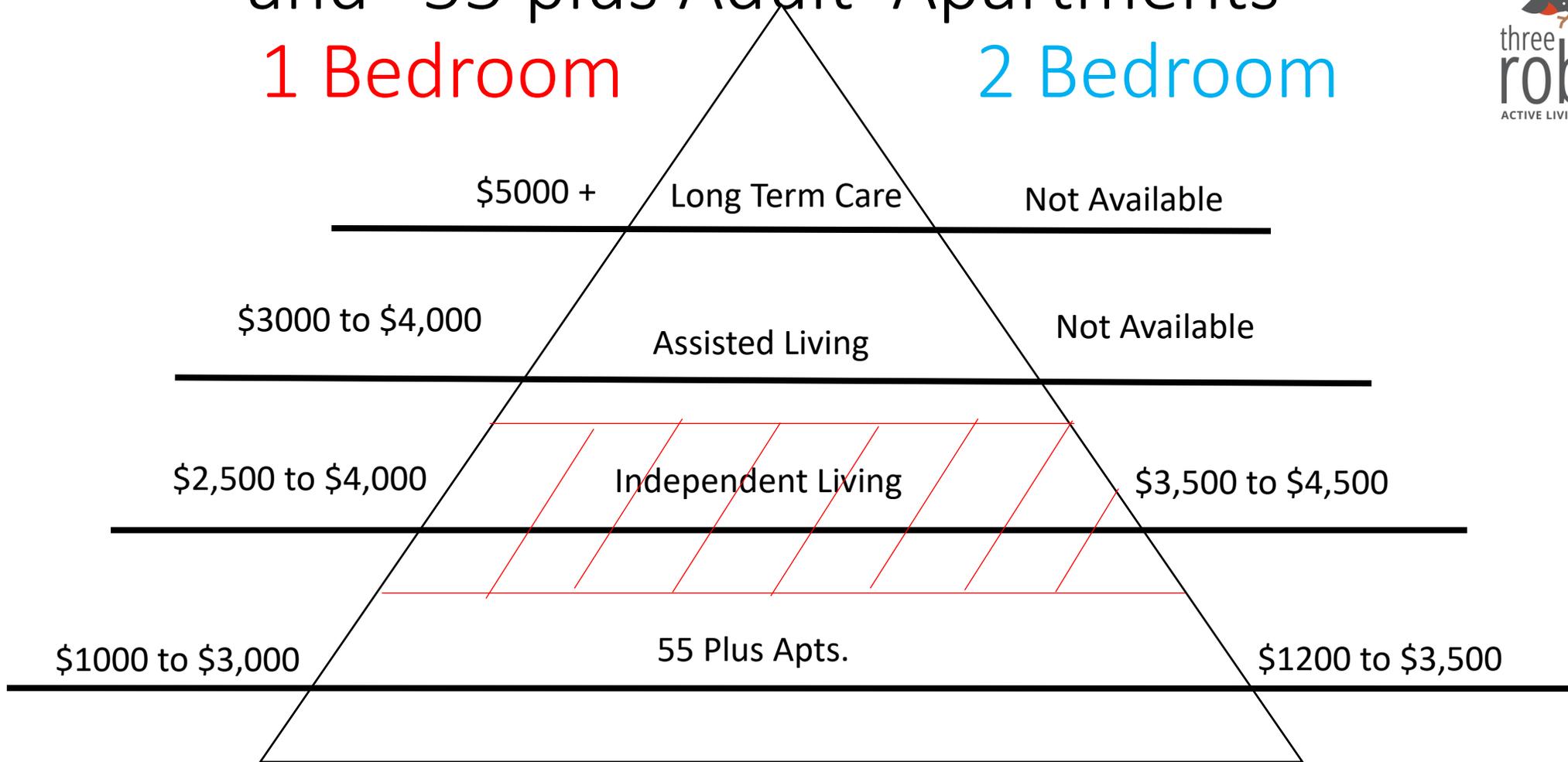
35-45% Economic Cohort



The proposed product bridges “Independent Living” SL2 and “55 plus Adult Apartments”

1 Bedroom

2 Bedroom



Typical 3 Robins Concept Riverside



- 87 suites
- Main Floor Amenities /Commercial Units / Daycare
- Residential suites floors 2-6
- 10% of the suites are affordable (prices to be determined)

Market Rental Rates

Studio Suites	\$1965	One bedroom	\$1795- \$2145
Two Bedroom	\$2045-2245	Two Bedroom & Den	\$2245-2795



Lifestyle amenities with aging in place design (walker accessible)

- Total full time Staff 2 (General Manager, ½ time Leasing Rec Manager, ½ time Maintenance Manager)
- 24-hour emergency call program, recreation and on-site management and maintenance, Transportation, Housekeeping-Flat Linen
- 7,033 sq. ft. of amenity space



VOLUNTEER AT THREE ROBINS



Volunteering is a powerful way to make a positive impact on the health and well-being of communities. Not only does it make a difference in the lives of recipients, it also benefits volunteers mentally, socially, and even physically.

We reduce tenants' rent by \$200 if they volunteer 10 hours per month in the building.



Resident Volunteer -Hours -Foothills	# Volunteers	Hours	Hours
137 Residents 95% enrollment	Daily	Daily	Monthly
24 Emergency Call Facilitation	2	2	122
Cleanliness Reivew	1	1	30.5
Disinfecting Elevator / Hand Rails	1	1.5	45.75
Fire Marshall Safety Inspection	1	1	30.5
Library Coordinaton	1	0.25	7.625
Maintenance / Painting/ Light Bulbs	1	1.5	45.75
Marketing Tours	1	2	61
Meal Preperation	2	2	122
Office Administration Support	1	1	30.5
Reception 8am until 5pm	3	3	274.5
Recyle / Trash Conceirge	1	1.5	45.75
Waterings Plants	2	1	61
Wellness Check	3	1	91.5
Wood Shop Coordination	1	0.25	7.625
Total Hours			976

Our Residents Volunteer at their Three Robins Properties approximately 1,000 hours per month



FOOD SERVICE

At Three Robins we offer five strategies to provide meals for our residents.

1. Residents prepare a meal for up to 20 residents or family members in the demonstration kitchen four days per week.
2. We have a community pantry event each Thursday. We purchase food in bulk and then make four meals for each resident that participates to take home and enjoy during the week. The average cost per meal varies from \$4.00 to \$7.00.
3. As a community, each week we choose a restaurant and enjoy a meal at their premises as a group. We receive a 10% discount from the posted prices.
4. Twice a month we have a local chef come to our property and prepare a meal in our demonstration kitchen. Prices vary from \$10.00 to \$17.00 per meal.
5. We coordinate resident pot luck meals. Three residents become a "trio" and they go to each others suites twice a week and enjoy a pot luck meal.



Services offered at Three Robins Supportive Living Apartments

- 24 hour emergency call program
- On Site General Manager
- On Site Recreational Coordinator
- On site Maintenance Coordinator
- Available Housekeeping
- Available Laundry Services
- Available food services (community bistro)

TekTone[®]
SOUND & SIGNAL



Green Transportation Program



We support our residents to **Ride Share.**



We support our residents to rent Enterprise vehicles using their concierge delivery program



**We offer our residents free use of
“Electric Trike”
2 bikes on site**



Three Robins Rendering

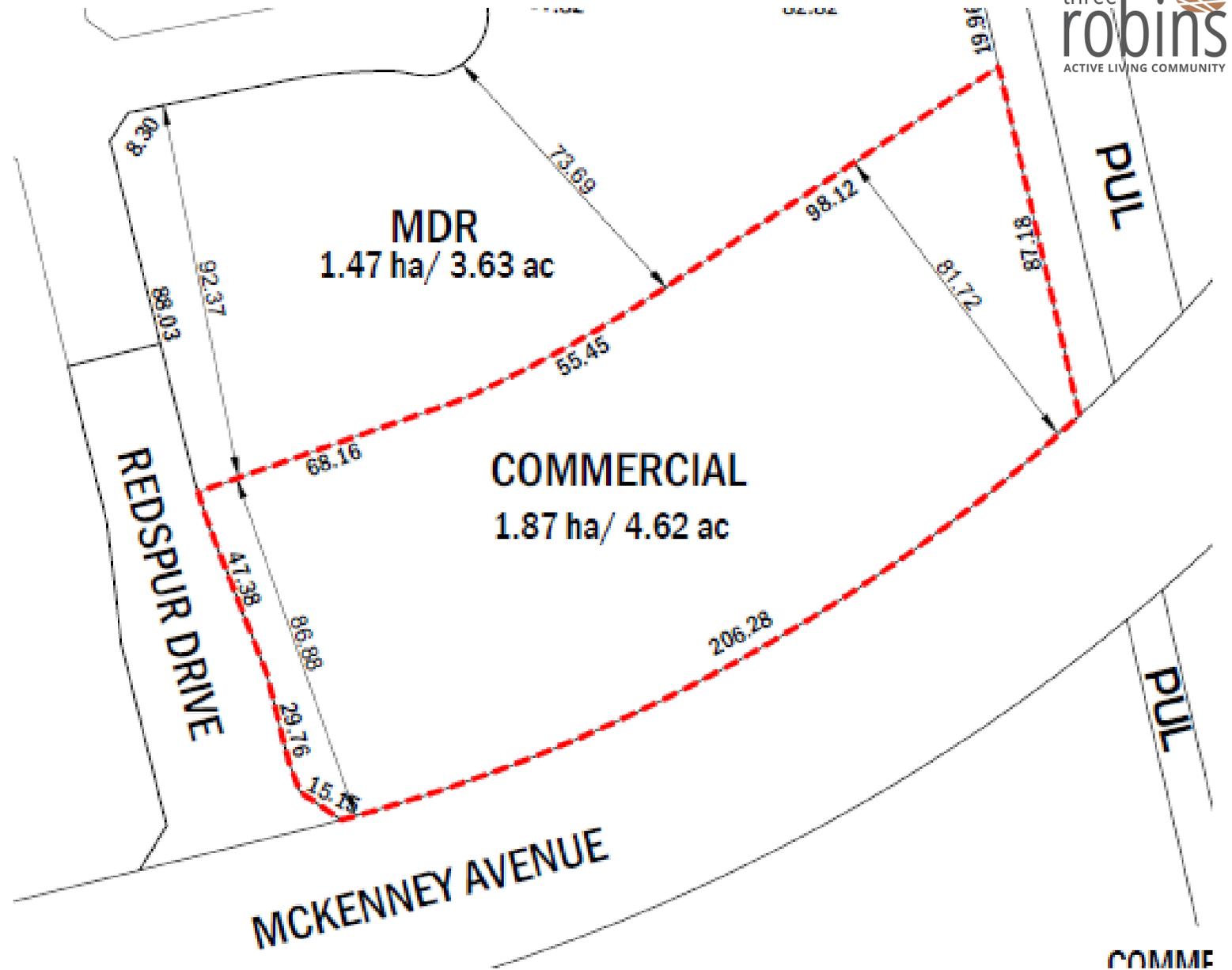


87 Suites 8960 Sq. Ft. Commercial Space & 6384 Sq. Ft. Daycare

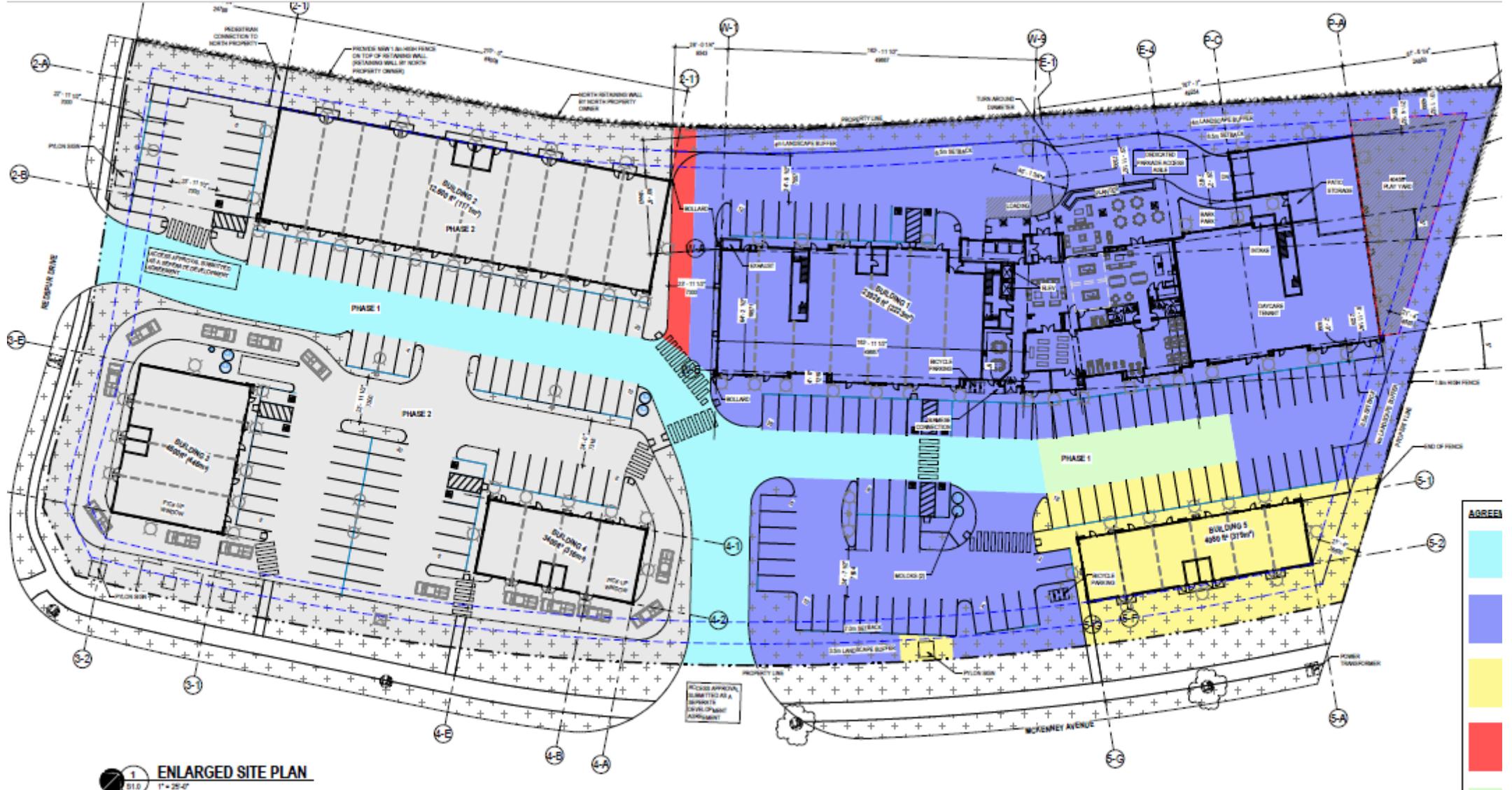


Rear Elevation

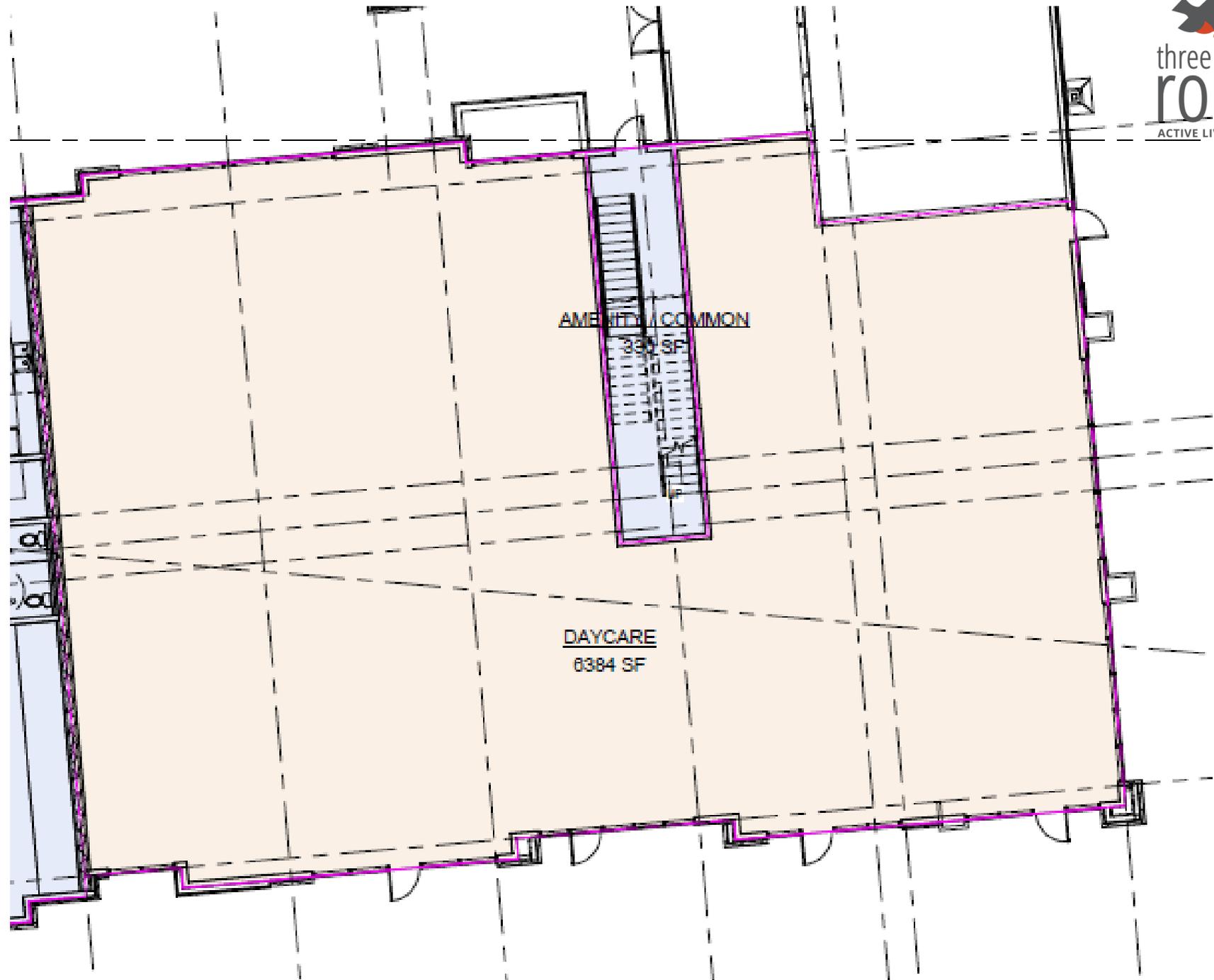
2 Phase Site



Site Plan Building 1, 2, 3, 4 & 5 4.62 Acres

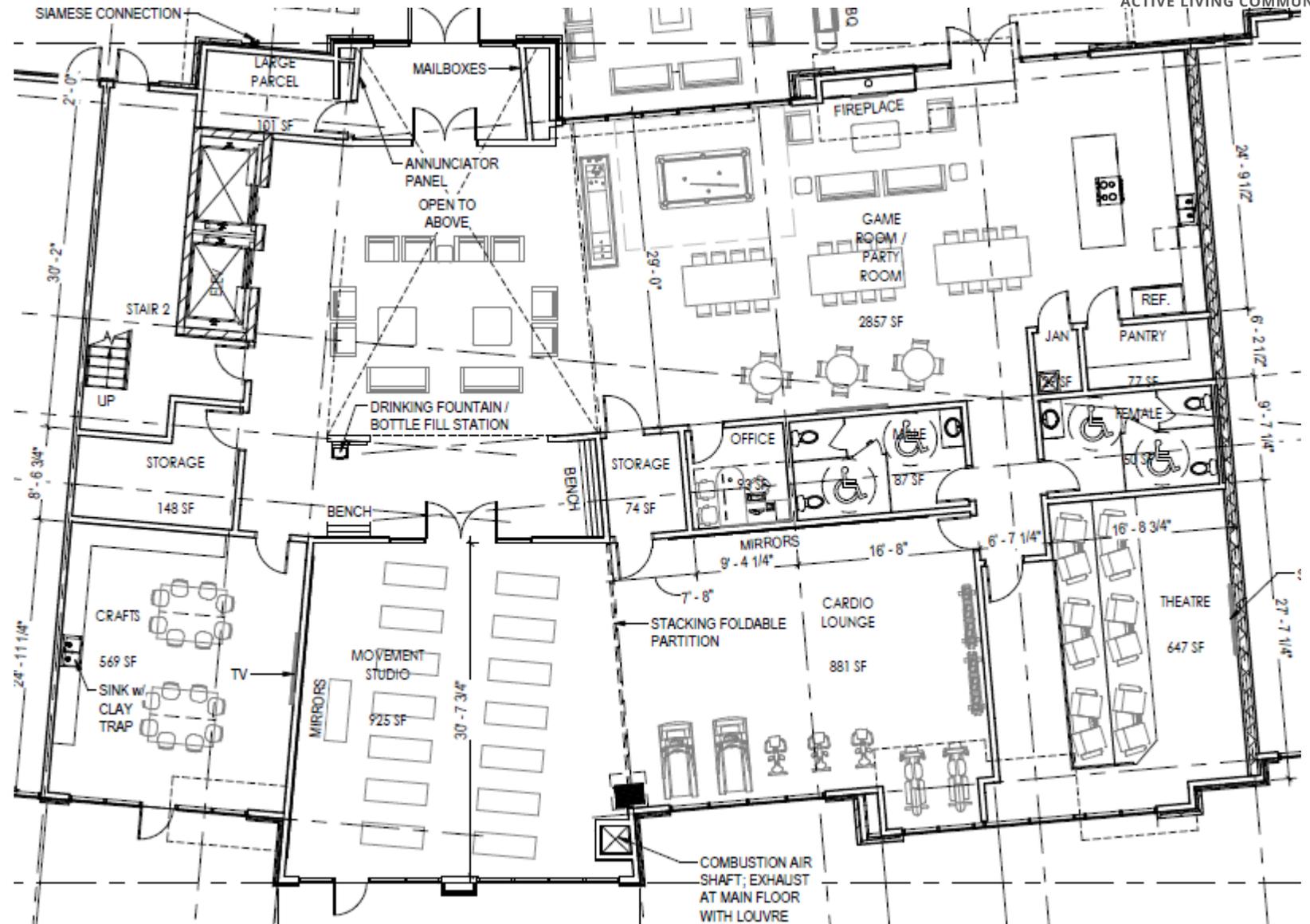


Building 1
Day Care
6384 Sq. Ft.



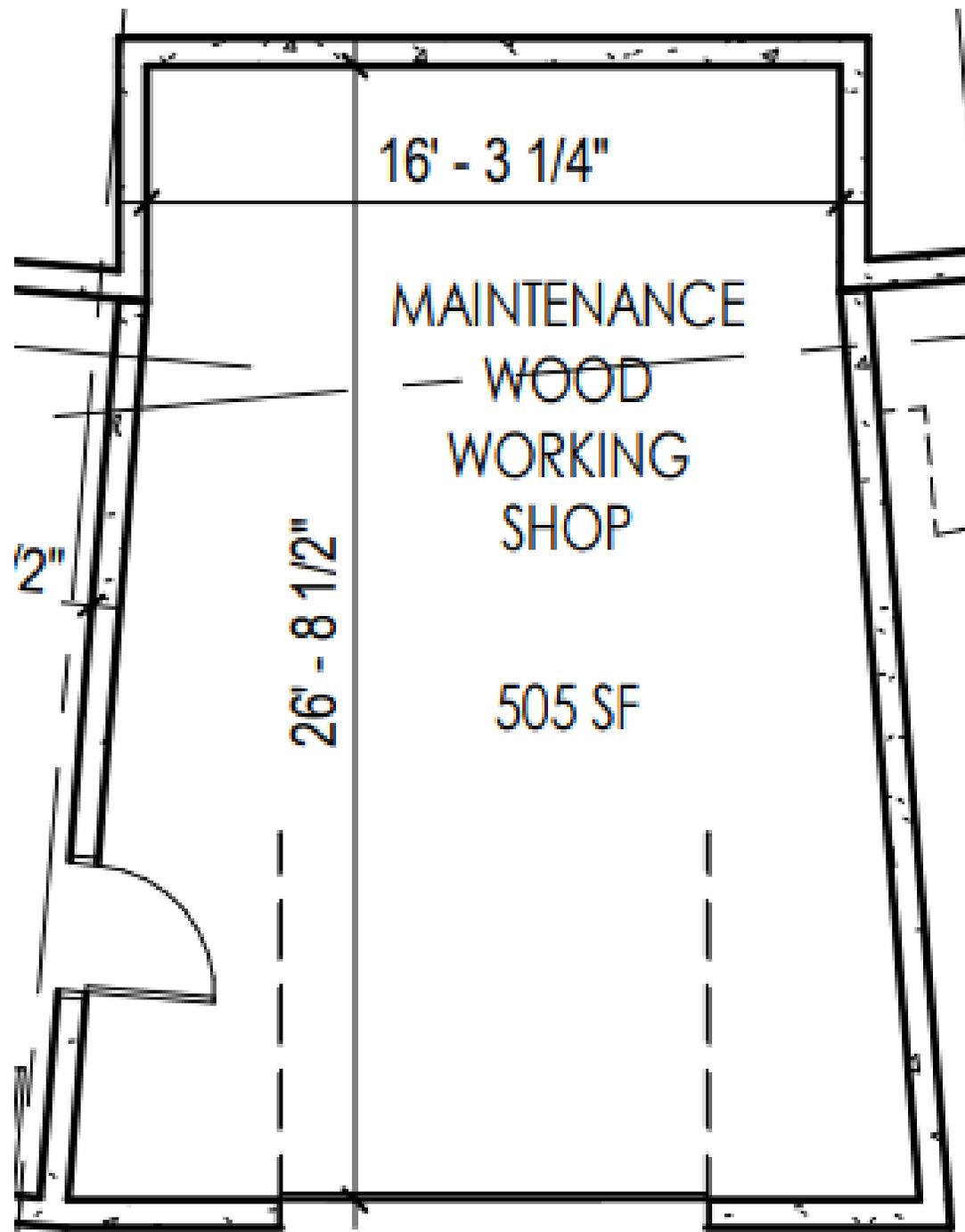
Main Floor Amenities & Lobby

7,948 Sq. Ft.



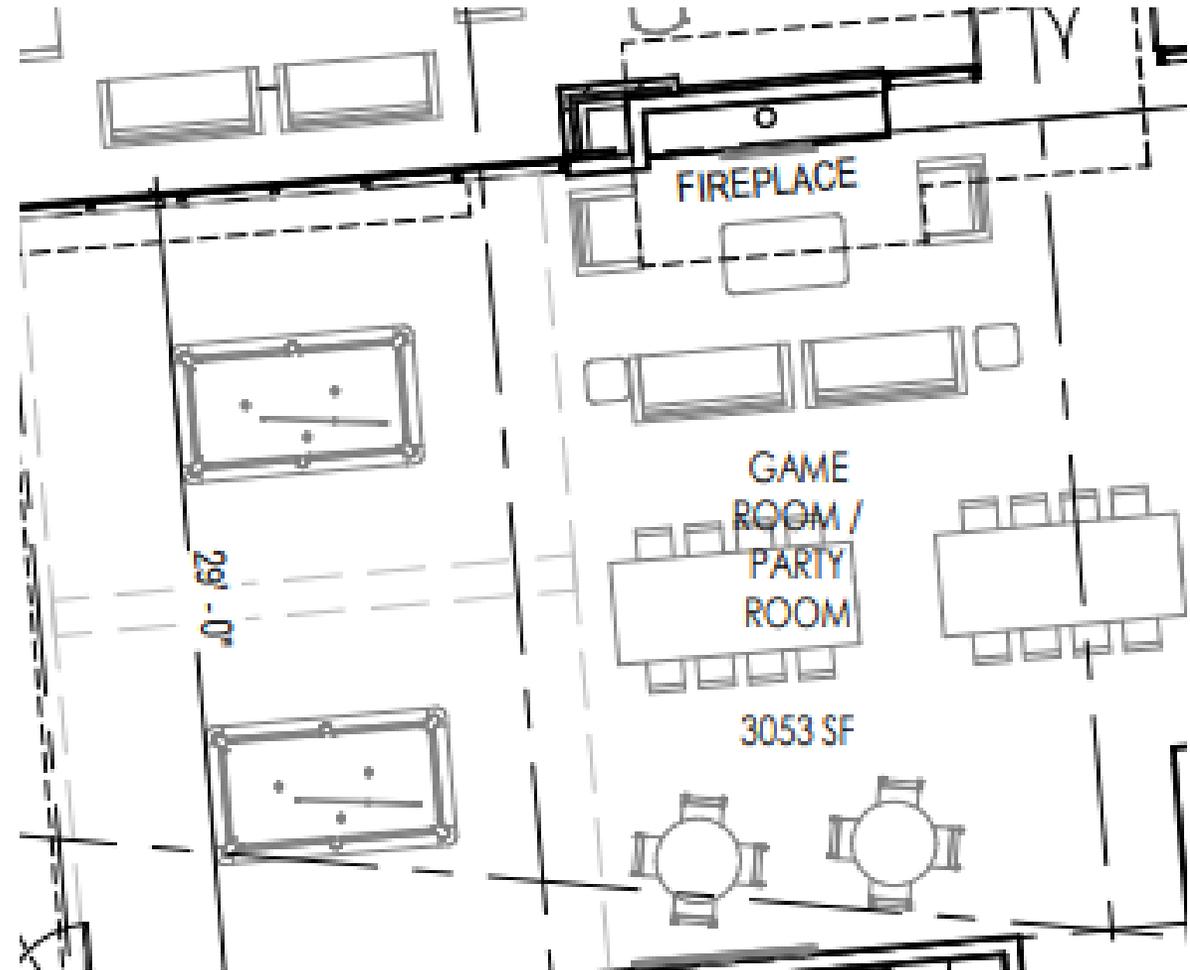
Woodworking Shop

Parkade 505 sq. ft.

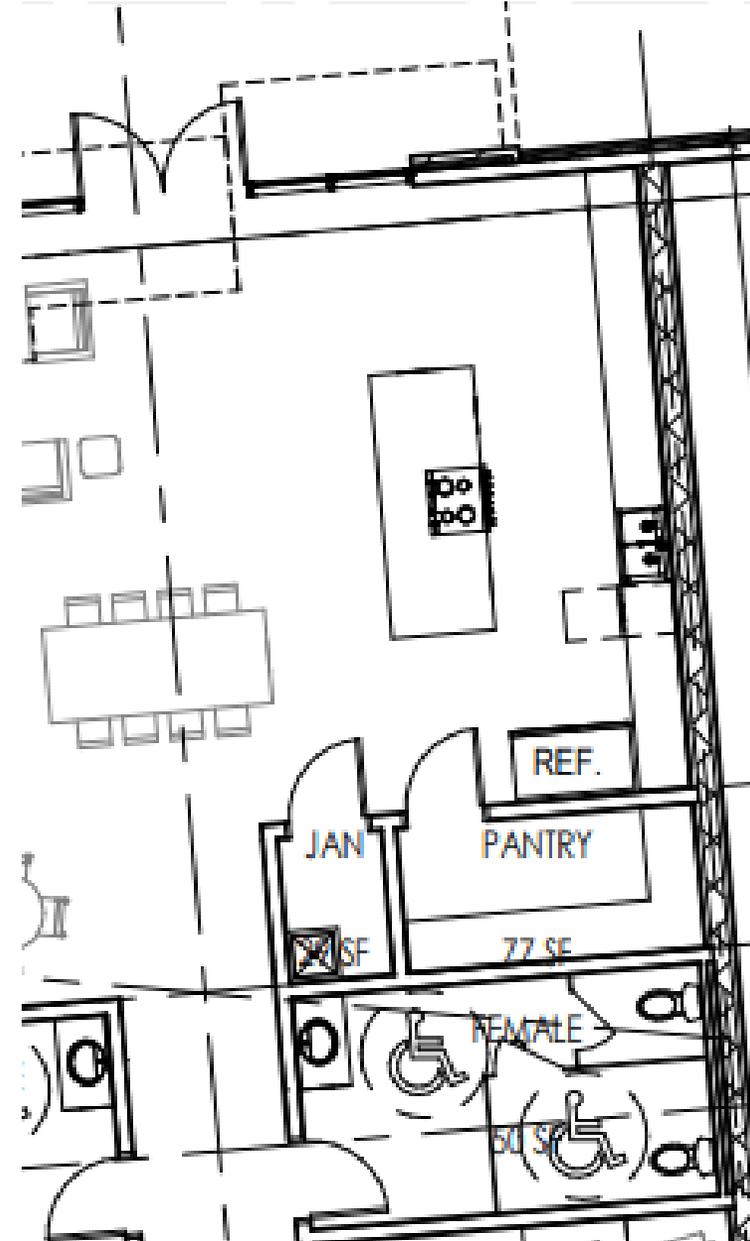


Games Party Room

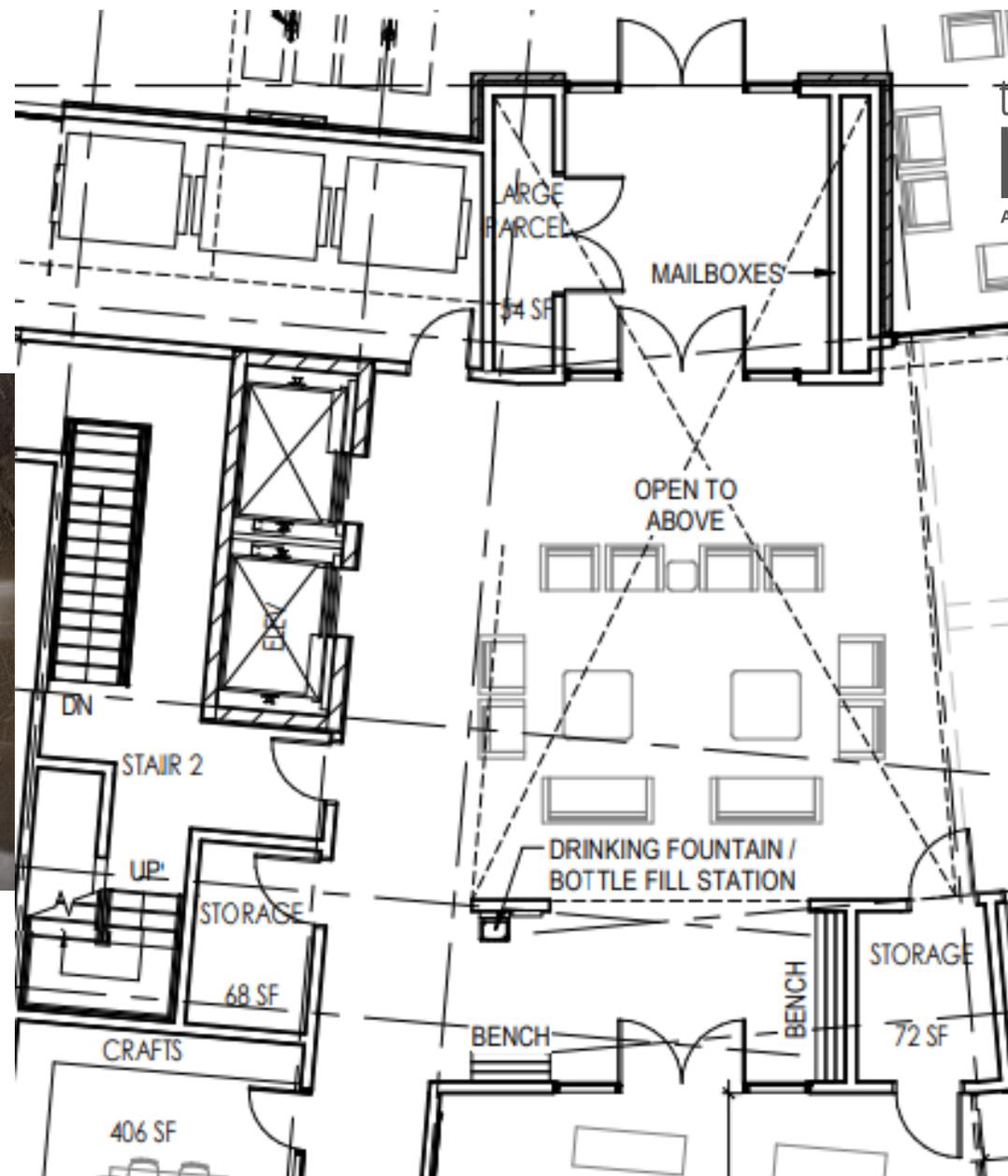
Undecided about Pool Tables



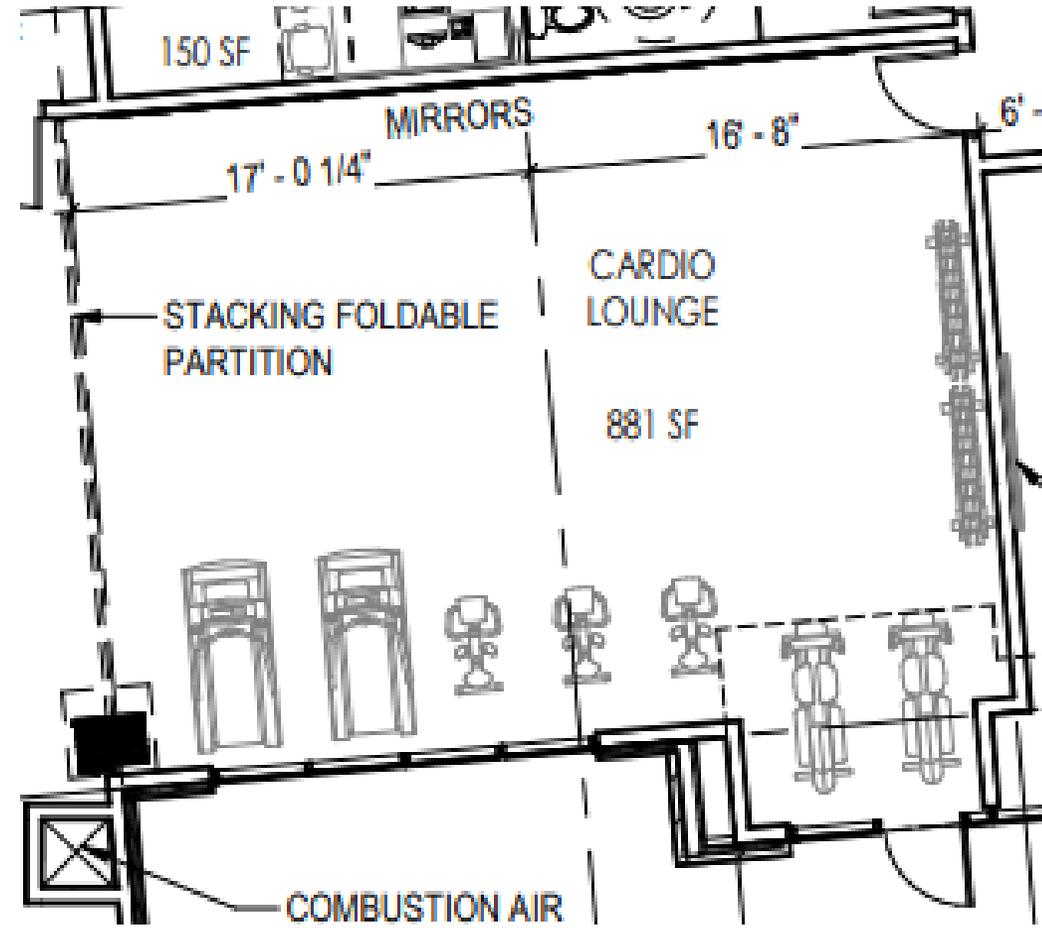
Demonstration Kitchen



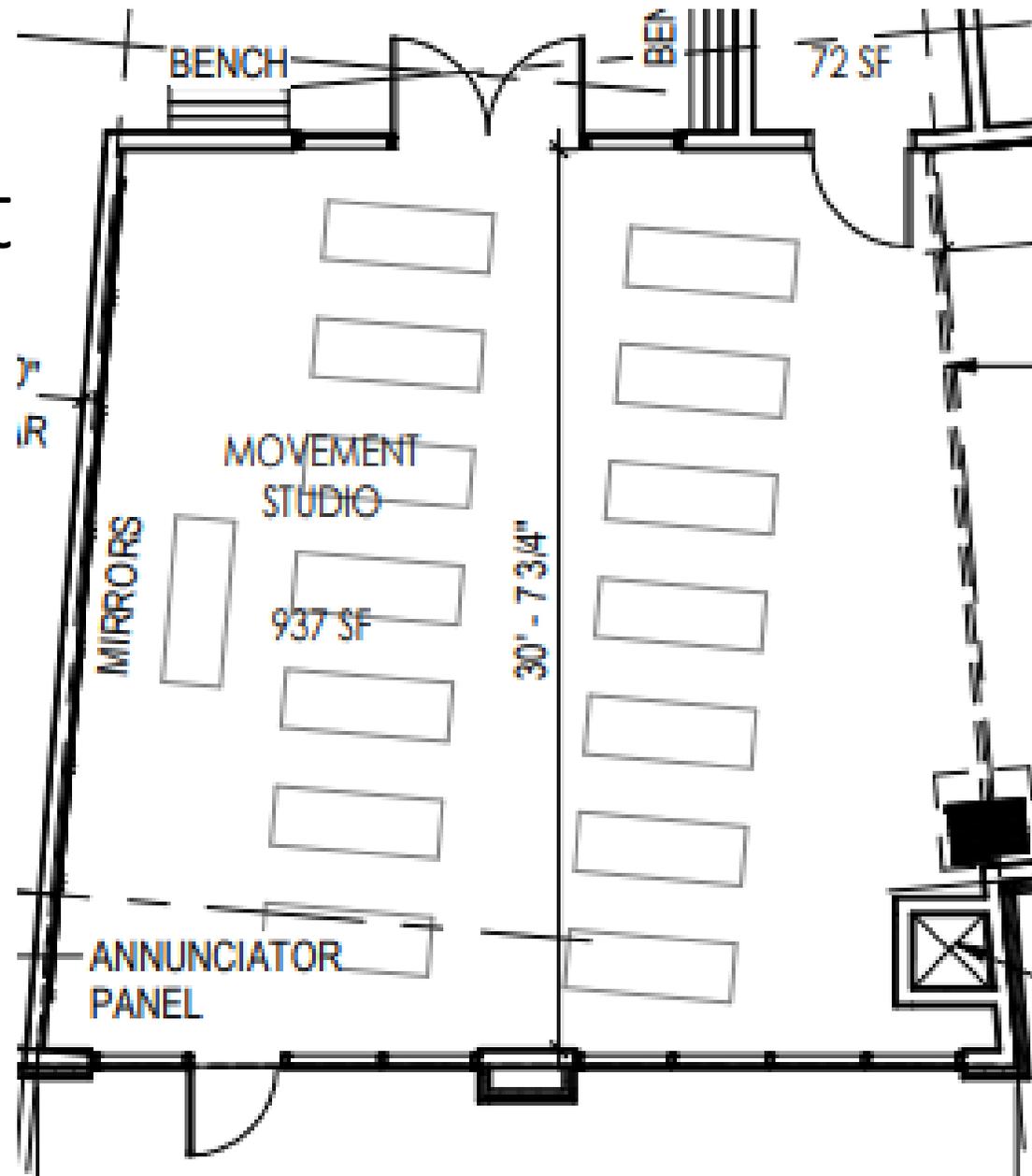
Vestibule Lobby



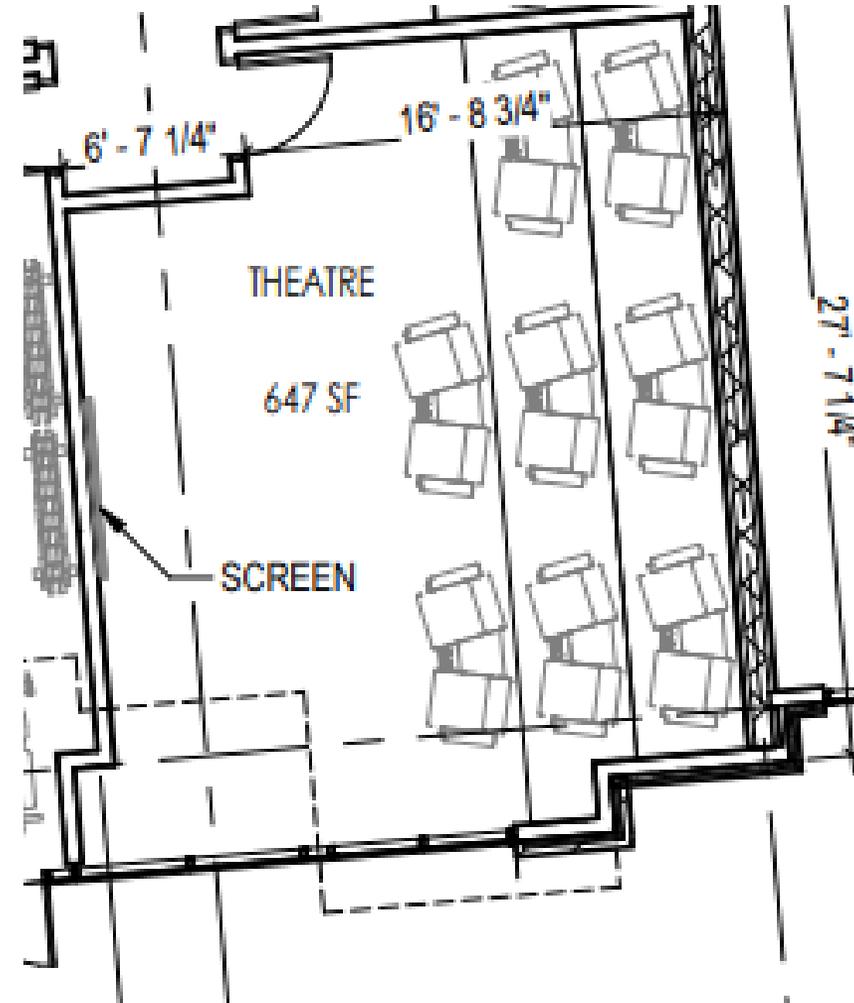
Cardio Lounge 881 Sq. Ft.



Movement Studio 937 Sq. Ft



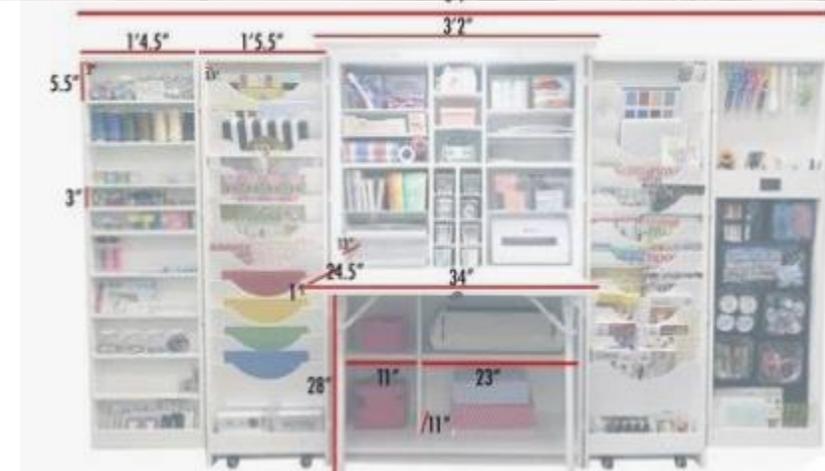
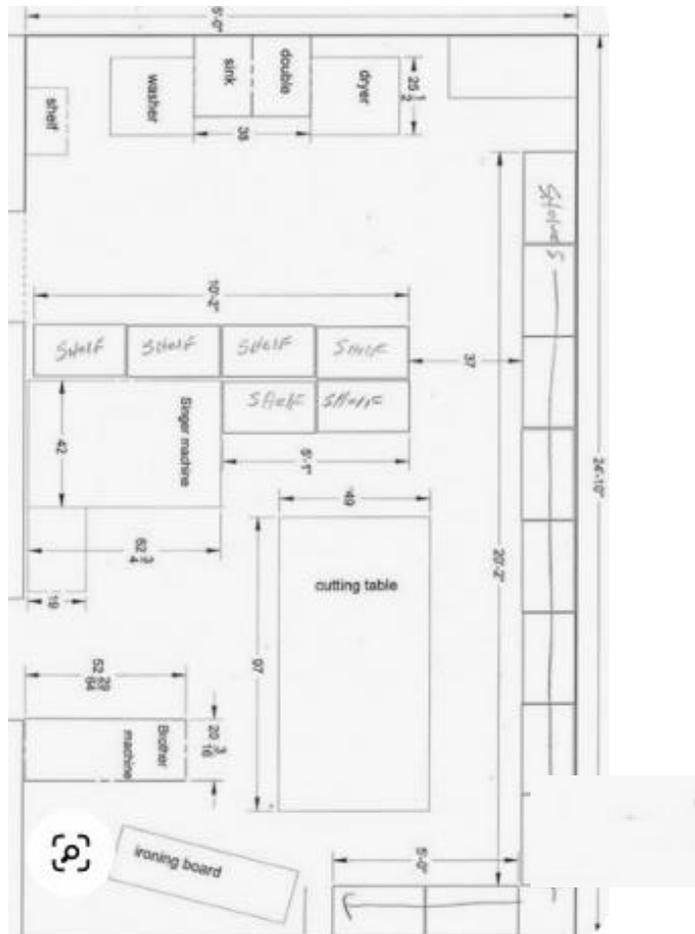
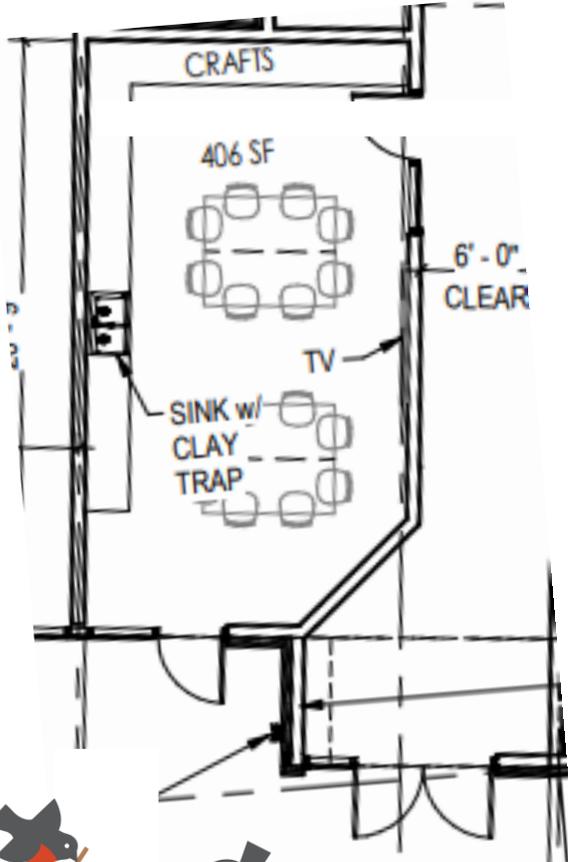
Theatre Room 647 Sq. Ft.



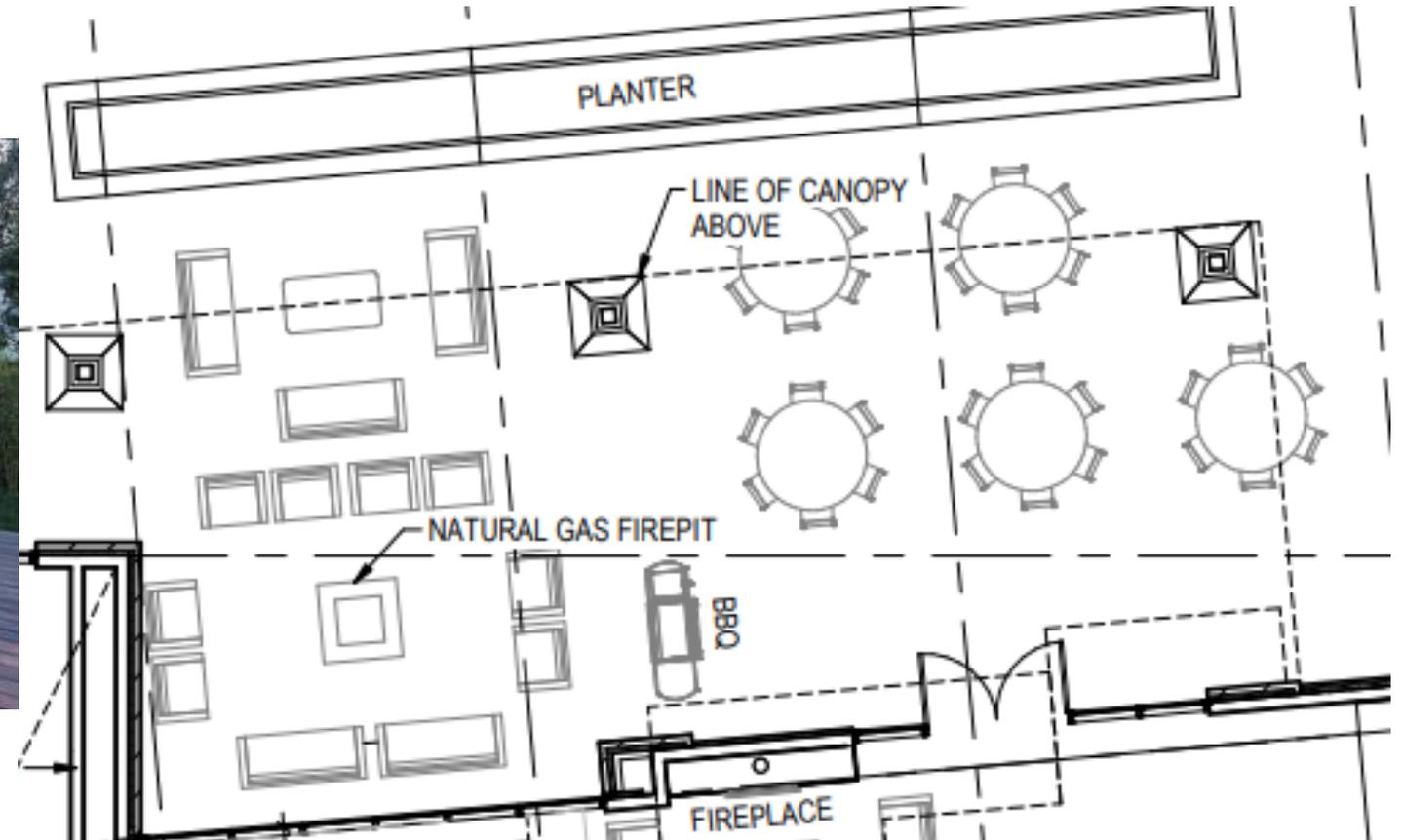
Fabric Arts

24*16 384 Sq. Ft

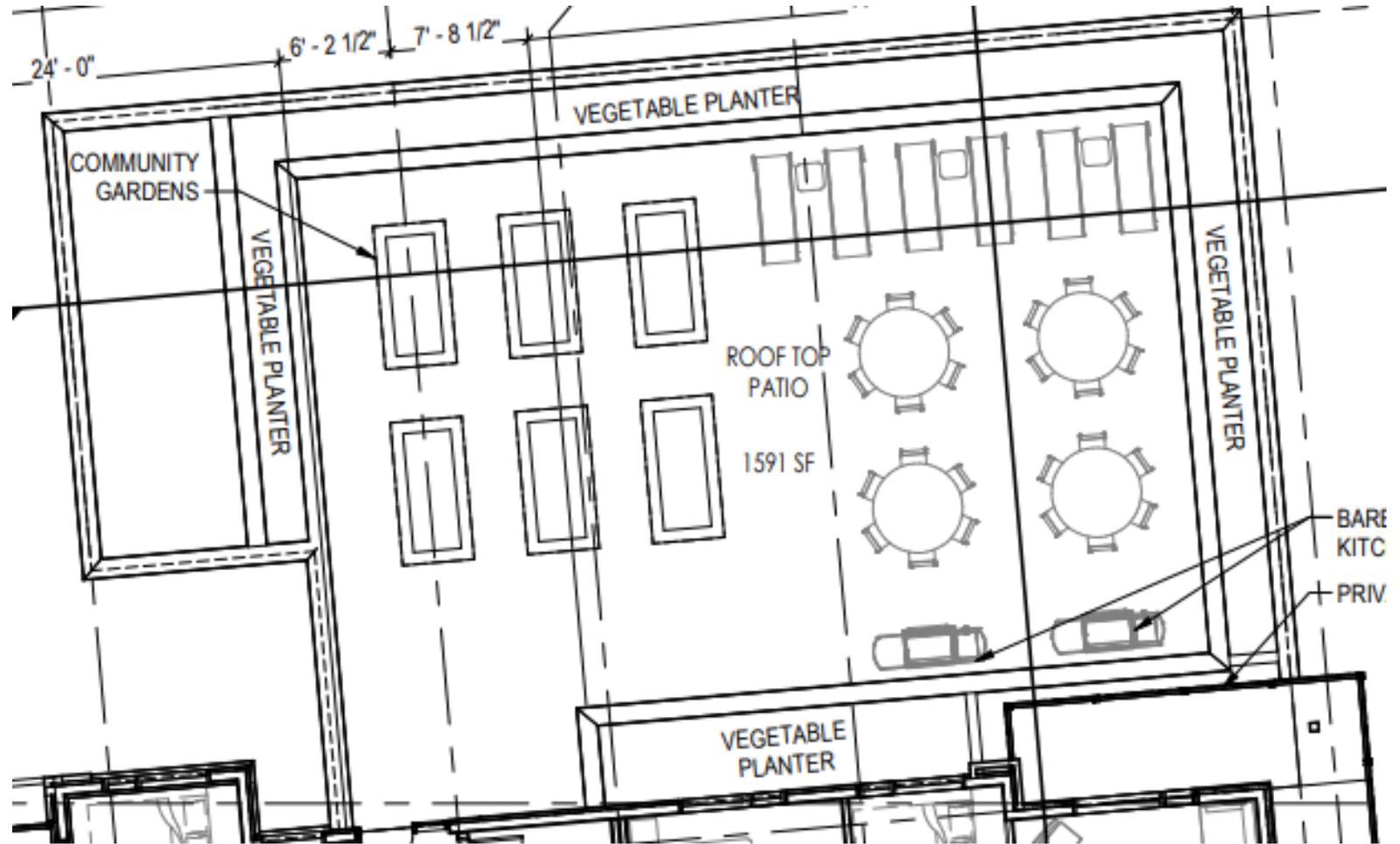
Or Crafts too



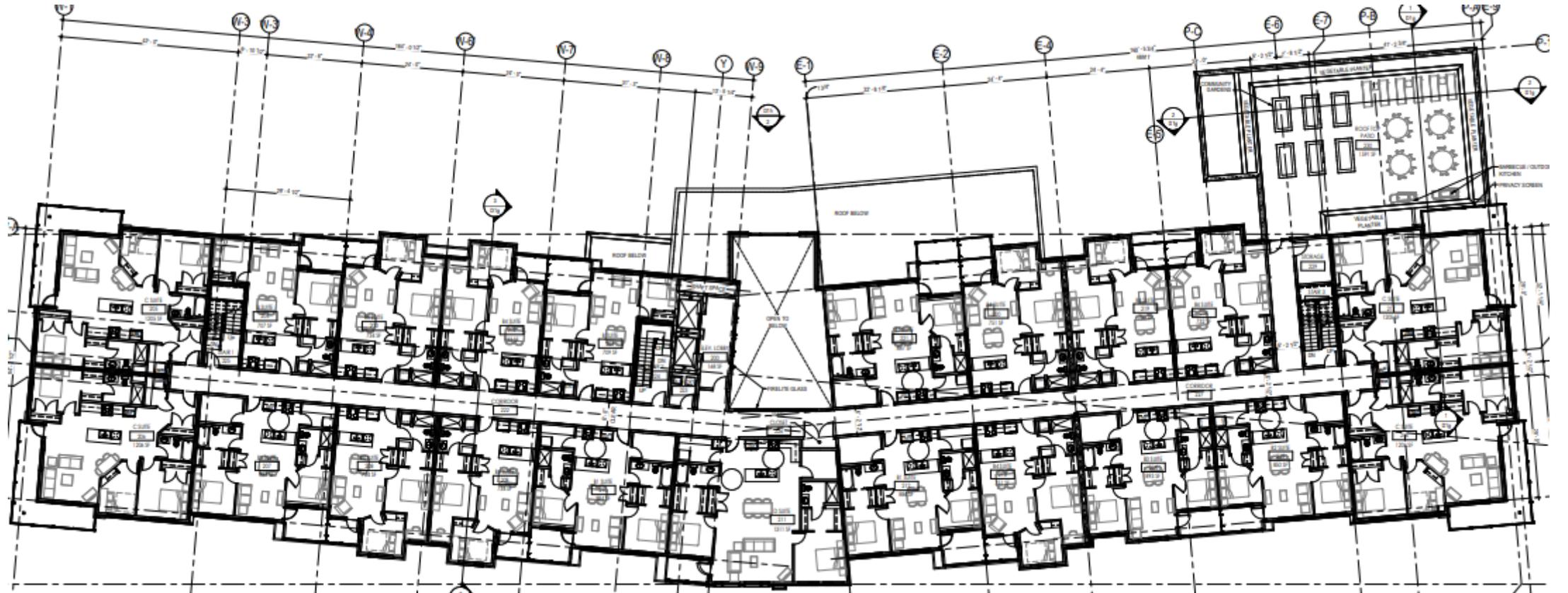
Main Floor Exterior Lounge Bar-B-Que



2nd Floor Exterior Garden Area



2nd Floor 21 Suites



Check to see if pricing is correct



Suite Price List

10% affordable suites (prices to be determined)

# of Suites	Suite	Sq. Ft.	2nd	3rd	4th	5th
8	B	732	\$ 1,965	\$ 1,965	\$ 2,245	\$ 2,295
16	B1	909	\$ 2,395	\$ 2,395	\$ 2,395	\$ 2,445
4	B2	874	\$ 2,375	\$ 2,375	\$ 2,375	\$ 2,425
4	B3	899	\$ 2,395	\$ 2,395	\$ 2,395	\$ 2,445
29	B4	751	\$ 1,965	\$ 1,965	\$ 2,245	\$ 2,295
16	C	1231	\$ 3,095	\$ 3,095	\$ 3,095	\$ 3,145
4	D	1311	\$ 3,395	\$ 3,395	\$ 3,395	\$ 3,495
3	E	664	N/A	\$ 1,965	\$ 1,965	\$ 2,015
3	F	1074	N/A	\$ 2,545	\$ 2,545	\$ 2,595
87	Suites					

Prior to signing a reservation/lease
The owner may change pricing

Suite Summary



RESIDENTIAL SUITE SUMMARY		
SUITE TYPE	QUANTITY	PARKING REQUIRED
E SUITE - STUDIO (3RD-5TH FL ONLY)	1 x 3 = 3	x 1 STALL = 3
B SUITE - 1 BED + DEN	2 x 4 = 8	x 1 STALL = 8
B1 SUITE - 2 BED + DEN	4 x 4 = 16	x 1.5 STALL = 24
B2 SUITE - 2 BED + DEN	1 x 4 = 4	x 1.5 STALLS = 6
B3 SUITE - 2 BED + DEN	1 x 4 = 4	x 1.5 STALLS = 6
B4 SUITE - 1 BED + DEN	8 x 4 = 32-3 = 29	x 1.5 STALLS = 43.5
C SUITE - 2 BED + DEN (CORNER)	4 x 4 = 16	x 1.5 STALLS = 24
D SUITE - 2 BED + DEN (CENTRE)	1 x 4 = 4	x 1.5 STALLS = 6
F SUITE - 2 BED	1 x 3 = 3	x 1.5 STALLS = 4.5
TOTAL	87	125

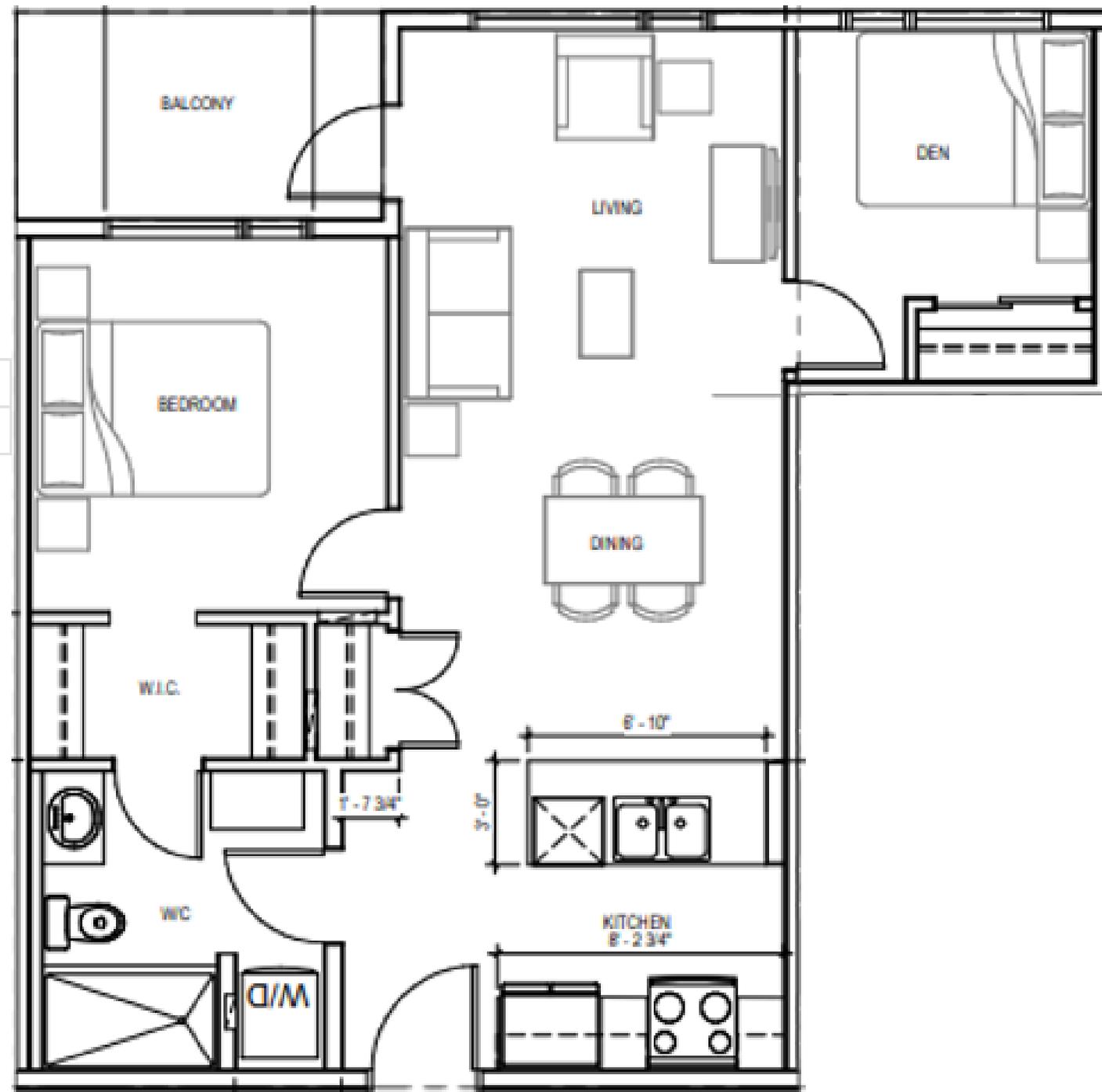
B Suite

732 Sq. Ft.

2 Bed

Suite	Sq. Ft.	2nd	3rd	4th	5th
B	732	\$ 1,965	\$ 1,965	\$ 2,245	\$ 2,295

Prior to signing a reservation/lease
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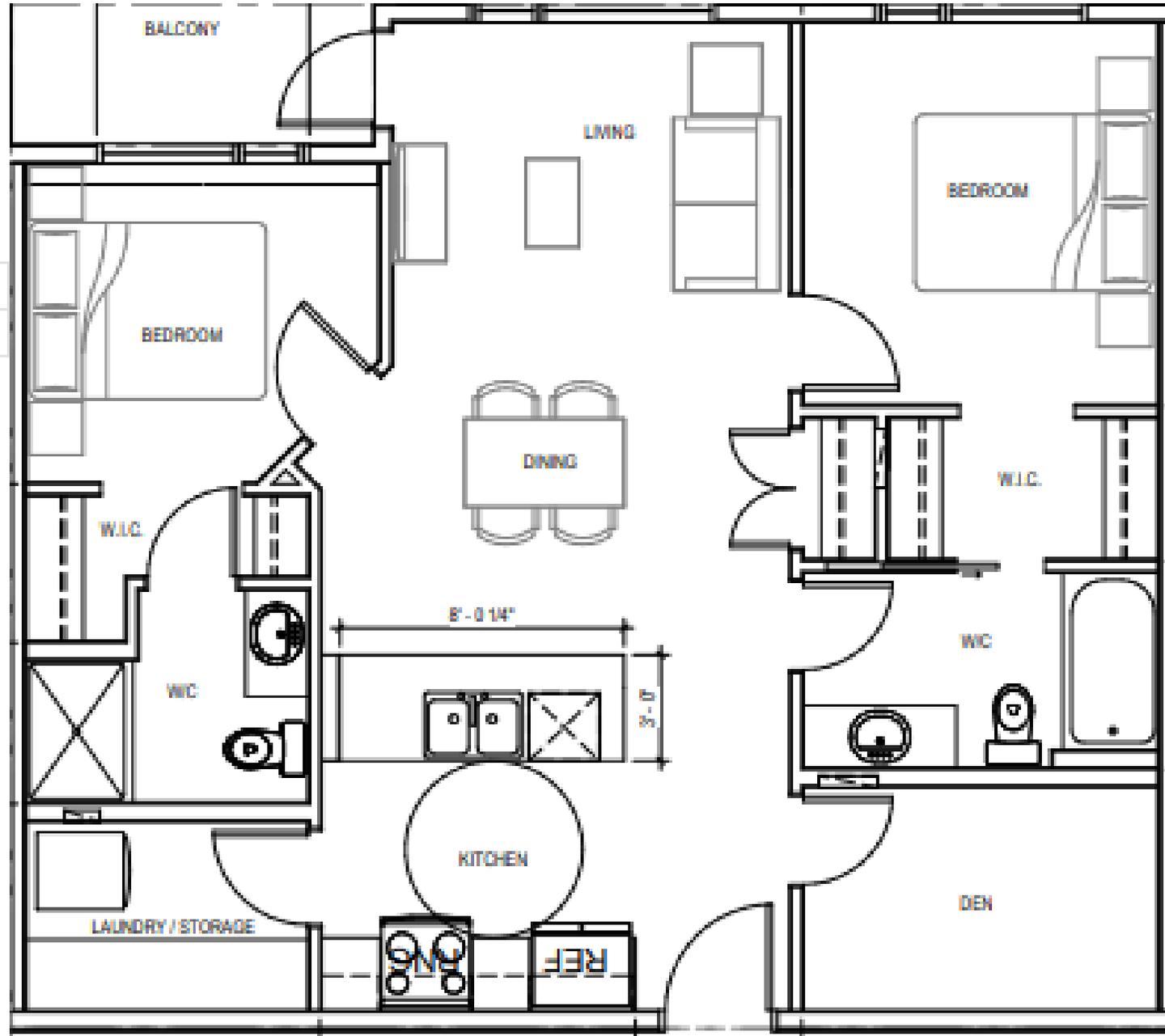
B1 Suite

884 Sq. Ft.

2 Bed Den

Suite	Sq. Ft.	2nd	3rd	4th	5th
B1	909	\$ 2,395	\$ 2,395	\$ 2,395	\$ 2,445

Prior to signing a reservation/lease
The owner may change pricing



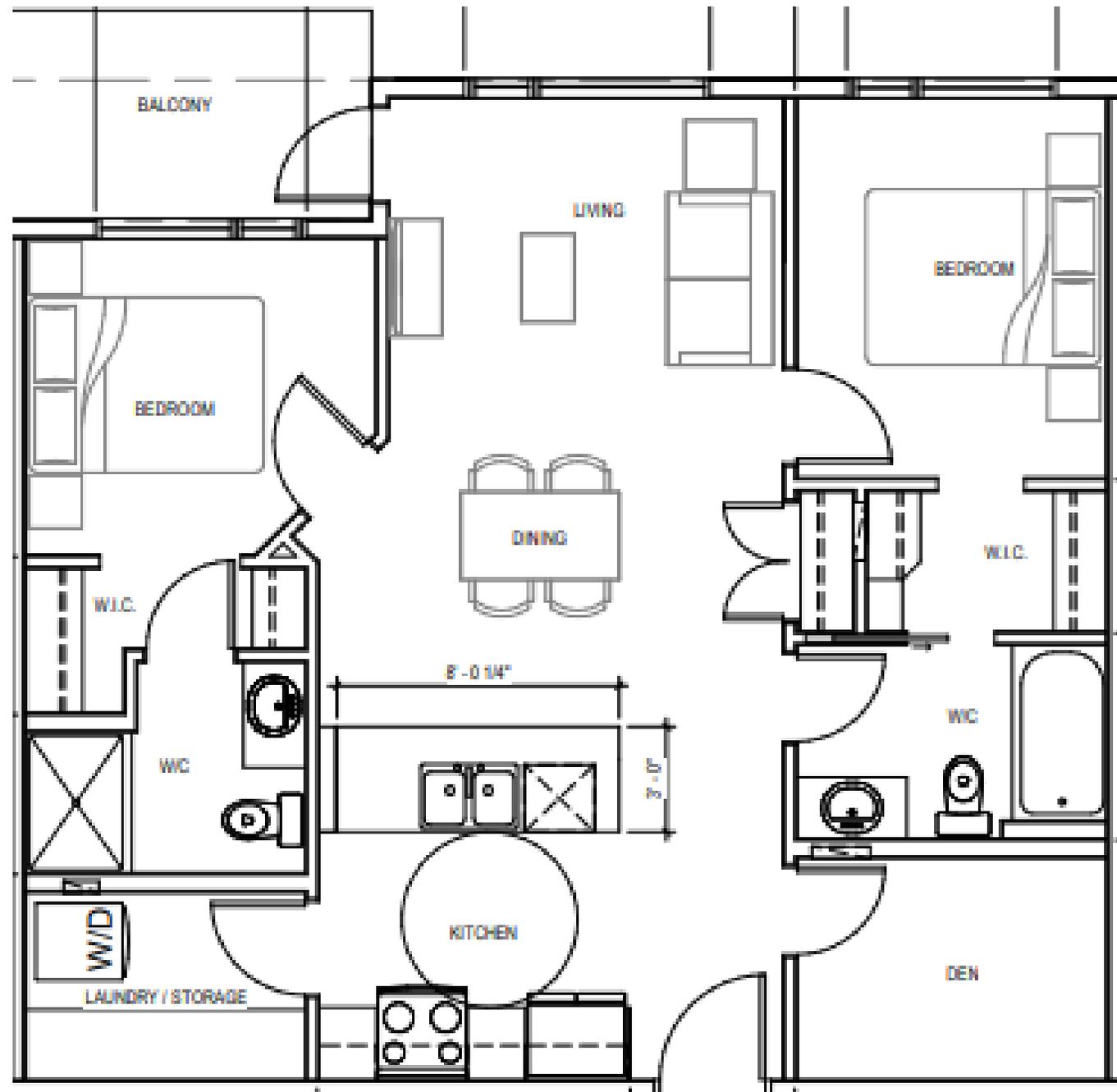
B2

850 Sq. Ft.

2 Bed Den

Suite	Sq. Ft.	2nd	3rd	4th	5th
B2	874	\$ 2,375	\$ 2,375	\$ 2,375	\$ 2,425

Prior to signing a reservation/lease
The owner may change pricing

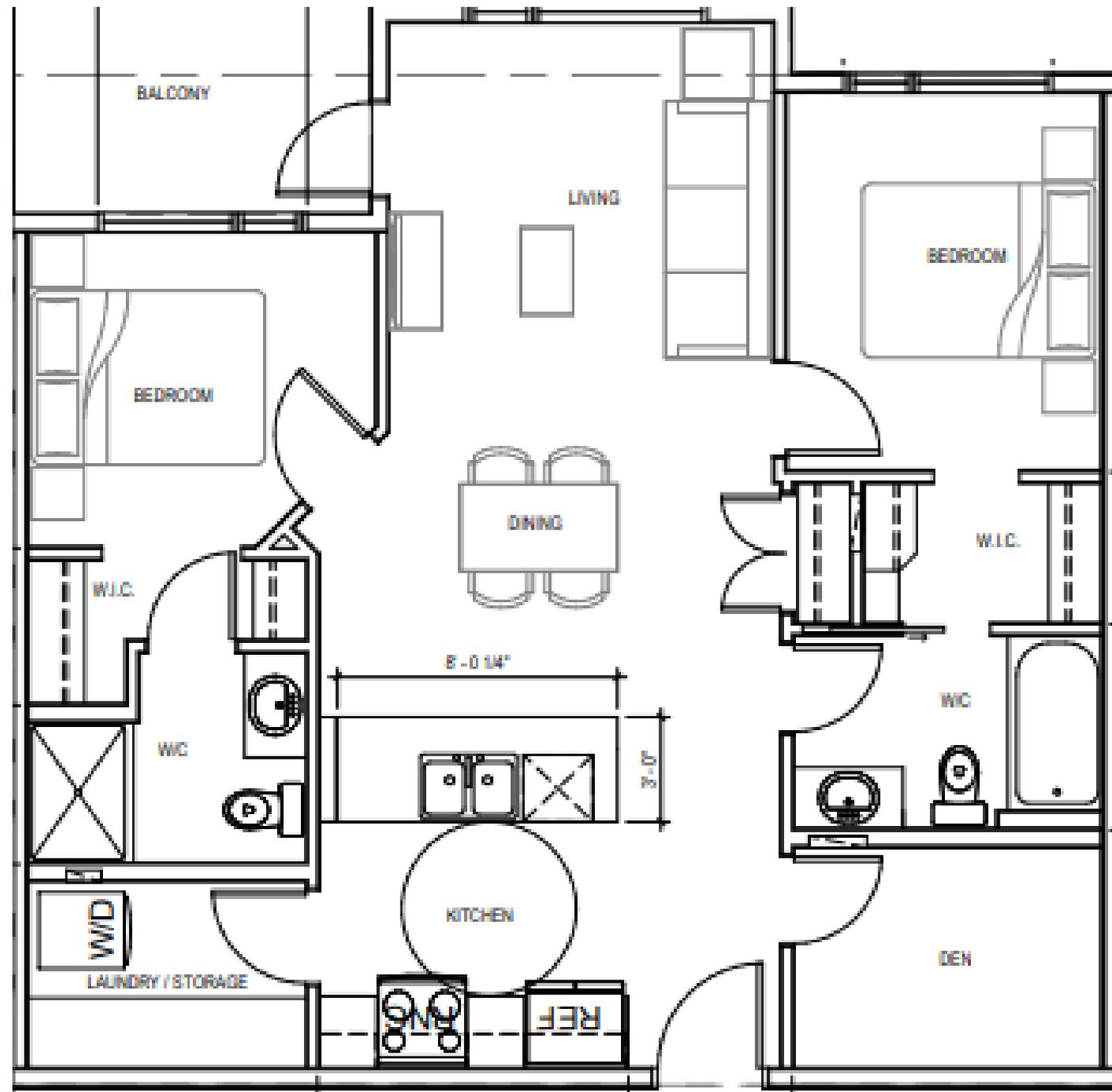


B3 Suite

899 Sq. Ft.
2 Bed Den

Suite	Sq. Ft.	2nd	3rd	4th	5th
B3	899	\$ 2,395	\$ 2,395	\$ 2,395	\$ 2,445

Prior to signing a reservation/lease
The owner may change pricing



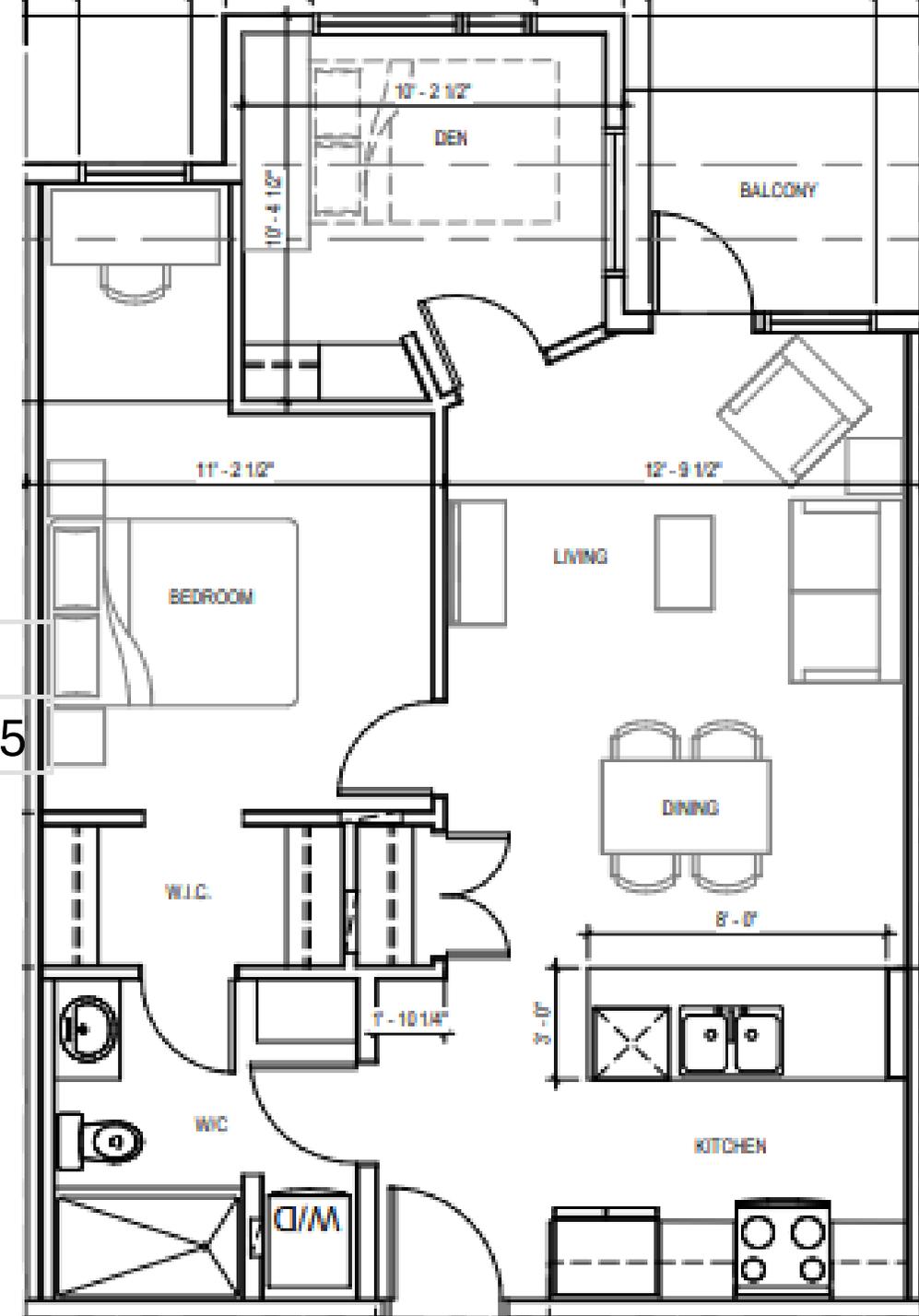
B4 Suite

751 Sq. Ft.

2 Bedroom

Suite	Sq. Ft.	2nd	3rd	4th	5th
B4	751	\$ 1,965	\$ 1,965	\$ 2,245	\$ 2,295

Prior to signing a reservation/lease
The owner may change pricing



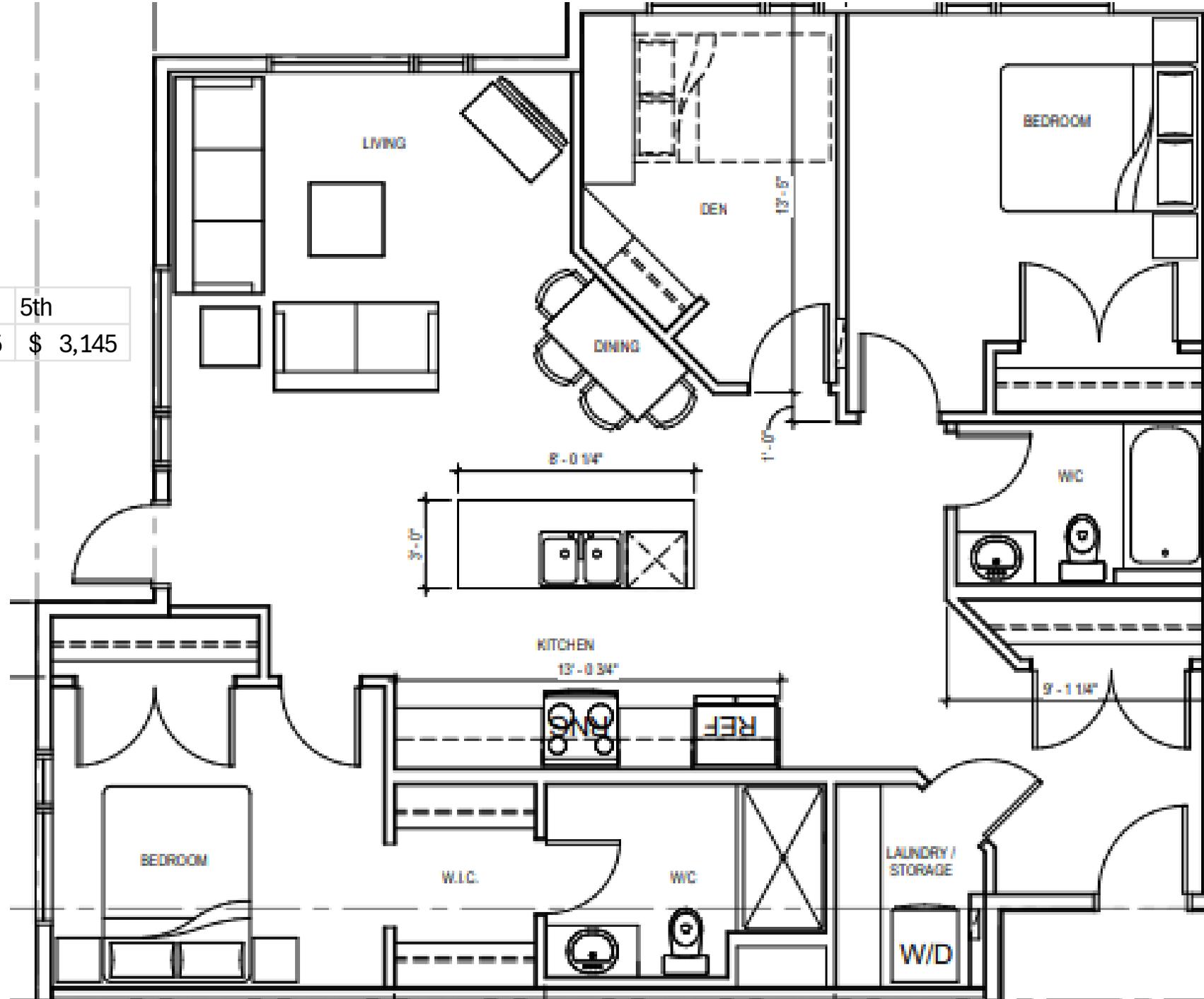
C Suite

1233 Sq. Ft.

3 Bedroom

Suite	Sq. Ft.	2nd	3rd	4th	5th
C	1231	\$ 3,095	\$ 3,095	\$ 3,095	\$ 3,145

Prior to signing a reservation/lease
The owner may change pricing



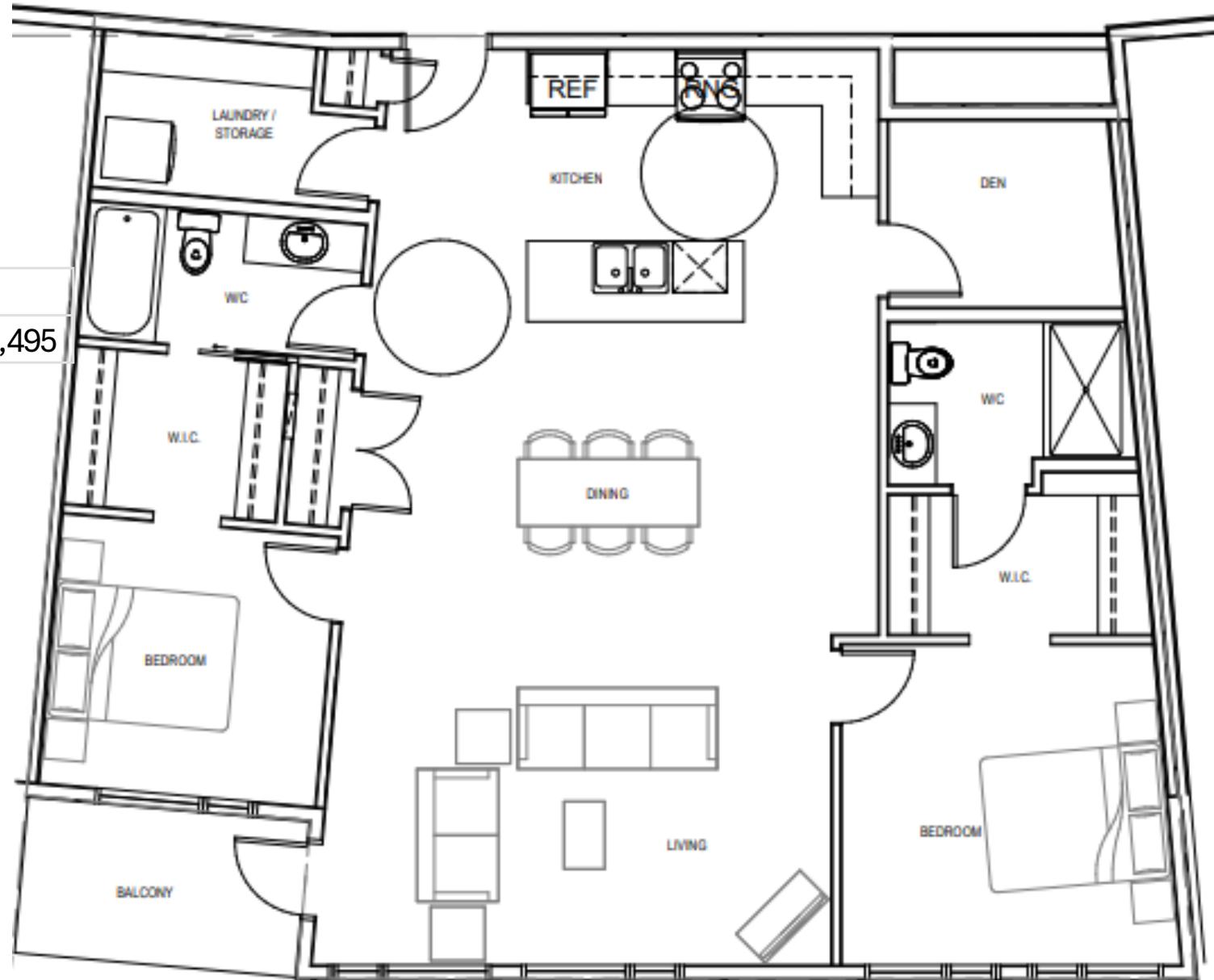
D Suite

1332 Sq. Ft.

2 Bed Den

Suite	Sq. Ft.	2nd	3rd	4th	5th
D	1311	\$ 3,395	\$ 3,395	\$ 3,395	\$ 3,495

Prior to signing a reservation/lease
The owner may change pricing

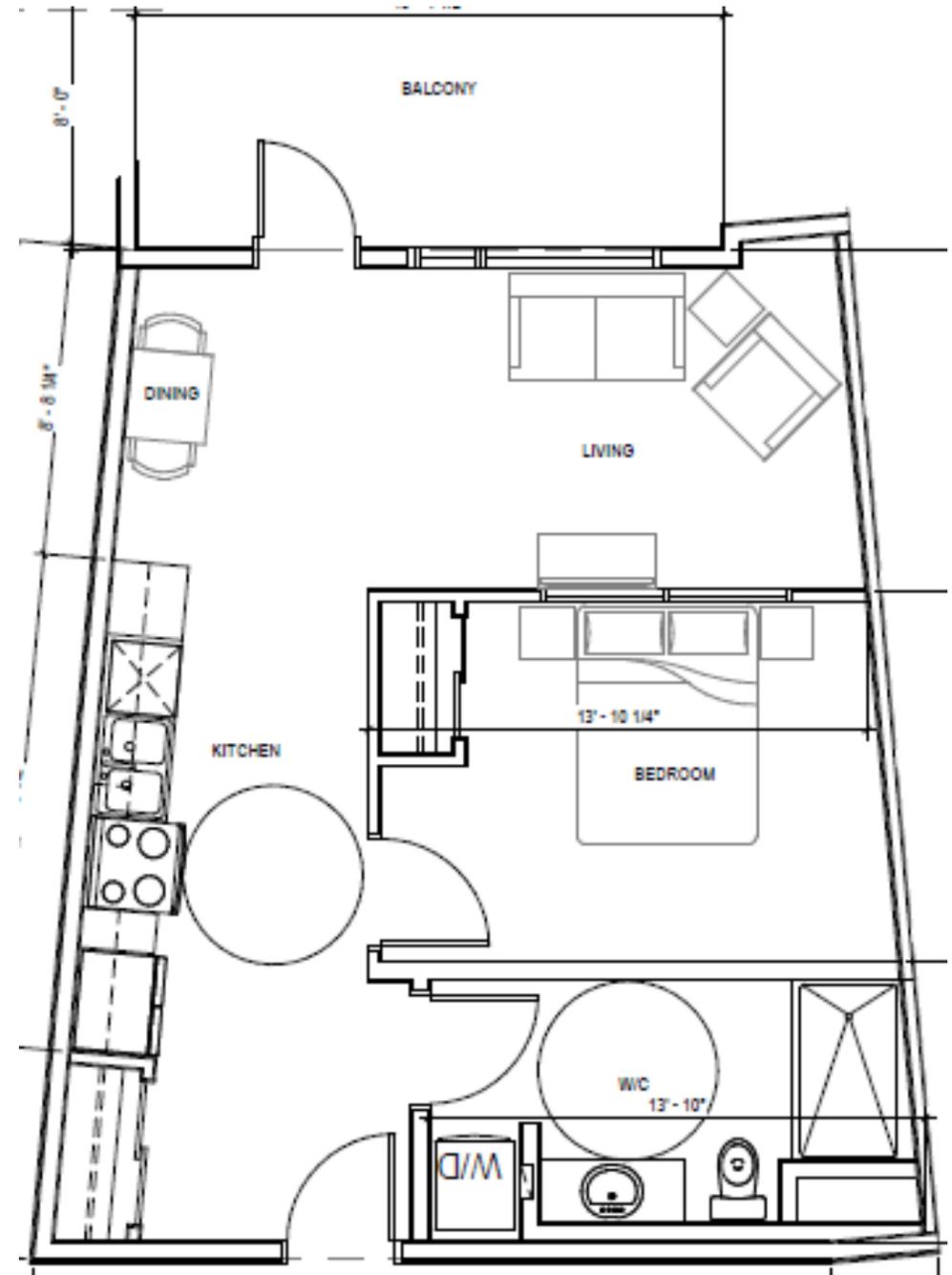


D SUITE - 1332ft²

E Suite (3) 644 Sq. Ft.

Suite	Sq. Ft.	2nd	3rd	4th	5th
E	664	N/A	\$ 1,965	\$ 1,965	\$ 2,015

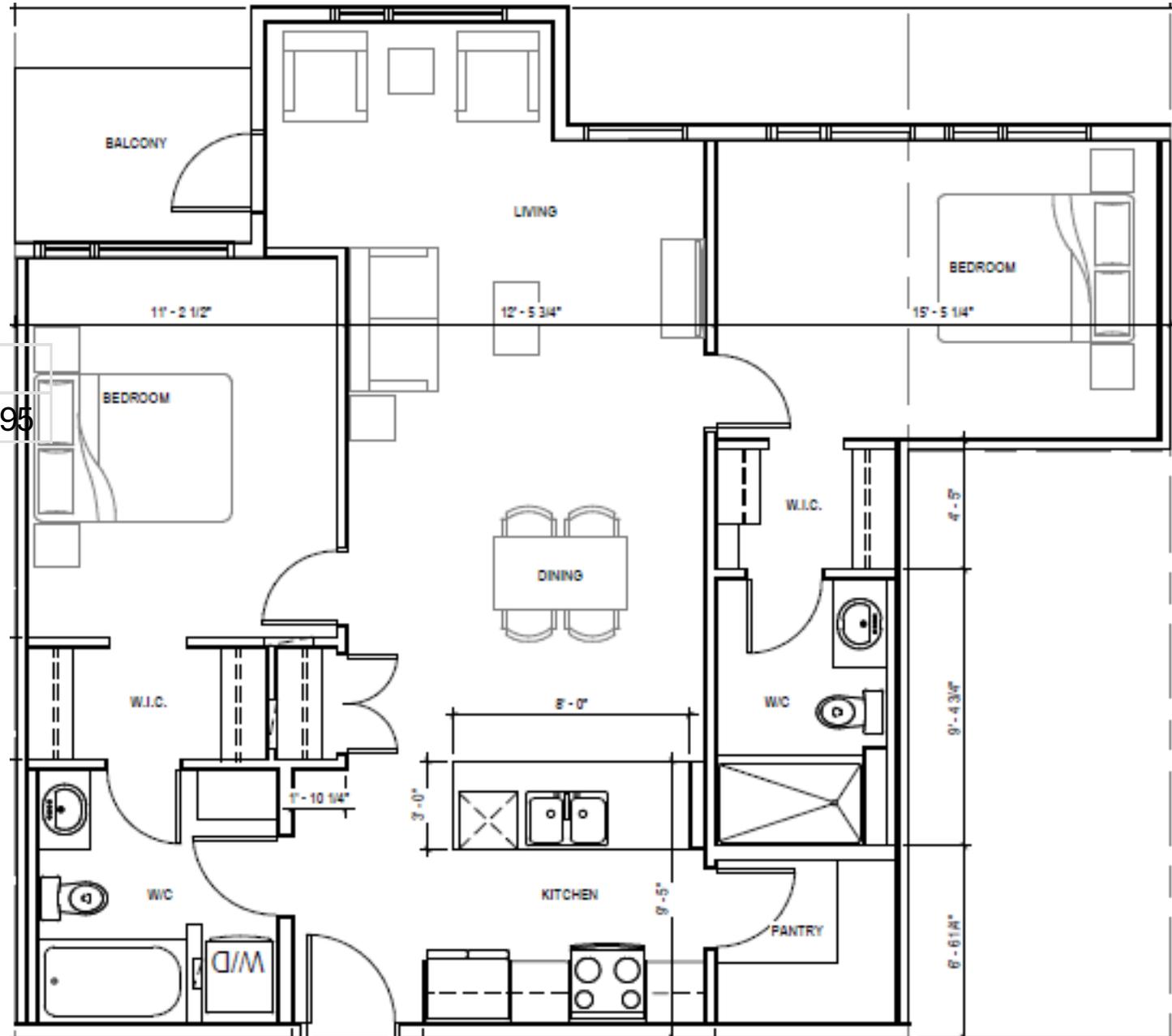
Prior to signing a reservation/lease
The owner may change pricing



F Suite (3) 1074 Sq. Ft.

Suite	Sq. Ft.	2nd	3rd	4th	5th
F	1074	N/A	\$ 2,545	\$ 2,545	\$ 2,595

Prior to signing a reservation/lease
The owner may change pricing



Questions

