

ExtraCare Charitable Trust

TGSE Conference
21st November 2016

Vision

Our Vision is....

Better Lives for Older People.

What do we do?

- Developing and managing ‘affordable’ retirement villages of 250+ homes with onsite facilities and care and support
- Apartments – 80% of the flats for sale
- Facilities – Bistro, gym, hair and beauty, Village Hall, ‘man shed’, craft rooms, physio suites ...
- Services – care and support, wellbeing and Enriched Opportunities Programme
- Research and innovation

Our history

- Founded mid 80's in Coventry
- Developed some of first 'extra care' housing
- Housing Association since 2012
- Care provider registered with CQC
- Our first village opened in 1998 and we now have 15 villages with 6 more on the way.
- Mixed tenure of rented and ownership in all new villages

Why do they work so well?

Our Villages are attractive because...

- Aim is to live healthier and longer
- In safe and secure environments where
- No need to be lonely and
- Care is available as an insurance
- You have a protected investment and
- Huge range of facilities and are
- Part of the community

Development figures

- Developing 3 villages every 2 years
- Contractors appointed from DPP or other
- Framework of architects and EA's etc.
- Typically 2 years and 2 months build time
- Can take 4 – 5 years from idea to opening
- We are the care provider and manage sales programme

Typical Essex village build finance

- £60-65m land, build, fees, marketing and set up costs
- 50-55m income from sales and grants. Gap funded by our borrowing
- Ongoing income from resales (reversionary lease) and revenue from shops, care etc.

Current development programme

- Longbridge (260) Opens **End Jun 2017**
- Bournville Cottages (16) Opens **Autumn 2017**
- High Wycombe (260) Opens **Jun 2018**
- Stoke Gifford (261) Opens **Oct 2018**
- Bedford (230) Opens **Feb 2019**
- Solihull (260) Opens **Late 2019**

- Total new apartments 1287 homes

Facts about ECCT

- 4000+ residents – increasing % home owners
- 3000 active volunteers
- 1500 staff. Over 85% care staff are trained to QCF (NVQ) Level 2 Health and Social Care
- Experienced Board of Trustees
- Funded by Lloyds (£155m) (2nd extension) + includes BAE (£30m)
- Research & Innovation key to our model
- Focus on health and wellbeing in villages

Stoke Gifford - 260



Solihull - 260



Impact and effect

- Creating attractive mixed tenure communities
- Savings for health and social care
- Reduced GP visits
- Reduced unplanned hospital stays
- Frees up approx 170 3 / 4 family homes per village
- Creates 200 jobs during build and 30 FTE when operational
- Real choice for older people

Vision for Essex

- Villages in Colchester, Chelmsford and Basildon plus possible others (Southend/Brentwood etc.)
- Delivering 750+ new homes for older people
- Increasing the choices of older people
- Creating hundreds of jobs
- Freeing up hundreds of 3 and 4 bed family homes
- Generating huge savings for social and health care budgets across Essex
- Most importantly – creating good quality homes

Many thanks