



January 27, 2016

Jon Geselle
Contracts & Procurement Manager
Alaska Department of Health and Social Services
Jon.geselle@alaska.gov

Dear Mr. Geselle:

Re: RFI 06 160000006 – 2
Alaska Pioneer Homes Privatization of Services Provision

This will serve as notice that Retirement Housing Foundation (RHF), based in Long Beach, California is expressing an interest in managing the existing Alaska Pioneer Homes. It is our understanding that there are six (6) homes that comprise this portfolio. These homes have a total bed capacity of 508 and are located in the cities of Anchorage, Juneau, Palmer, Fairbanks, Ketchikan, and Sitka.

I will first complete the information required as part of this RFI. Then I would like to tell you a little more about RHF and how we operate.

Firm Name:	Retirement Housing Foundation
Authorized to sign contracts:	Laverne R. Joseph, President & CEO
Mailing address:	911 N. Studebaker Rd., Long Beach, CA 90815
Physical address:	Same as above
Phone Number:	(562) 257-5101
Email address:	Laverne.joseph@rhf.org
Model of operation:	Public-private partnership

About RHF

RHF is a 501(c)(3) non-profit, faith-based mission-driven, charitable organization. We are perceived by our peers and the general public to be a leader in the field.

At the beginning, RHF's mission was to provide dignified, affordable housing and services for the elderly. Today, RHF is one of the nation's largest non-profit sponsors and managers of housing and services for older adults, persons with disabilities, and low income families.



Retirement Housing Foundation
911 N. Studebaker Road, Long Beach, CA 90815-4900 • (562) 257-5100 • Fax (562) 257-5200
Member, Council for Health and Human Service Ministries, United Church of Christ
www.rhf.org • TDD (800) 545-1833 EXT. 359 • Email: info@rhf.org



RHF means home to more than 20,500 people in 185 housing communities in 29 states, the District of Columbia, Puerto Rico and the U.S. Virgin Islands. As part of our market-rate portfolio we currently operate facilities that include independent living facilities, assisted living facilities, skilled nursing units, and memory care beds. Our IL communities range in size from 85 apartments to 1,093 apts. Our AL communities range in size from 38 apts. to 100 apts., and our SNF facilities range in size from 48 to 99 beds.

RHF maintains its church relatedness through the Council for Health and Human Service Ministries of the United Church of Christ, and also co-sponsors housing projects with numerous denominational community organizations.

RHF serves and employs without regard to ancestry, color, race, creed, religion, gender, sexual orientation, physical disability, or familial status.

RHF is a member of the LeadingAge (formerly known as American Association of Homes and Services for the Aging), the International Association of Homes and Services for the Ageing (sic), LeadingAge state affiliates, the American Senior Association of the National Multi-Housing Council, the Low-Income Housing Coalition, American Society on Aging, the Association of Housing Management Agents, The National Affordable Housing Trust, and Stewards of Affordable Housing for the Future.

RHF's overall goals and policies are set by the Board of Directors and its President and Chief Executive Officer.

In the Long Beach national office, professionals in the areas of Accounting, Finance, Charitable Giving, Data Processing, Law, Corporate Compliance, Human Resources, Management, Rental Operations, Risk Management, Development, Marketing and Communications offer services through two subsidiaries - RHF Management, Inc. and Foundation Property Management, Inc.

With more than 2,900 employees nationwide, daily operations are handled by a team of more than 140 area supervisors, managers, and administrators. These front-line team members are charged with implementing the RHF mission and policies.

Operation of the Alaska Pioneer Homes

It is our understanding that the State of Alaska is looking for someone to provide management oversight for these six facilities. We are not in a position to purchase these homes from the State of Alaska. We assume that the State of Alaska is still committed to maintaining the facilities and will fund all deferred maintenance. From what we read,

there is work to be done in upgrading each community. We would be able to provide management oversight to ensure that this occurs.

As far as the current resident mix is concerned, our initial response would be to first visit these communities and assess the local market. We would then be in a better position to understand the challenges in each community and how to address them. We know that the senior population in Alaska is growing rapidly. However, without doing an in-depth census and income analysis in the various cities where these homes are located, it would not be fair to propose a detailed operating plan. Everything is based on census. We know what we have accomplished in various communities around the lower 48 states, but we don't have similar data for Alaska yet.

From the documentation on line, it is quite evident that the State of Alaska has done an excellent job in providing quality care for the residents in these six homes. Our goal would be to continue the high standard of care that is currently seen within these homes.

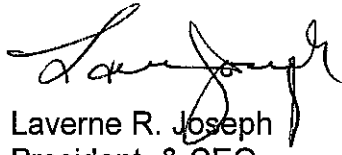
As a management company our goals would be:

1. Focus our efforts on those things that will enhance the lives of the residents.
2. Continue the long tradition of meeting the physical, emotional, and spiritual needs of the residents.
3. Maintain good staff relations (establish a team atmosphere and a place where people love to come to work).
4. Offer our best resources and guidance in helping these communities to be the best that they can be.
5. Ensure that these communities operate efficiently and within budgetary guidelines. We understand that each community is unique and has its own challenges. A budget document would be developed for each community with input from each administrator.
6. National contracts – We maintain some national contracts for our communities in the lower 48 states whereby we are able to realize some significant savings on food purchases. We are able to take advantage of other cost savings in the area of equipment purchases and maintenance supplies. As far as possible, we would make these opportunities available to the Alaska Pioneer Homes also.

These are some of our initial thoughts about this proposal. There are obviously a number of facts, figures, and scenarios that we are not privy to at this time. Those will need to be discussed in further detail as we move ahead with investigating this opportunity in conjunction with you.

We would welcome any further questions that you might have for us. Please feel free to contact our VP for Healthcare Operations, Peter Peabody. The best way to contact him would be via email at: peter.peabody@rhf.org. Cell: 951 733-4137.

Sincerely,

A handwritten signature in black ink, appearing to read "Laverne R. Joseph". The signature is fluid and cursive, with a large initial "L" and "J".

Laverne R. Joseph
President & CEO