



Focused Post-Acute Care Partners' Acquisitions Launch Unique Business Model Bringing Improved Long Term Care to Outlying Secondary and Tertiary Markets

*Skilled Nursing Care Veteran Combines Experience, Pragmatism and Commitment to Quality
Senior Care With
Capital and Human Resource Investment to
Serve Frequently Neglected Long Term Health Care Markets*

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(Fort Worth, TX) – Focused Post-Acute Care Partners (FPACP) announced today it has acquired operations of 23 skilled nursing facilities (SNFs) in Texas with the aim of bringing the latest in long term care strategies to smaller rural communities often not afforded the resources of facilities in metropolitan locations. The company formed in 2016, currently has 1500 employees providing skilled nursing care to an estimated 1300 residents throughout the state.

“These communities need a high quality health care choice and our job is to provide it to them,” said Mark McKenzie, president, CEO and owner of FPACP. “We are providing an improved and more sophisticated delivery system typically delivered by big company long term care providers serving Texas’ larger cities. Focused Care is selecting markets that will allow us to be successful and adhere to the values we embody as a company – which I believe mirror those in Texas’ small towns and communities.”

Focused Care’s business model targets secondary and tertiary markets and regions in the Lone Star State with smaller populations and older communities. Local tax bases

are often dependent upon longtime family businesses, mini-malls, industrial warehouses and the occasional super store.

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“Our communities tend to be tight knit, supportive of each other and involved in lending a helping hand,” said McKenzie. “Focused Care’s mission is on our sign, our door mats – everywhere. *It Takes a Minute to Change a Life* isn’t a slogan, it’s what we believe. Our personalized care resonates with those community values and the team members in our facilities are committed to the residents for whom they provide care.”

On the viability of his business model, McKenzie says it’s always a balance of business opportunity vs. business cost – determining the responsible and sustainable profit margin. As a company, he continues, “We need to reach a responsible return on investment – and that is different in every market.” It has to balance the risk he carries, McKenzie adds. “I reinvest in our facilities, team members, resident care, technology, and capital improvements. You have to have the team providing high quality care in an updated building with the latest technology. That’s the key to success.”

To date, Focused Care has made building improvements in several facilities that range from new paint and flooring, to ancillary building units and repurposing showers to spas. However, it’s not just a hammer and nails approach that is transforming Focused Care facilities. Implementing complete electronic medical records (EMR) software with a target of minimal to no paper by mid-year 2018, transitioning to resident-centered care models and designing a company-wide nutritional program offering healthy meal choices as well as wellness related programs to staff and residents are just a few examples of programs Focused Care is aiming to bring to every facility.

“If your team is highly engaged in wellness related activities they will be more productive and have a higher rate of personal satisfaction on the job,” says McKenzie. “As we continue to expand our wellness program to all facilities and residents, we expect to see an improvement in or maintenance of Activities of Daily Living (ADLs) for our residents.”

Concluded McKenzie, “If you constantly have the expectation of excellence of your employees – you will get it. It’s not all built into what equipment is in the therapy room

– it’s embodied in the customer service. These are initiatives you typically don’t see in the smaller towns of Texas. I want to change that.”

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About Focused Post-Acute Care Partners:

FPACP is a Texas-based skilled nursing care company with 20 facilities located largely in rural and small towns throughout the state. FPACP’s mission is to invest in communities typically with fewer resources than metropolitan areas by providing state-of-the-art long term care services while instilling the expectation of excellence in skilled nursing care. The company’s conviction, that It Takes a Minute to Change a Life, is what drives each team member and FPACP’s overall business objectives.

Visit FPACP’s website at www.fpacp.com

You can view FPACP’s wellness program at www.fpacpwellness.com or follow us on [Facebook](#), [Twitter](#), and [Instagram](#).