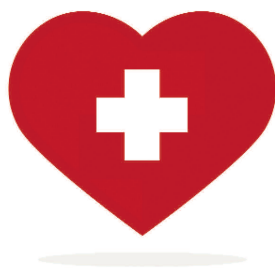


Want Health Care With the Rent?



The Irvine Company residents benefit from partnership with a nearby health care provider.

The Irvine Company is forging a strong bond with its residents and prospective residents by providing medical care outside of traditional settings through a unique local partnership with St. Joseph Hoag Health—one of Orange County’s largest health care systems—to run the appropriately named “wellness corner.”

The 5,000 apartment residents in the Village and Park apartment communities at the Irvine Spectrum Center in Southern California are now able to walk out their doors to a clinic located within the community.

The facility is located on the main street of the Village. It not only offers basic medical services, but also a broad array of health and fitness programs, including stress reduction, sleep improvement, nutritional counseling and triathlon training.

The center is open to all residents of the two apartment communities, as well as employees of the retail businesses located inside the properties.

Irvine Company’s Vice President, Communications, Michael Lyster, says the amenity “further differentiates our communities by adding to the quality of life for our residents. The convenience saves residents time and simplifies their lives. The easier you make these types of programs available, the more people will use them.”





St. Joseph Hoag Health

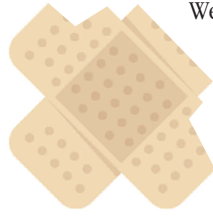
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Irvine Spectrum Center,
Irvine, Calif.

Does a Body, and a Wallet, Good

There is no additional cost for Irvine Company to provide the services, other than the effort to make their residents aware of it, Lyster says. St. Joseph accepts most insurance plans. Those without coverage would need to pay with cash. Some services such as some fitness classes and medical aesthetics (such as Botox) are paid out-of-pocket.

“About a year ago, we starting evaluating how we could bring some type of wellness programs to our communities,” Lyster says. “Through a St. Joseph Hoag Health board member, we reached out and began conversations. From there, the concept quickly took shape and resulted in the opening of the



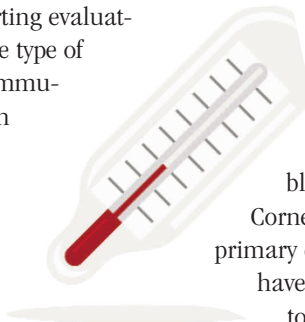
Wellness Corner about a year later.”

Lyster says residents have responded positively and have said that it is something that really sets the community apart. “We are

seeing residents use the wide variety of services available,” Lyster says.

“Some have

made the Wellness Corner their primary healthcare location. Others use it as an additional service with their primary care, having blood drawn at the Wellness Corner at the request of their primary doctor, for example. Others have used it as a convenient way to be treated for a current health issue, for nutrition con-



sultation or to develop custom fitness regimens.”

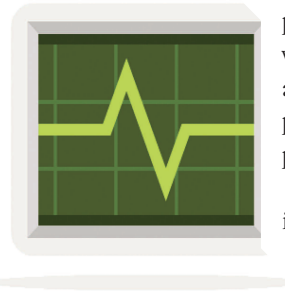
Lyster says that 55 residents have taken advantage of the program in the first two weeks (35 medical appointments; and 20 participated in a fitness program).

St. Joseph Hoag Health is the primary tenant on the main street area, along with Starbucks, Wells Fargo and a

grocery market.

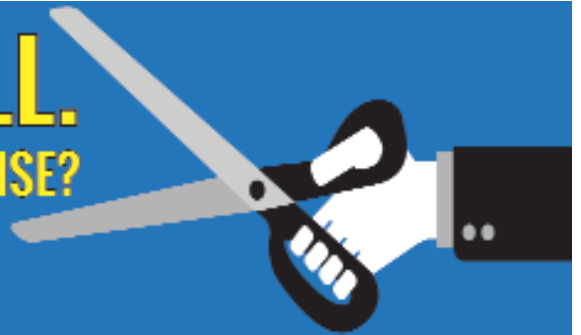
“To our knowledge, this is the first in the nation to offer this level of concierge medical service along with nutritional, fitness and wellness consultation,” Lyster says.

“We are discussing how these opportunities look throughout our portfolio,” reports Marisa Hanke, Chief Marketing Officer for the Irvine Co.’s apartment group. ■ —Paul R. Bergeron III, NAA



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