

NORMAN S. SMITH
15441 YONGE STREET
AURORA, ONTARIO
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1957-1960: Salesman/Manager - Mann & Martel Real Estate.

1960-Present: Formed N.S. Smith Real Estate Limited operated 1960-1991 as N.S. Smith Real Estate Limited. 1991 obtained Century 21 Franchise; 2000 gave up franchise to return operating under N.S. Smith Real Estate Ltd.

Active in the Sale and Appraisals of Nursing and Rest Homes in Ontario, and Consulting Services in the acquisition of Nursing Homes in the U.S.A. Directing the I.C.I. Division of Century 21 Smith Ltd, specializing in the Sales and Leasing of commercial buildings, becoming personally involved in the investment and management of commercial properties.

PRESIDENT OF LANSING SECURITIES LIMITED

1965-PRESENT: Actively involved in the administration of the family holding company with interest in commercial buildings, land, Long Term Care and Rest Homes, including Birchmere Retirement Residence (84 rooms), Champlain Manor (105 rooms) in Orillia, Ontario and Granite Ridge Retirement Residence (99 Rooms) in Gravenhurst Ontario. Partner in 180 bed long term care/retirement home in Barrie, Ontario, Partner in 135 Room (including 17 townhouses) Retirement Home in London, Ontario

I.C.I Sales include - 1972- to Present: Property in Florida, Georgia, Texas, Illinois, Birmingham Lodge - Mt. Forest, Regency Manor - Port Hope, Regency Retirement Home - Sudbury, Ayton Place - Ayton, Stone Lodge - Guelph, Madoc Manor -Madoc, Pine Valley - Windsor, Millwood Manor - Kitchener, Jan's Retirement Home - Tilbury, Muskoka Nursing Home - Gravenhurst, Renfrew Manor Renfrew, Willows Retirement Home - Smith Falls, Morrisonberg Retirement Home - Morrisonberg, Rosedale Retirement Home - Brockville, Tilbury Park Lodge - Tilbury, Terrace Garden Retirement Home - Toronto, Pine Villa Retirement Home - Toronto, Rideau Ferry Retirement Home -Rideau Ferry, Land - Belleville, Nursing Home Bed Rights and Business - Toronto and Southern Ontario, Retirement Home -Ancaster, Ontario in 2012.

Eastern, Ontario (Standard Trust) - 284 Beds, St. Thomas, Ontario - 36 Bed Rest Home, Kitchener, Ontario - 32 Bed Rest Home, Niagara Falls, Ontario - 85 Bed Nursing Home Business, Gravenhurst, Ontario (Peat Marwick Thorne Inc.) - 115 Bed Nursing Home, Mount Forest, Ontario - 42 Bed Rest Home + 43 Apartments, Easter, Ontario - Land For New Construction, Sudbury, Ontario - 77 Bed Retirement Home, Toronto - 71 Bed Rest Home, Toronto - 64 Bed Rest Home, East Metro Toronto - 88 Bed Retirement Home + 6 Commercial Units, Desronto Area - 58 Bed Nursing Home, Tilbury - 30 Bed Retirement Home, Ottawa - \$4.5 Million, Huntsville - \$4.2 Million, Land For New Construction - 2 Locations, Brouillette Manor -115 Bed, Windsor, Ontario, Quinte Beach Nursing Home, Kanata, Ontario - 105 Beds (License Only), 57 bed retirement home - Norwood, Ontario, 16 room retirement home - Aurora, Ontario. Barrie - 28 room Retirement Home, 44 Room Retirement Home - Kincardine, Ontario, Ancaster, Ontario - 48 Bed plus expansion land. Land sales - Collingwood, Newmarket, Markham, Brantford, Cornwall, Thunder Bay, Ontario.

Along with sales of Nursing Homes and Retirement Homes in Ontario - we constructed the Champlain Manor a 105 Room Retirement Home in Orillia, and Granite Ridge Retirement Residence a 99 Room Retirement Home in Gravenhurst, Ontario. As an owner met every second week during the construction of Riverside Retirement Residence in London, Ontario. Presently overseeing the management of two retirement homes in Orillia and one home in Gravenhurst, Ontario.

Having completed 57 years as a general practitioner and consultant in Real Estate.

CERTIFICATES AND DESIGNATIONS

- Registered Real Estate Broker 1960
- F.R.I. (Fellowship Real Estate Institute of Canada)
- S.C.M.F. (Senior Consultant Mortgage Financing)
- Ontario Long Term Care Association Administration Certificate
- Ontario Residential Care Association Management Certificate
- Seniors Real Estate Specialist - 2012

MEMBERSHIPS AND AFFILIATIONS

- Canadian Real Estate Association
- Ontario Real Estate Association
- Toronto Real Estate Board
- Ontario Long Term Care Association
- Ontario Residential Care Association

OFFICES HELD AND COMMITTEE PARTICIPATION

- Director, Wigwamen Housing Corp. (non-profit housing)
- Treasurer and Membership Chairman, Ontario Rest Home Association
- President, Region 2 & 3, Ontario Rest Home Association
- Director, Nationwide Group Realty Ltd.
- Director, York Region Real Estate Board
- Member, District Health Council of Haldimand-Norfolk
- Member and Vice Chairman, Arbitration and By-laws Committees Toronto Real Estate Board
- Member and Vice Chairman, Ethics Committee, Toronto Real Estate Board