

## INDEPENDENT LIVING

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### Assumptions

- All Revenue and Expense items were researched and approved by 2 auditing firms, BKD & Gallagher & Flynn & Co.
- Both auditing firms agree that projections are in line with industry standards.
- Total Capital ~\$13.7 million
- Average per unit cost ~\$244,000  
80% refundable sale price of unit
- Entry Fee Structure 25% Deposit  
75% Upon Occupancy
- Average Monthly/Association Fees \$ 2,375
- 2<sup>nd</sup> person Monthly Fee \$ 700  
assumes ½ filled units have 2<sup>nd</sup> person



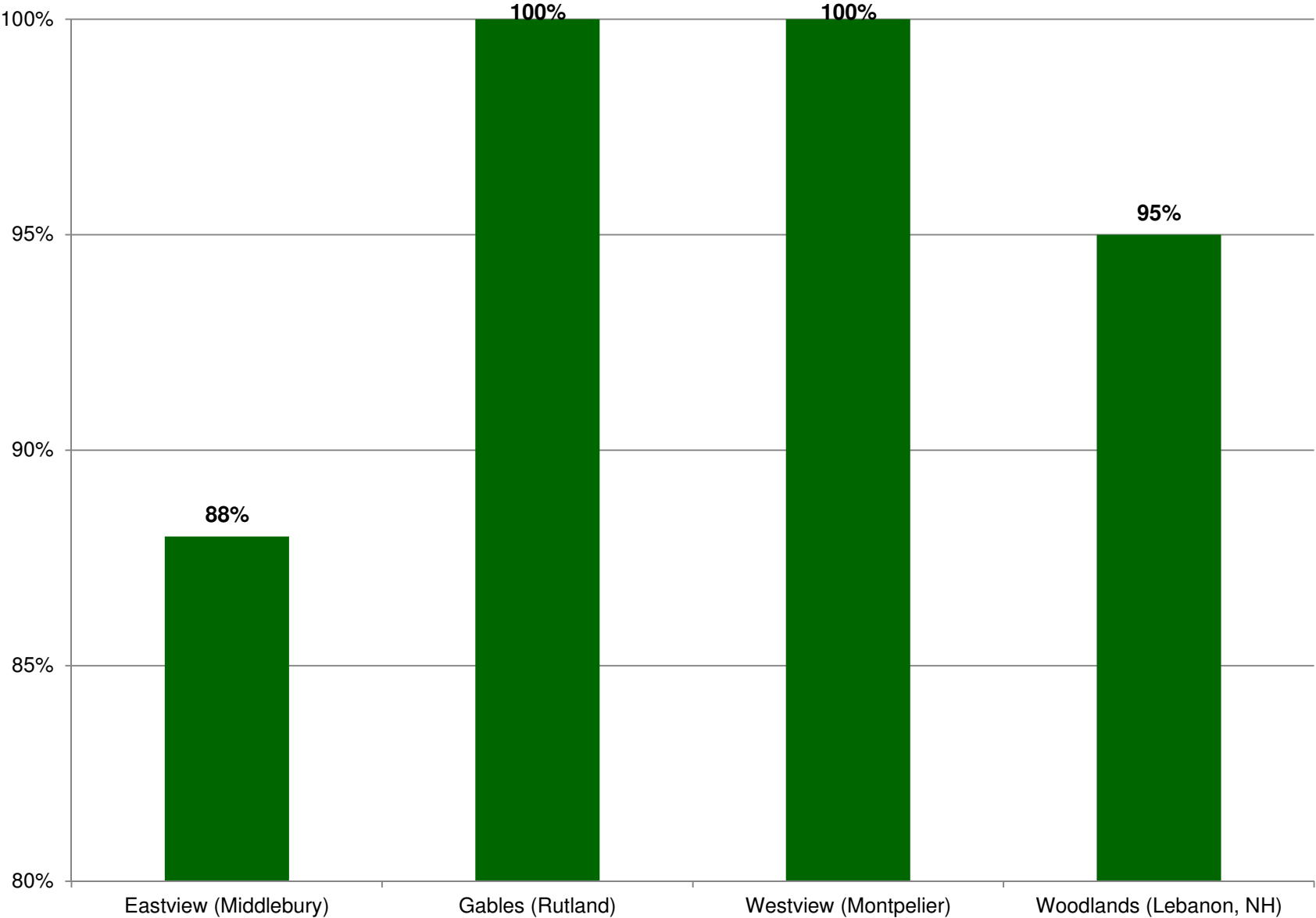
### Occupancy Rates

- Nationally – Independent Living continues with high occupancy rates (three year average of 92% as noted in *The State of Senior Housing 2015*)



# CURRENT OCCUPANCY (AS OF MAY 2016)

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# INDEPENDENT LIVING

## Gifford Retirement Community Independent Living Unit 1

Statement of Cash Flows

		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
Owned Units:		0	37	42	44	45	45	45	45	45	45
Units Added:		37	5	2	1	0	0	0	0	0	0
Total Owned Units:		37	42	44	45	45	45	45	45	45	45
Units Rented:		0	0	0	0	0	0	0	0	0	0
Total Occupied:		37	42	44	45	45	45	45	45	45	45
Percentage Owned:		76%	86%	90%	92%	92%	92%	92%	92%	92%	92%
Percentage Rented:		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Percentage Occupied:		76%	86%	90%	92%	92%	92%	92%	92%	92%	92%

	Design 0% Occupancy Year A	Construction 0% Occupancy Year B	76% Occupancy	86% Occupancy	90% Occupancy	92% Occupancy	92% Occupancy	92% Occupancy	92% Occupancy	92% Occupancy	92% Occupancy	92% Occupancy
			Year 1 Operations	Year 2 Operations	Year 3 Operations	Year 4 Operations	Year 5 Operations	Year 6 Operations	Year 7 Operations	Year 8 Operations	Year 9 Operations	Year 10 Operations
<b>CASH IN</b>												
Monthly Fees from Residents	\$ -	\$ -	\$ 1,224,900	\$ 1,430,052	\$ 1,542,336	\$ 1,624,339	\$ 1,673,069	\$ 1,723,261	\$ 1,774,959	\$ 1,828,208	\$ 1,883,054	\$ 1,939,545
Monthly Rental Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Construction/Move-In Deposits (25%/75%)	\$ -	\$ 1,952,628	\$ 5,857,883	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Unit Deposits and Sales	\$ -	\$ -	\$ 1,220,392	\$ 1,369,280	\$ 645,246	\$ 409,608	\$ 158,899	\$ 175,382	\$ 180,644	\$ 186,063	\$ 191,645	\$ 197,394
GMC Loan	\$ 500,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bank Financing	\$ -	\$ 11,641,502	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>CASH IN TOTAL</b>	\$ 500,000	\$ 13,594,130	\$ 8,303,176	\$ 2,799,332	\$ 2,187,583	\$ 2,033,946	\$ 1,831,968	\$ 1,898,643	\$ 1,955,602	\$ 2,014,270	\$ 2,074,699	\$ 2,136,939
<b>CASH OUT</b>												
Employees & Suppliers	\$ -	\$ -	\$ (842,335)	\$ (887,243)	\$ (921,565)	\$ (952,860)	\$ (980,787)	\$ (1,009,552)	\$ (1,039,180)	\$ (1,069,697)	\$ (1,101,130)	\$ (1,133,505)
Plant & Equipment (construction)	\$ (500,000)	\$ (13,594,130)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Payment of Bank Financing Interest/Principal	\$ -	\$ -	\$ (7,180,561)	\$ (633,586)	\$ (633,586)	\$ (633,586)	\$ (633,586)	\$ (633,586)	\$ (633,586)	\$ (633,586)	\$ (633,586)	\$ (633,586)
Payment Of GMC Loan	\$ -	\$ -	\$ -	\$ (500,000)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Payment of Property Tax	\$ -	\$ -	\$ (280,280)	\$ (288,688)	\$ (297,349)	\$ (306,270)	\$ (315,458)	\$ (324,921)	\$ (334,669)	\$ (344,709)	\$ (355,050)	\$ (365,702)
<b>CASH OUT TOTAL</b>	\$ (500,000)	\$ (13,594,130)	\$ (8,303,176)	\$ (2,309,518)	\$ (1,852,500)	\$ (1,892,716)	\$ (1,929,831)	\$ (1,968,060)	\$ (2,007,436)	\$ (2,047,993)	\$ (2,089,767)	\$ (2,132,794)
<b>NET INCREASE/DECREASE IN CASH</b>	\$ -	\$ -	\$ -	\$ 489,814	\$ 335,083	\$ 141,230	\$ (97,863)	\$ (69,417)	\$ (51,834)	\$ (33,723)	\$ (15,068)	\$ 4,146
Cash at the Beginning of the period	\$ -	\$ -	\$ -	\$ -	\$ 489,814	\$ 824,897	\$ 966,127	\$ 868,264	\$ 798,847	\$ 747,013	\$ 713,290	\$ 698,222
Cash at the end of the Period	\$ -	\$ -	\$ -	\$ 489,814	\$ 824,897	\$ 966,127	\$ 868,264	\$ 798,847	\$ 747,013	\$ 713,290	\$ 698,222	\$ 702,368
Variance to Balance Sheet	\$ -	\$ -	\$ -	\$ -	\$ (1)	\$ -	\$ -	\$ -	\$ 1	\$ 1	\$ 1	\$ 1

Note 1: Negative cash flows will be covered by GMC

Note 2: Bank Financing of \$11,641,502 paid back in year 10.

Note 3: GMC Bridge Loan ~ \$500,000 to be borrowed for approx. 2 years.



Gifford Retirement Community

Gifford Retirement Community  
 Independent Living #1  
 Balance Sheet

<b>Owned Units:</b>		0	37	42	44	45	45	45	45	45	45
<b>Units Added:</b>		37	5	2	1	0	0	0	0	0	0
Units Owned:		37	42	44	45	45	45	45	45	45	45
Units Rented:		0	0	0	0	0	0	0	0	0	0
<b>Total Occupied:</b>		37	42	44	45	45	45	45	45	45	45
<b>Percentage Owned:</b>		76%	86%	90%	92%	92%	92%	92%	92%	92%	92%
<b>Percentage Rented:</b>		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
<b>Percentage Occupied:</b>		76%	86%	90%	92%	92%	92%	92%	92%	92%	92%

**ASSETS**

**Current Assets**

	Year A	Year B	Operations Year 1	Operations Year 2	Operations Year 3	Operations Year 4	Operations Year 5	Operations Year 6	Operations Year 7	Operations Year 8	Operations Year 9	Operations Year 10
Cash & Investments	\$ -	\$ -	\$ -	\$ -	\$ 489,814	\$ 824,896	\$ 966,127	\$ 868,264	\$ 798,847	\$ 747,014	\$ 713,291	\$ 698,223
Move-in Deposits - (25% - Year B, 75% - Year 1)	\$ -	\$ 1,952,628	\$ 5,857,883	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Entrance Fee/Priority Deposit	\$ -	\$ -	\$ 1,220,392	\$ 1,257,004	\$ 517,886	\$ 266,711	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Monthly Fee	\$ -	\$ -	\$ 1,054,500	\$ 1,232,910	\$ 1,330,369	\$ 1,401,422	\$ 1,443,465	\$ 1,486,769	\$ 1,531,372	\$ 1,577,313	\$ 1,624,633	\$ 1,673,372
Bank Financing Principal	\$ -	\$ 11,641,502	\$ (6,959,752)	\$ (431,740)	\$ (451,574)	\$ (472,319)	\$ (494,018)	\$ (516,713)	\$ (540,451)	\$ (565,279)	\$ (591,248)	\$ (618,409)
Resident + 1	\$ -	\$ -	\$ 155,400	\$ 181,692	\$ 196,054	\$ 206,525	\$ 212,721	\$ 219,103	\$ 225,676	\$ 232,446	\$ 239,420	\$ 246,602
Additional Service Fees	\$ -	\$ -	\$ 15,000	\$ 15,450	\$ 15,914	\$ 16,391	\$ 16,883	\$ 17,389	\$ 17,911	\$ 18,448	\$ 19,002	\$ 19,572
Rental Unit Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Bank Financing Interest	\$ -	\$ -	\$ (220,809)	\$ (201,846)	\$ (182,012)	\$ (161,267)	\$ (139,569)	\$ (116,874)	\$ (93,136)	\$ (68,308)	\$ (42,339)	\$ (15,177)
2 Unit Turn Around 80% refund	\$ -	\$ -	\$ -	\$ (390,526)	\$ (390,526)	\$ (390,526)	\$ (390,526)	\$ (390,526)	\$ (402,241)	\$ (414,309)	\$ (426,738)	\$ (439,540)
2 New Occupants entrance fee 100%	\$ -	\$ -	\$ -	\$ 502,802	\$ 517,886	\$ 533,422	\$ 549,425	\$ 565,908	\$ 582,885	\$ 600,371	\$ 618,383	\$ 636,934
Payroll Wages	\$ -	\$ -	\$ (355,555)	\$ (366,222)	\$ (377,209)	\$ (388,525)	\$ (400,181)	\$ (412,186)	\$ (424,552)	\$ (437,288)	\$ (450,407)	\$ (463,919)
Payroll Benefits (Ins/Taxes)	\$ -	\$ -	\$ (88,889)	\$ (91,555)	\$ (94,302)	\$ (97,131)	\$ (100,045)	\$ (103,046)	\$ (106,138)	\$ (109,322)	\$ (112,602)	\$ (115,980)
Facility Expense	\$ -	\$ -	\$ (195,259)	\$ (201,116)	\$ (207,150)	\$ (213,364)	\$ (219,765)	\$ (226,358)	\$ (233,149)	\$ (240,144)	\$ (247,348)	\$ (254,768)
Resident Expense	\$ -	\$ -	\$ (138,285)	\$ (161,682)	\$ (174,462)	\$ (183,780)	\$ (189,293)	\$ (194,972)	\$ (200,821)	\$ (206,846)	\$ (213,051)	\$ (219,443)
Admin & General Expense	\$ -	\$ -	\$ (64,347)	\$ (66,668)	\$ (68,442)	\$ (70,059)	\$ (71,503)	\$ (72,989)	\$ (74,521)	\$ (76,098)	\$ (77,722)	\$ (79,396)
Property Taxes	\$ -	\$ -	\$ (280,280)	\$ (288,688)	\$ (297,349)	\$ (306,270)	\$ (315,458)	\$ (324,921)	\$ (334,669)	\$ (344,709)	\$ (355,050)	\$ (365,702)
Notes Payable - GMC	\$ 500,000	\$ -	\$ -	\$ (500,000)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Payment toward construction	\$ (500,000)	\$ (13,594,130)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total Current Assets</b>	\$ -	\$ -	\$ -	\$ 489,814	\$ 824,896	\$ 966,127	\$ 868,264	\$ 798,847	\$ 747,014	\$ 713,291	\$ 698,223	\$ 702,369

**Board Designated Assets**

Other & Donations

**Total Board Designated Assets**

\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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**Property, Plant & Equipment**

Land, Buildings & Improvements	\$ -	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130
Fixed Equipment												
Major Moveable Equipment												
Construction in Progress	\$ 500,000	\$ 14,094,130										
<b>Total Property, Plant &amp; Equipment</b>	\$ 500,000	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130	\$ 14,094,130

**Less: Accumulated Depreciation**

Land, Buildings & Improvements		\$ 402,689	\$ 805,379	\$ 1,208,068	\$ 1,610,758	\$ 2,013,447	\$ 2,416,137	\$ 2,818,826	\$ 3,221,515	\$ 3,624,205	\$ 4,026,894	
Fixed Equipment												
Major Moveable Equipment												
<b>Total Accumulated Depreciation</b>	\$ -	\$ -	\$ 402,689	\$ 805,379	\$ 1,208,068	\$ 1,610,758	\$ 2,013,447	\$ 2,416,137	\$ 2,818,826	\$ 3,221,515	\$ 3,624,205	\$ 4,026,894

**Total Net Property, Plant & Equipment**

\$ 500,000	\$ 14,094,130	\$ 13,691,440	\$ 13,288,751	\$ 12,886,061	\$ 12,483,372	\$ 12,080,683	\$ 11,677,993	\$ 11,275,304	\$ 10,872,614	\$ 10,469,925	\$ 10,067,235
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**Other Long-Term Assets**

**TOTAL ASSETS**

\$ 500,000	\$ 14,094,130	\$ 13,691,440	\$ 13,778,565	\$ 13,710,958	\$ 13,449,499	\$ 12,948,947	\$ 12,476,840	\$ 12,022,317	\$ 11,585,906	\$ 11,168,148	\$ 10,769,604
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**LIABILITIES AND FUND BALANCE**

**Current Liabilities**

Accounts Payable

Salaries, Wages & Payroll Taxes Payable

Resident Deposits (80% refundable)

Accumulated Resident Deposits (80%)

Resident Deposits (20%)

Accumulated Resident Deposits (20%)

**Total Current Liabilities**

\$ -	\$ 1,562,102	\$ 7,224,723	\$ 8,242,042	\$ 8,680,133	\$ 8,929,715	\$ 8,978,729	\$ 9,040,930	\$ 9,104,996	\$ 9,170,985	\$ 9,238,953	\$ 9,308,960
		\$ (244,078)	\$ (488,157)	\$ (732,235)	\$ (976,649)	\$ (1,221,741)	\$ (1,467,869)	\$ (1,715,396)	\$ (1,964,701)	\$ (2,215,837)	\$ (2,468,858)
\$ -	\$ 390,526	\$ 1,806,181	\$ 2,158,142	\$ 2,365,296	\$ 2,525,323	\$ 2,635,208	\$ 2,748,389	\$ 2,864,966	\$ 2,985,041	\$ 3,108,717	\$ 3,236,104
		\$ (258,026)	\$ (516,052)	\$ (774,077)	\$ (1,019,139)	\$ (1,264,201)	\$ (1,498,066)	\$ (1,732,164)	\$ (1,808,433)	\$ (1,901,357)	\$ (2,011,434)
\$ -	\$ 1,952,628	\$ 8,528,799	\$ 9,395,975	\$ 9,539,117	\$ 9,459,250	\$ 9,127,995	\$ 8,823,384	\$ 8,522,402	\$ 8,382,891	\$ 8,230,476	\$ 8,064,773

**Long-Term Debt**

Non Interest Bearing Loan GMC

Bank Financing

Other Long-Term Debt-Intercompany Fund

**Total Long-Term Debt**

\$ 500,000	\$ 500,000	\$ 500,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ -	\$ 11,641,502	\$ 4,681,750	\$ 4,250,010	\$ 3,798,436	\$ 3,326,117	\$ 2,832,099	\$ 2,315,386	\$ 1,774,936	\$ 1,209,657	\$ 618,409	\$ 0
\$ 500,000	\$ 12,141,502	\$ 5,181,750	\$ 4,250,010	\$ 3,798,436	\$ 3,326,117	\$ 2,832,099	\$ 2,315,386	\$ 1,774,936	\$ 1,209,657	\$ 618,409	\$ 0

**Total Other Non-Current Liabilities**

**Total Liabilities**

**Fund Balance**

**TOTAL LIABILITIES & FUND BALANCE**

\$ 500,000	\$ 14,094,130	\$ 13,710,550	\$ 13,645,985	\$ 13,337,553	\$ 12,785,366	\$ 11,960,094	\$ 11,138,770	\$ 10,297,338	\$ 9,592,548	\$ 8,848,886	\$ 8,064,773
\$ -	\$ -	\$ (19,109)	\$ 132,580	\$ 373,405	\$ 664,133	\$ 988,853	\$ 1,338,071	\$ 1,724,980	\$ 1,993,358	\$ 2,319,262	\$ 2,704,832
\$ 500,000	\$ 14,094,130	\$ 13,691,440	\$ 13,778,565	\$ 13,710,958	\$ 13,449,499	\$ 12,948,947	\$ 12,476,841	\$ 12,022,318	\$ 11,585,906	\$ 11,168,148	\$ 10,769,604

Gifford Retirement Community  
Independent Living #1  
Income Statement

	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Owned Units:</b>	0	37	42	44	45	45	45	45	45	45
<b>Units Added:</b>	37	5	2	1	0	0	0	0	0	0
<b>Total Owned Units:</b>	37	42	44	45	45	45	45	45	45	45
<b>Units Rented:</b>	0	0	0	0	0	0	0	0	0	0
<b>Total Occupied:</b>	37	42	44	45	45	45	45	45	45	45
<b># residents</b>	76%	86%	90%	92%	92%	92%	92%	92%	92%	92%
<b>Percentage Owned:</b>	76%	86%	90%	92%	92%	92%	92%	92%	92%	92%
<b>Percentage Rented:</b>										
<b>Percentage Occupied:</b>	76%	86%	90%	92%	92%	92%	92%	92%	92%	92%

	Year A	Year B	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
<b>Resident Revenues</b>												
Resident Fees	\$ -	\$ -	\$ 1,054,500	\$ 1,232,910	\$ 1,330,369	\$ 1,401,422	\$ 1,443,465	\$ 1,486,769	\$ 1,531,372	\$ 1,577,313	\$ 1,624,633	\$ 1,673,372
Deposits	\$ -	\$ -	\$ 502,104	\$ 502,104	\$ 502,104	\$ 489,475	\$ 490,154	\$ 479,993	\$ 481,625	\$ 325,575	\$ 344,059	\$ 363,098
Additional Resident Fees	\$ -	\$ -	\$ 155,400	\$ 181,692	\$ 196,054	\$ 206,525	\$ 212,721	\$ 219,103	\$ 225,676	\$ 232,446	\$ 239,420	\$ 246,602
Additional Service Fees	\$ -	\$ -	\$ 15,000	\$ 15,450	\$ 15,914	\$ 16,391	\$ 16,883	\$ 17,389	\$ 17,911	\$ 18,448	\$ 19,002	\$ 19,572
Rental Fees	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
<b>Total Resident Revenues</b>	\$ -	\$ -	\$ 1,727,004	\$ 1,932,156	\$ 2,044,441	\$ 2,113,814	\$ 2,163,223	\$ 2,203,254	\$ 2,256,584	\$ 2,153,782	\$ 2,227,113	\$ 2,302,643
<b>Other Operating Revenue</b>												
<b>Total Operating Revenue</b>	\$ -	\$ -	\$ 1,727,004	\$ 1,932,156	\$ 2,044,441	\$ 2,113,814	\$ 2,163,223	\$ 2,203,254	\$ 2,256,584	\$ 2,153,782	\$ 2,227,113	\$ 2,302,643
<b>Operating Expense</b>												
Salaries	-	-	355,555	366,222	377,209	388,525	400,181	412,186	424,552	437,288	450,407	463,919
Fringes Benefits	-	-	88,889	91,555	94,302	97,131	100,045	103,046	106,138	109,322	112,602	115,980
Depreciation/Amortization	-	-	402,689	402,689	402,689	402,689	402,689	402,689	402,689	402,689	402,689	402,689
Property Taxes	-	-	280,280	288,688	297,349	306,270	315,458	324,921	334,669	344,709	355,050	365,702
Facility & Utilities	-	-	195,259	201,116	207,150	213,364	219,765	226,358	233,149	240,144	247,348	254,768
Resident & Dining	-	-	138,285	161,682	174,462	183,780	189,293	194,972	200,821	206,846	213,051	219,443
Admin & General	-	-	64,347	66,668	68,442	70,059	71,503	72,989	74,521	76,098	77,722	79,396
Interest on Mortgage	\$ -	\$ -	\$ 220,809	\$ 201,846	\$ 182,012	\$ 161,267	\$ 139,569	\$ 116,874	\$ 93,136	\$ 68,308	\$ 42,339	\$ 15,177
<b>Total Operating Expense</b>	\$ -	\$ -	\$ 1,746,114	\$ 1,780,467	\$ 1,803,615	\$ 1,823,086	\$ 1,838,503	\$ 1,854,037	\$ 1,869,675	\$ 1,885,404	\$ 1,901,209	\$ 1,917,074
<b>Net Operating Income (Loss)</b>	\$ -	\$ -	\$ (19,109)	\$ 151,689	\$ 240,825	\$ 290,728	\$ 324,720	\$ 349,217	\$ 386,909	\$ 268,379	\$ 325,904	\$ 385,569
<b>Operating Margin %</b>	-	-	-1%	8%	12%	14%	15%	16%	17%	12%	15%	17%
<b>Excess (Deficit) of Rev Over Exp</b>	\$ -	\$ -	\$ (19,109)	\$ 151,689	\$ 240,825	\$ 290,728	\$ 324,720	\$ 349,217	\$ 386,909	\$ 268,379	\$ 325,904	\$ 385,569

**Gifford  
Independent Living**

TABLE 2

DEBT FINANCING ARRANGEMENT, SOURCES & USES OF FUNDS

<b>Sources of Funds</b>		
1. Financing Instrument	Note	
a. Interest Rate	4.4%	
b. Loan Period	Dec 2016	To: Jun 2028
c. Amount Financed	Northfield Savings Bank	\$ 6,000,000
c. Amount Financed	Masoma Savings Bank	6,000,000
3. Other Sources		
a. GMC Bridge Loan 1		500,000
b. Fundraising		511,757
c. GMC Bridge Loan 2		1,125,096
<b>Total Required Funds</b>		<b>\$ 14,136,853</b>





- MONTH TO DATE -				December FY 2018				- YEAR TO DATE -							
Actual	Budget	Var	Var %	310 - MORGAN IL	Actual	Budget	Var	Var %	Actual	Budget	Var	Var %			
<b>REVENUES</b>															
<b>Patient Care Revenue</b>															
\$	-	\$	-	\$	-	\$	-	\$	-	\$	-	0.0%			
				<b>Total Patient Care Revenue</b>					<b>\$</b>	<b>-</b>	<b>\$</b>	<b>-</b>	<b>0.0%</b>		
<b>Other Revenue</b>															
\$	20,522	\$	133,333	\$	(112,811)	-84.6%			\$	55,925	\$	399,999	\$	(344,074)	-86.0%
\$	55	\$	-	\$	55				\$	215	\$	-	\$	215	
\$	5,597	\$	-	\$	5,597				\$	14,673	\$	-	\$	14,673	
\$	9,922	\$	-	\$	9,922				\$	18,610	\$	-	\$	18,610	
\$	2,800	\$	-	\$	2,800				\$	5,600	\$	-	\$	5,600	
<b>Other Revenue</b>															
\$	38,896	\$	133,333	\$	(94,437)	-70.8%			<b>\$</b>	<b>95,023</b>	<b>\$</b>	<b>399,999</b>	<b>\$</b>	<b>(304,976)</b>	<b>-76.2%</b>
<b>EXPENSES</b>															
\$	15,492	\$	21,477	\$	(5,985)	-27.9%			\$	47,526	\$	61,794	\$	(14,268)	-23.1%
<b>Wages Physician &amp; Non Physician</b>															
\$	45	\$	37	\$	8	21.6%			\$	108	\$	39	\$	69	176.9%
\$	2,088	\$	1,865	\$	223	12.0%			\$	2,270	\$	2,085	\$	185	8.9%
\$	31	\$	28	\$	3	10.7%			\$	87	\$	80	\$	7	8.8%
\$	101	\$	92	\$	9	9.8%			\$	273	\$	192	\$	81	42.2%
\$	2,259	\$	3,180	\$	(921)	-29.0%			\$	8,328	\$	7,355	\$	973	13.2%
\$	16	\$	12	\$	4	33.3%			\$	37	\$	14	\$	23	164.3%
\$	1,061	\$	947	\$	114	12.0%			\$	2,808	\$	2,754	\$	54	2.0%
\$	12	\$	14	\$	(2)	-14.3%			\$	43	\$	40	\$	3	7.5%
\$	582	\$	248	\$	334	134.7%			\$	409	\$	250	\$	159	63.6%
\$	40	\$	40	\$	-	0.0%			\$	117	\$	101	\$	16	15.8%
\$	13	\$	14	\$	(1)	-7.1%			\$	39	\$	41	\$	(2)	-4.9%
\$	14	\$	-	\$	14				\$	14	\$	-	\$	14	
\$	13,479	\$	14,907	\$	(1,428)	-9.6%			\$	40,437	\$	45,835	\$	(5,398)	-11.8%
\$	-	\$	400	\$	(400)	-100.0%			\$	-	\$	400	\$	(400)	-100.0%
\$	2,314	\$	1,081	\$	1,233	114.1%			\$	6,248	\$	3,143	\$	3,105	98.8%
\$	1,386	\$	366	\$	1,020	278.7%			\$	1,386	\$	366	\$	1,020	278.7%
\$	8,340	\$	2,983	\$	5,357	179.6%			\$	24,070	\$	19,738	\$	4,332	21.9%
\$	15,910	\$	9,842	\$	6,068	61.7%			\$	47,730	\$	25,550	\$	22,180	86.8%
\$	36,196	\$	22,390	\$	13,806	61.7%			\$	108,588	\$	58,124	\$	50,464	86.8%
\$	10,158	\$	6,284	\$	3,874	61.6%			\$	30,474	\$	16,312	\$	14,162	86.8%
\$	4,299	\$	2,659	\$	1,640	61.7%			\$	12,897	\$	6,903	\$	5,994	86.8%
<b>Total Expenses</b>															
\$	113,836	\$	88,866	\$	24,970	28.1%			<b>\$</b>	<b>333,889</b>	<b>\$</b>	<b>251,116</b>	<b>\$</b>	<b>82,773</b>	<b>33.0%</b>



## Schedule of Fees

We are pleased to provide flexible financial models for our residents. While our community is designed primarily with an Entry Fee Program, we also offer a limited number of apartments through a Rental Fee Program. The choice is yours, depending on which model makes the most sense for you financially.

Our **Entry Fee Program** requires an entry fee and offers a very competitive monthly service fee. With this program, 80% of the original entry fee is refunded (see Resident Agreement for details). If

you plan to stay longer than 18 months, this model is less expensive.

The **Rental Fee Program** is a monthly payment model. The rental terms require an annual lease agreement and can be terminated with thirty (30) days-notice. While the rental model offers a lower cost of entry, the monthly rental fee is higher than the monthly service fee associated with the Entry Fee Program and there are no funds returned upon move-out (except the security deposit).

Entry Fee Program	Entry Fee	Monthly Service Fee
Studio	\$173,667	\$1,991
1-Bedroom	\$208,420-\$216,420	\$2,189
1-Bedroom + Den	\$264,525-\$271,197	\$2,430-\$2,443
2-Bedroom	\$287,245-\$296,573	\$2,542

Rental Fee Program		Monthly Rental Fee
Studio	\$ --	\$3,739
1-Bedroom	\$ --	\$4,178-\$4,365
1-Bedroom + Den	\$ --	\$5,121-\$5,187
2-Bedroom	\$ --	\$5,283-\$5,528

The cost per month for a second occupant is \$700 for both programs.