

100% = 154 Residents / 92% = 142 Residents / 90 ALF Units / 31 Memory Care Units

<u>Revenue</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u># of Units /</u>	<u>2018</u>	<u>2018</u>
						<u># of Residents</u>	<u>Totals</u>	<u>Totals</u>
							(per month)	(per year)
Base Rate Revenue:	Typical Increase @ 2.15% per year							
Memory Support Studio, Single	\$ 5,228	\$ 5,340	\$ 5,570	\$ 5,808	\$ 6,058	19	\$ 115,095	\$ 1,381,137
Memory Support Studio, Shared	9,000	9,194	9,588	9,999	10,428	12, 24	125,138	1,501,659
AL Small Studio	3,250	3,320	3,462	3,611	3,766	28	105,441	1,265,287
AL Large Studio	3,550	3,626	3,782	3,944	4,113	12	49,360	592,321
AL 1 Bedroom	4,078	4,166	4,344	4,531	4,725	35	165,379	1,984,554
AL Large 2 Bedroom	5,000	5,108	5,327	5,555	5,793	15	86,902	1,042,819
Second Occupant Fees:	21 residents in ALF units only				\$ 1,000	21	\$ 21,000	\$ 252,000
ADL Revenue:								
	SERVICES:		CATEGORY:	RATE:				
Bathing Assistance	Medication		No Services	\$ -	10		-	-
Dressing Assistance	Cooking		Basic, 1-5 Services	2,751	60		165,060	1,980,720
Transferring	Shopping		Standard, 6-9 Services	3,486	20		69,720	836,640
Toileting	Laundry		Inclusive, 10+ Service	3,789	10		37,890	454,680
Continance Care	Transportation						(Used 2012 Rates for ADL's)	
Eating	Housekeeping							
Care Management / Monitoring	Security							
Admitting Fees:	\$3,000 per person Admitting Fee						-	\$ 141,000
	(Average Stay = 3 years)							-
							2018 Total Revenue:	\$ 11,432,817
							Average Revenue / Resident / Month (92%):	\$ 6,173
							Average Revenue / Unit / Month (92%):	\$ 7,244