

ORANJ SURVEY
Spring 2012 Resident Occupancy Report

| Member Association CCRCs | Independent Living | | | Assisted Living | | | Skilled Nursing/Long Term Care | | | 2012 Fees(Percentage increase over 2011) | | |
|-----------------------------|--------------------|------------------|----------------|-----------------|------------------|----------------|-----------------------------------|------------------|----------------|---|-------------|-------------|
| | Add'l Units | Present Units | No. of Res. | Add'l Units | Present Units | No. of Res. | Add'l Units | Present Units | No. of Res. | IL | AL | LTC |
| Applewood Estates | 0 | 306 | 263 | 0 | 40 | 36 | 0 | 60 | 59 | 4.00 | 4.00 | 4.00 |
| Arbor Glen | | | | | | | | | | | | |
| Bristol Glen | | | | | | | | | | | | |
| Cadbury | | 138 | 126 | | 64 | 53 | | 120 | 98 | | | |
| Cedar Crest | 0 | 1500 | 1732 | 0 | 82 | 79 | 0 | 113 | 113 | 3.5 | 3.00 | 3.00 |
| Crane's Mill | | 281 | 251 | | 48 | 46 | | 66 | 58 | 1.2 | 1.2 | 1.2 |
| Crestwood Manor | | 369 | 337 | | | | | 64 | 61 | 2.90 | | 6.00 |
| The Evergreens | | 200 | ~190 | | 40 | 40 | | 60 | 60 | 3.4 | 3.4 | 3.4 |
| Fellowship Village | 0 | 256 | 314 | 0 | 81 | 70 | 0 | 53 | 47 | 4.0 | 4.6 | 3.0 |
| The Fountains Cedar Park | 0 | 252 | 186 | 0 | 59 | 56 | 0 | 60 | 52 | 3.5 | 3.5 | 0 |
| Franciscan Oaks | | 285 | 208 | | 34 | 31 | | 84 | 80 | 3.5 | 3.5 | 3.5 |
| Friends Village | 0 | 100 | 125 | 0 | 45 | 45 | 0 | 60 | 58 | 3.5 | 3.5 | 4.0 |
| Fritz Reuter | 0 | 59 | 53 | 0 | 89 | 81 | 0 | 59 | 55 | 0.00 | 0.00 | 0.00 |
| Harrogate | 0 | 275 | 244 | 0 | 0 | 0 | 0 | 68 | 61 | 2.0 | - | 2.0 |
| House of Good Shepherd | 0 | 48 | 52 | 0 | 61 | 57 | 0 | 62 | 58 | 4.0 | 4.0 | 4.0 |
| Lions Gate | | | | | | | | | | 3.90 | 3.90 | 3.90 |
| Meadow Lakes | | 304 | 281 | | 44 | 39 | | 60 | 58 | 2.5 | 2.5 | 2.5 |
| Medford Leas | 0 | 426 | 482 | 0 | 79 | 79 | 0 | 69 | 51 | 4.0 | 4.0 | 4.0 |
| Monroe Village | | 285 | 271 | | 28 | 32 | | 60 | 53 | | | |
| Navesink Harbor | | | | | | | | | | | | |
| Seabrook | 0 | 1088 | 1171 | 0 | 96 | 90 | 0 | 86 | 81 | | | |
| Stonebridge at Montgomery | 0 | 211 | 254 | 0 | 68 | 58 | 0 | 40 | 39 | 2.5 | 2.5 | 2.5 |
| The Pines at Whiting | 0 | 232 | 184 | 0 | 87 | 85 | 0 | 66 | 63 | 3.0 | 3.0 | 2.0 |
| Wiley Mission | 0 | 137 | 154 | 0 | 48 | 49 | 0 | 67 | 64 | 2.2 | 3.0 | 3.0 |
| Winchester Gardens | 0 | 201 | 209 | 0 | 115 | 84 | | | | 3.9 | 3.9 | |
| | | | | | | | | | | | | |
| AVAILABLE TOTALS | 0 | 6943 | ~7087 | 0 | 1208 | 1110 | 0 | 1377 | 1269 | Average Reported Fees | | |
| | | | | | | | | | | 3.05 | 3.14 | 2.89 |

Grand Totals

| | | |
|----------------------------------|-----------------|--|
| Total CCRC Site Members: | 25 | Those Responding with some data: 22 |
| Present Units: | >9528 | |
| Present Residents: | >9466 | |
| Additional Units Planned: | 0 | |

Notes

- 1- The Arbor Glen data is not available due to objections by the Administrative CEO.
- 2- Bristol Glen data will be forwarded ASAP, Al Mearns stated it is currently with Administration Executive Secretary.
- 3- The Evergreens data is limited by Administration restrictions on allowing information on resident counts.
- 4- From Lions Gate Geraldine Bell has informed author, 4/10/2012, that the rent increases from 2011 to 2012 are 3.90 per cent. No other information available due Administration personnel absence during holiday week after Easter.
- 5- Bonnie Watt called author on Navesink Harbor data, due to instabilities of data during major new/rebuilding projects, the Administration Executives are unwilling for data to be divulged this spring; they are fully prepared to co-operate in 2013.
- 6- The following table gives a rough measure of Occupancy ratios from the received data, in general the higher the better for the CCRC.

ORANJ SURVEY
Spring 2012 Resident Occupancy Report Analysis
Ratios of Residents to Units Available, Approx. Measure of Occupancy Rate

| Member Association CCRCs | Independent Living | Assisted Living | Skilled Nursing/Long Term Care |
|-----------------------------|-----------------------|-----------------------|-----------------------------------|
| | Ratio Residents/Units | Ratio Residents/Units | Ratio Residents/Units |
| Applewood Estates | 0.86 | 0.90 | 0.98 |
| Arbor Glen | | | |
| Bristol Glen | | | |
| Cadbury | 0.91 | 0.83 | 0.82 |
| Cedar Crest | 1.15 | 0.96 | 1.00 |
| Crane's Mill | 0.89 | 0.96 | 0.88 |
| Crestwood Manor | 0.91 | | 0.95 |
| The Evergreens | ~0.95 | 1.00 | 1.00 |
| Fellowship Village | 1.23 | 0.86 | 0.89 |
| The Fountains Cedar Park | 0.74 | 0.95 | 0.87 |
| Franciscan Oaks | 0.73 | 0.91 | 0.95 |
| Friends Village | 1.25 | 1.00 | 0.97 |
| Fritz Reuter | 0.90 | 0.91 | 0.93 |
| Harrogate | 0.89 | | 0.9 |
| House of Good Shepherd | 1.08 | 0.93 | 0.94 |
| Lions Gate | | | |
| Meadow Lakes | 0.92 | 0.89 | 0.97 |
| Medford Leas | 1.13 | 1.00 | 0.74 |
| Monroe Village | 0.95 | 1.14 | 0.88 |
| Navesink Harbor | | | |
| Seabrook | 1.08 | 0.94 | 0.94 |
| Stonebridge at Montgomery | 1.20 | 0.85 | 0.98 |
| The Pines at Whiting | 0.79 | 0.98 | 0.96 |
| Wiley Mission | 1.12 | 1.02 | 0.96 |
| Winchester Gardens | 1.04 | 0.74 | |