

# KEY INDICATORS REPORT



Chief Executive Officer Signature

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*Covia Communities*

Please attach an explanatory memo that summarizes significant trends or variances in the key operational indicators.

	2014	2015	2016	2017	2018	Projected 2019	Forecast				Preferred Trend Indicator
	2020	2021	2022	2023							
<b>OPERATIONAL STATISTICS</b>											
<b>1. Average Annual Occupancy by Site (%)</b>											N/A
Canterbury Woods	85.80%	83.52%	88.07%	90.29%	96.36%	90.86%	90.86%	90.86%	90.86%	90.86%	
St.Paul's Towers	91.57%	92.19%	86.64%	82.58%	80.59%	86.76%	86.76%	86.76%	86.76%	86.76%	
Los Gatos Meadows	89.85%	88.83%	88.07%	88.53%	86.70%	87.61%	87.61%	87.61%	87.61%	87.61%	
Spring Lake Village	94.87%	89.81%	90.51%	92.84%	93.53%	93.53%	93.53%	93.53%	93.53%	93.53%	
San Francisco Towers	87.14%	87.38%	90.57%	90.82%	89.83%	89.83%	89.83%	89.83%	89.83%	89.83%	
Webster House	N/A	N/A	90.34%	88.44%	82.66%	82.66%	82.66%	82.66%	82.66%	82.66%	
<b>MARGIN (PROFITABILITY) INDICATORS</b>											
<b>2. Net Operating Margin (%)</b>	4.70%	6.61%	5.83%	3.68%	5.16%	5.27%	5.48%	5.55%	5.45%	5.30%	↑
<b>3. Net Operating Margin - Adjusted (%)</b>	29.05%	17.92%	20.85%	25.42%	20.06%	20.52%	21.94%	21.72%	21.49%	21.36%	↓
<b>LIQUIDITY INDICATORS</b>											
<b>4. Unrestricted Cash and Investments (\$000)</b>	\$129,070	\$123,106	\$109,838	\$136,588	\$141,399	\$146,102	\$150,081	\$155,497	\$161,381	\$167,587	↑
<b>5. Days Cash on Hand (Unrestricted)</b>	575	441	359	424	440	428	428	432	437	442	↑
<b>CAPITAL STRUCTURE INDICATORS</b>											
<b>6. Deferred Revenue from Entrance Fees (\$000)</b>	\$121,328	\$130,199	\$140,737	\$155,737	\$158,263	\$160,303	\$167,607	\$174,255	\$180,346	\$186,054	N/A
<b>7. Net Annual E/F proceeds (\$000)</b>	\$28,019	\$14,288	\$20,812	\$33,096	\$21,459	\$23,606	\$26,748	\$27,025	\$27,501	\$28,251	N/A
<b>8. Unrestricted Net Assets (\$000)</b>	\$87,317	\$77,104	\$56,455	\$59,811	\$67,581	\$66,120	\$64,368	\$62,551	\$60,083	\$57,675	N/A
<b>9. Annual Capital Asset Expenditure (\$000)</b>	\$66,393	\$50,566	\$37,179	\$21,868	\$24,474	\$22,248	\$24,277	\$23,832	\$24,021	\$25,456	N/A
<b>10. Annual Debt Service Coverage Revenue Basis (x)</b>	1.39	0.92	0.90	0.59	0.95	1.02	0.92	0.97	0.92	0.94	↑
<b>11. Annual Debt Service Coverage (x)</b>	5.78	2.76	2.78	3.57	2.88	3.14	3.35	3.44	3.47	3.58	↑
<b>12. Annual Debt Service/Revenue (%)</b>	6.09%	6.41%	8.28%	8.17%	7.99%	7.55%	7.42%	7.13%	6.90%	6.65%	↓
<b>13. Average Annual Effective Interest Rate (%)</b>	4.65%	3.50%	4.99%	5.15%	5.22%	5.29%	5.29%	5.30%	5.31%	5.32%	↓
<b>14. Unrestricted Cash &amp; Investments/ Long-Term Debt (%)</b>	84.54%	85.94%	66.00%	87.09%	91.90%	96.86%	101.57%	107.52%	114.12%	121.30%	↑
<b>15. Average Age of Facility (years)</b>	13.48	12.40	11.05	9.92	10.49	11.27	13.26	13.50	13.99	14.53	↓