

KEY INDICATORS REPORT

Date Prepared: 04/30/2023

Provider Name: La Costa Glen Carlsbad CCRC LLC


Chief Executive Officer Signature

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

	2018	2019	2020	2021	2022	Projected 2023	Forecast 2024	Forecast 2025	Forecast 2026	Forecast 2027	Preferred Trend Indicator
OPERATIONAL STATISTICS											
1. Average Annual Occupancy by Site (%)	97.01	97.24	95.41	93.92	95.04%	98.3%	98.5%	98.7%	98.9%	98.9%	N/A
MARGIN (PROFITABILITY) INDICATORS											
2. Net Operating Margin (%)	13.82%	16.06%	14.37%	15.64%	18.00%	19.26%	16.78%	15.99%	16.05%	15.41%	↑
3. Net Operating Margin - Adjusted (%)	35.15%	34.36%	.56%	36.62%	33.96%	37.02%	34.92%	34.14%	34.03%	33.36%	↓
LIQUIDITY INDICATORS											
4. Unrestricted Cash and Investments (\$000)	\$13,814	\$14,222	\$15,444	\$20,733	\$20,989	\$15,365	\$14,345	\$15,645	\$16,314	\$14,345	↑
5. Days Cash on Hand (Unrestricted)	122.94	125.19	131.68	183.29	179.14	181.25	130.16	135.16	138.15	136.16	↑
CAPITAL STRUCTURE INDICATORS											
6. Deferred Revenue from Entrance Fees (\$000)	\$7,502	\$7,898	\$8,233	\$8,539	\$8,896	\$9,118	\$9,345	\$9,579	\$9,819	\$10,064	N/A
7. Net Annual E/F proceeds (\$000)	\$15,562	\$13,770	(\$6,944)	\$16,193	\$15,760	\$16,154	\$16,557	\$16,971	\$17,396	\$17,830	N/A
8. Unrestricted Net Assets (\$000)	\$205,376	\$202,453	\$206,633	\$205,577	\$203,651	\$208,897	\$212,497	\$213,610	\$214,360	\$215,310	N/A
9. Annual Capital Asset Expenditure (\$000)	\$4,500	\$3,527	\$7,154	\$5,365	\$5,948	\$5,246	\$3,600	\$1,112	\$2,525	\$2,425	N/A
10. Annual Debt Service Coverage Revenue Basis (x)	.70	.80	.76	2.61	2.20	2.30	2.35	2.39	2.45	2.55	↑
11. Annual Debt Service Coverage (x)	0	0	0	0	0	0	0	0	0	0	↑
12. Annual Debt Service/Revenue (%)	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	↓
13. Average Annual Effective Interest Rate (%)	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	↓
14. Unrestricted Cash & Investments/ Long-Term Debt (%)	3.85%	3.91%	4.31%	5.81%	5.72%	4.11%	3.77%	4.04%	4.13%	3.57%	↑
15. Average Age of Facility (years)	15.07	15.32	15.58	15.43	14.93	15.52	16.23	17.14	18.17	19.05	↓