

**KEY INDICATORS REPORT**

  
Chief Executive Officer Signature

**MENNONITE BRETHERN HOMES, INC. D/B/A PALM VILLAGE RETIREMENT COMMUNITY**

Date Prepared: May 16 2015

	Actual 2011	Actual 2012	Actual 2013	Actual 2014	Actual 2015	Projected 2016	Forecast 2017	Forecast 2018	Forecast 2019	Forecast 2020
<b>OPERATIONAL STATISTICS</b>										
1. Average Annual Occupancy by Site (%)	95.6%	96.8%	95.0%	96.5%	94.8%	94.4%	94.4%	94.4%	94.4%	94.4%
<b>MARGIN (PROFITABILITY) INDICATORS</b>										
2. Net Operating Margin (%)	7.5%	3.1%	2.1%	-0.6%	1.5%	3.6%	4.5%	4.2%	2.7%	1.3%
3. Net Operating Margin - Adjusted (%)	11.2%	9.1%	8.2%	8.0%	8.2%	8.8%	9.8%	9.6%	8.4%	7.3%
<b>LIQUIDITY INDICATORS</b>										
4. Unrestricted Cash and Investments (\$000)	4,218	4,385	3,825	2,674	2,813	3,410	3,961	4,508	4,914	5,175
5. Days Cash on Hand (Unrestricted)	131.7	125.2	107.0	75.0	79.0	94.6	107.3	118.4	123.7	125.1
<b>CAPITAL STRUCTURE INDICATORS</b>										
6. Deferred Revenue from Entrance Fees (\$000)	4,038	4,012	4,528	4,303	4,575	4,608	4,680	4,794	4,953	5,159
7. Net Annual E/F proceeds (\$000)	522	837	828	1,213	966	774	821	870	922	977
8. Unrestricted Net Assets (\$000)	3,549	4,142	4,483	4,267	4,405	4,930	5,612	6,255	6,724	7,006
9. Annual Capital Asset Expenditure (\$000)	538	403	733	920	676	443	557	582	607	633
10. Annual Debt Service Coverage Revenue Basis (x)	2.01	1.18	0.92	0.30	0.70	1.21	1.44	1.38	1.13	0.88
11. Annual Debt Service Coverage (x)	2.91	2.55	2.01	2.34	2.23	2.44	2.70	2.67	2.45	2.25
12. Annual Debt Service/Revenue (%)	4.3%	4.0%	4.2%	4.0%	4.5%	4.4%	4.4%	4.5%	4.5%	4.5%
13. Average Annual Effective Interest Rate (%)	1.6%	1.3%	1.3%	1.4%	1.7%	1.8%	2.1%	2.4%	2.7%	3.0%
14. Unrestricted Cash & Investments/Long-Term Debt (%)	48.5%	53.1%	48.1%	35.4%	45.5%	57.2%	73.1%	92.8%	115.0%	141.0%
15. Average Age of Facility (years)	16.3	15.6	15.6	15.5	17.2	17.4	17.8	18.1	18.3	18.6