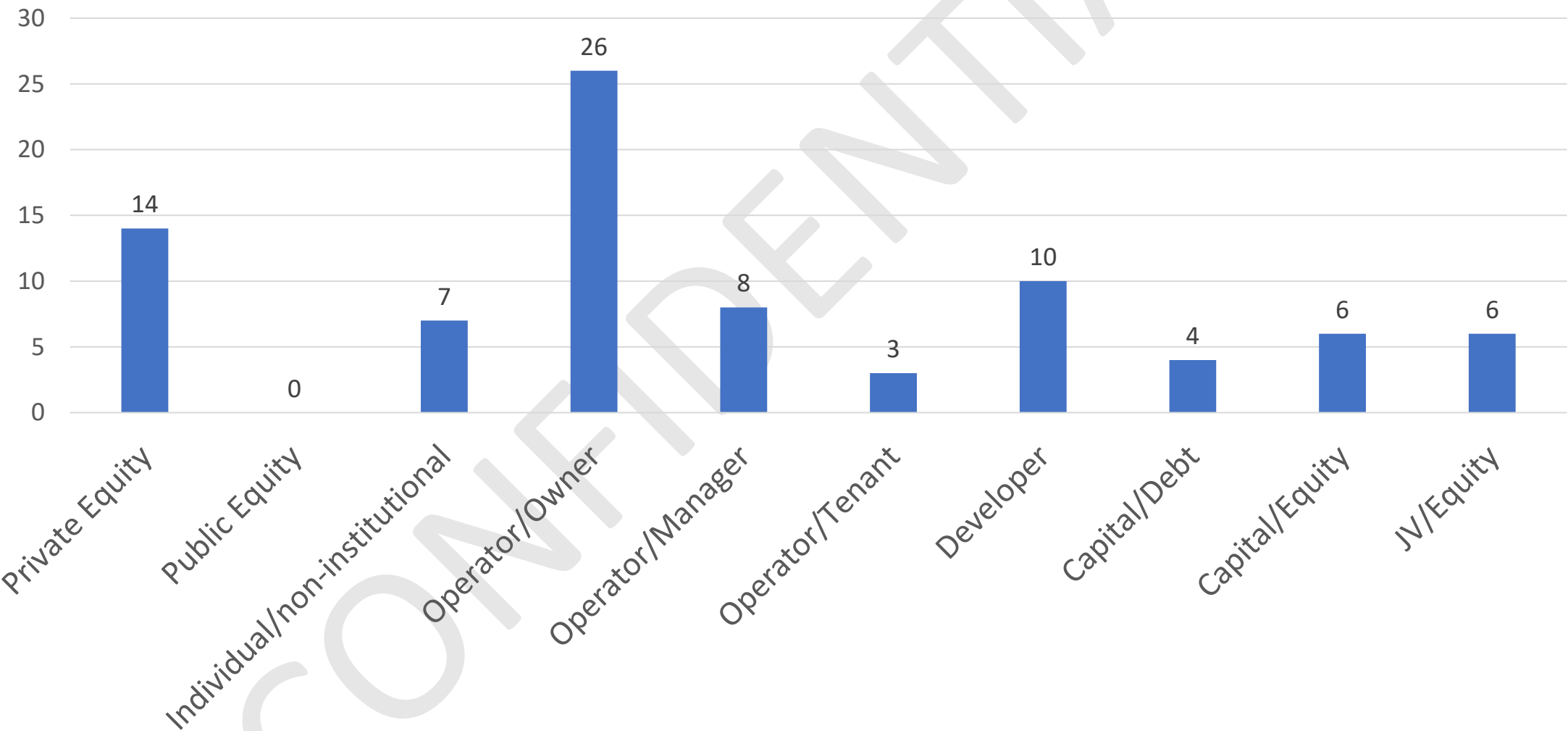
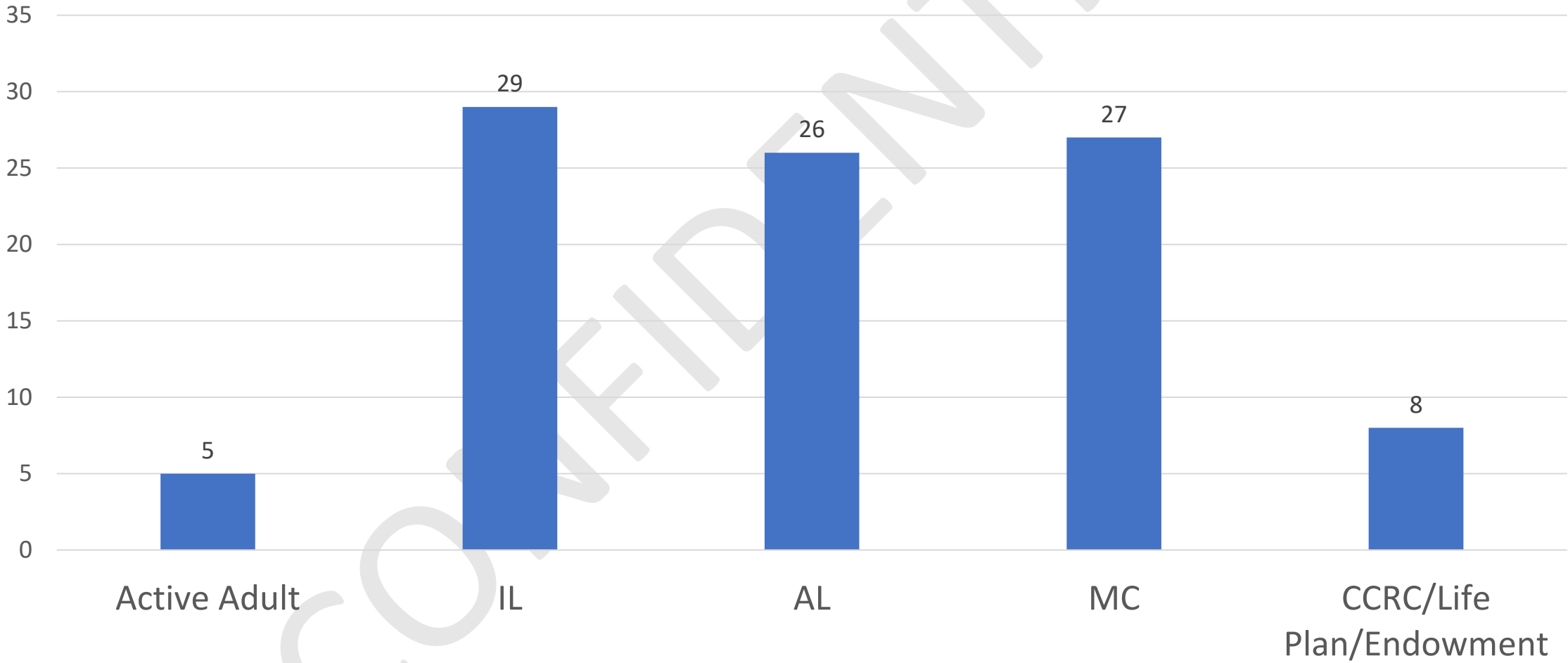


# Are you an Owner, Operator, Developer, Financier?



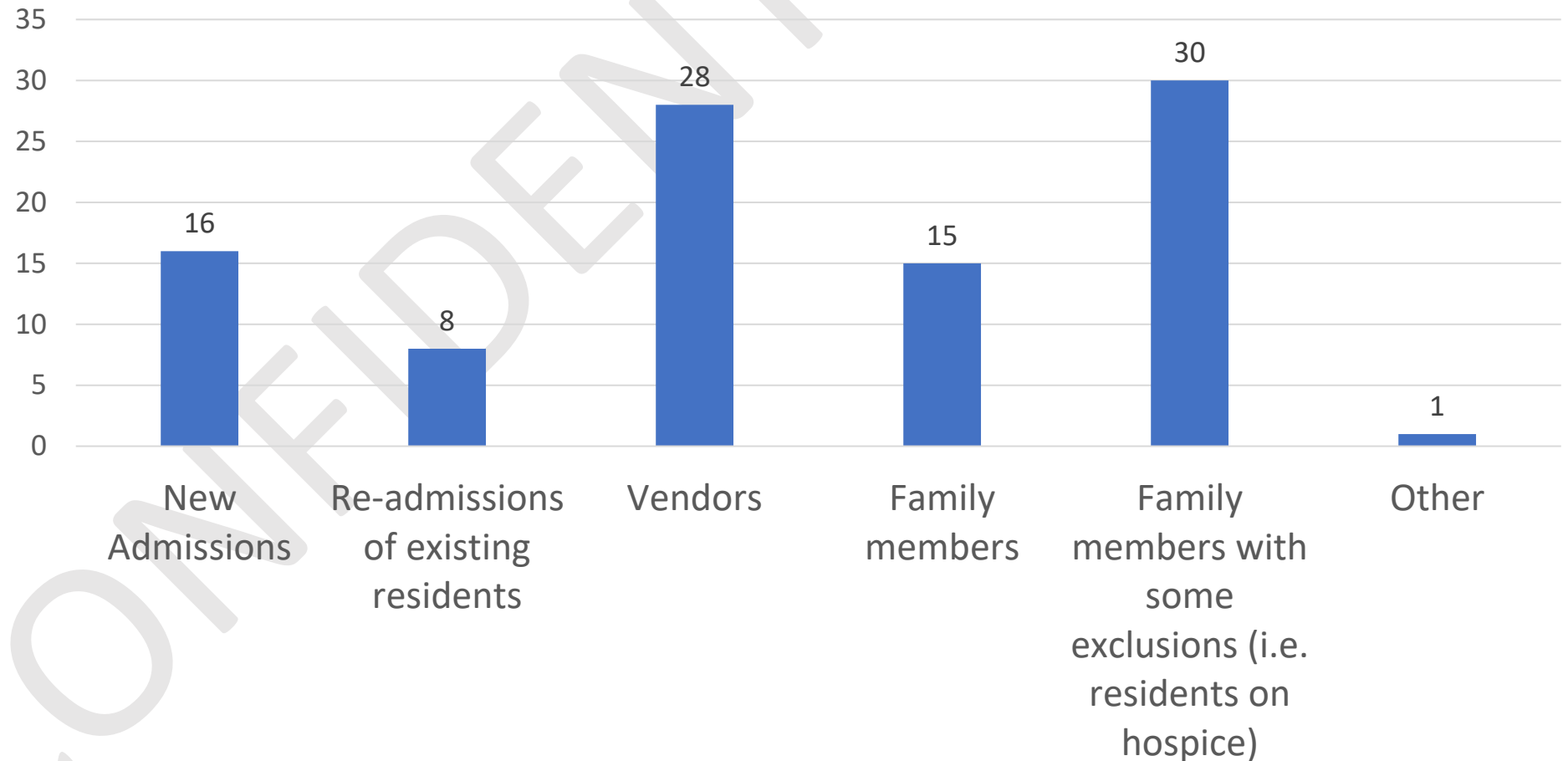
# Product Type



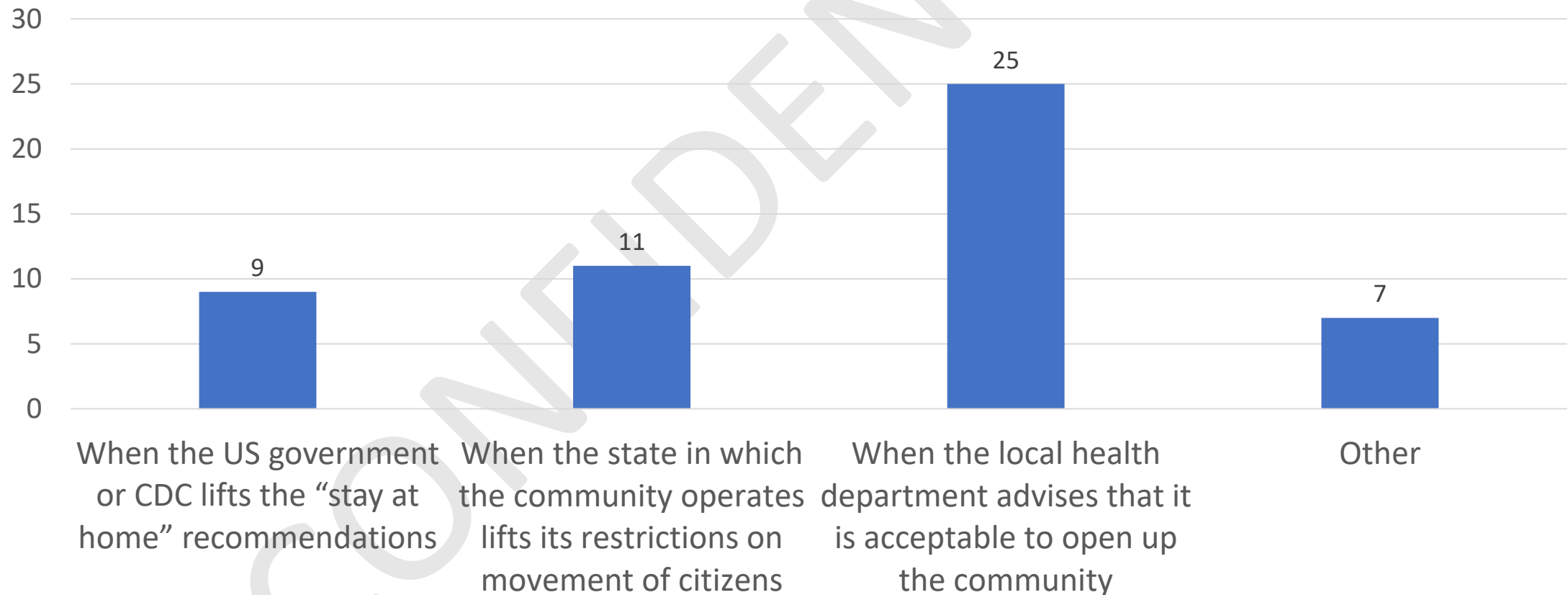
# As part of your COVID-19 protocols, has your community restricted access to:

## Other responses:

- No memory care move ins



If you are currently restricting access to your community (i.e. no visitors unless essential healthcare personnel), when do you plan to lift that restriction?

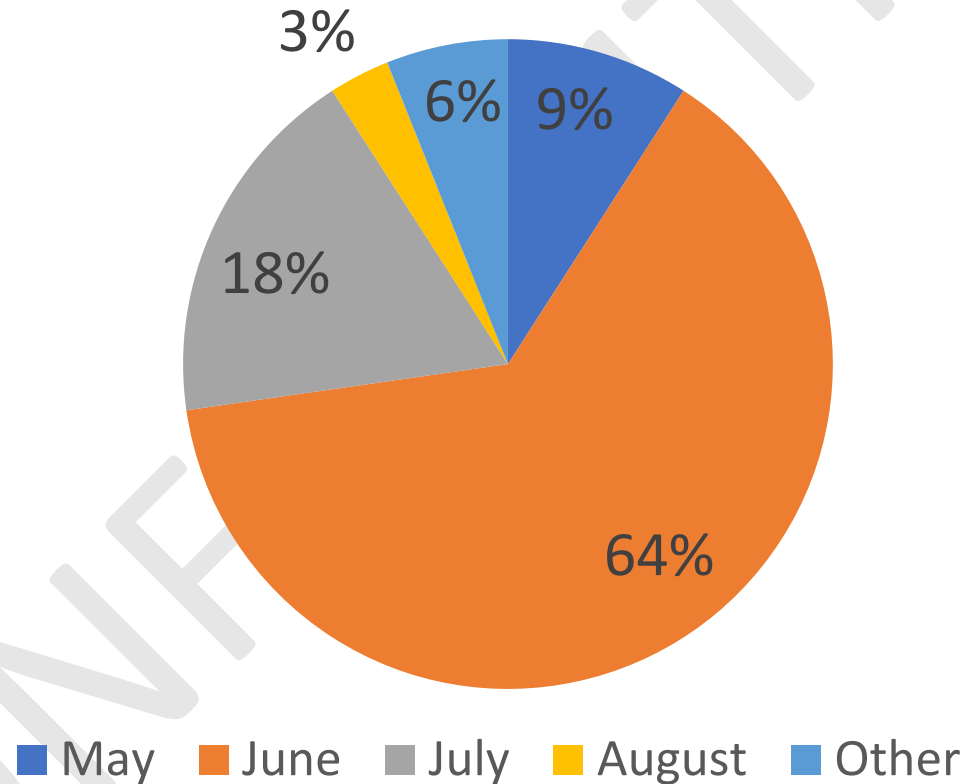


**If you are currently restricting access to your community (i.e. no visitors unless essential healthcare personnel), when do you plan to lift that restriction?**

**Other Responses:**

- Based on our own assessment working with our care team and medical director
- Phase 3 of the steps to open the country are met in the state and country are met
- June 1
- When we are ready
- When allowed after restrictions removed from CDC, state, local and departments of health and after certain gaiting criteria we have established
- Just starting to allow access now
- When we feel it is safe to do so

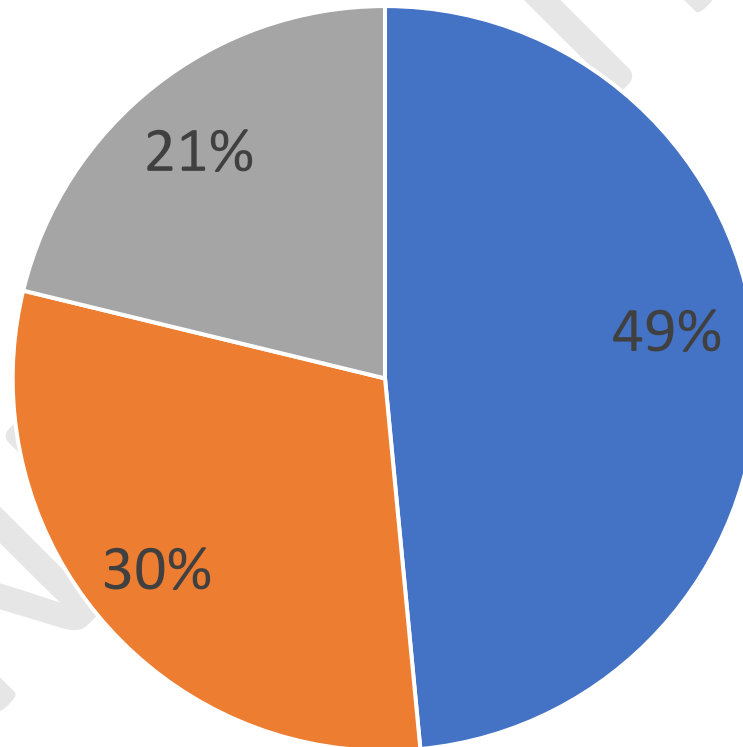
# Do you currently anticipate lifting restrictions on access to some or all of your communities in:



## Other Responses:

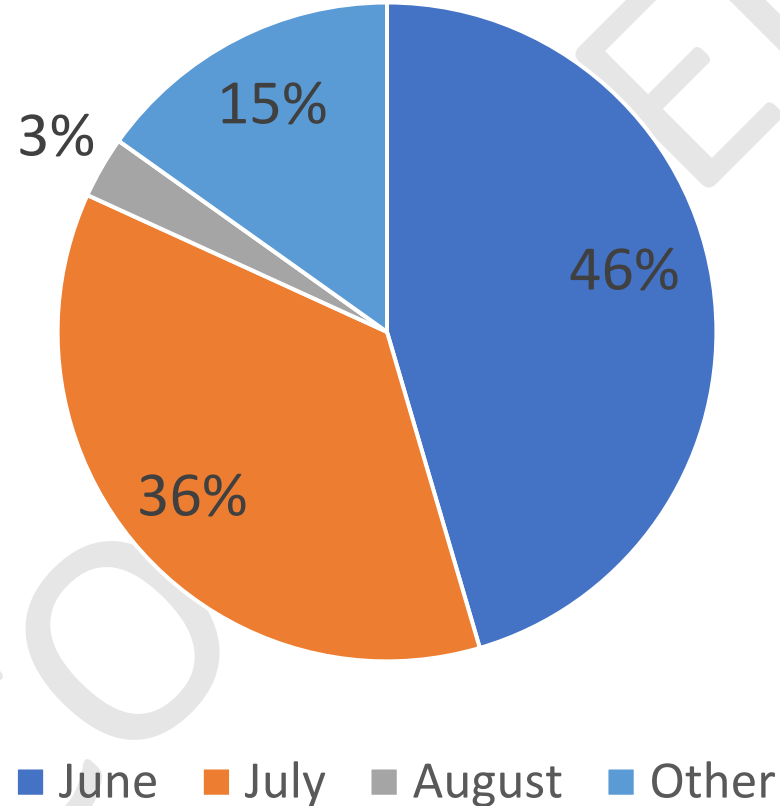
- Allowing restricted and limited visits with protocols starting mid-June
- Unknown

Do you intend to wait until there are no “active” cases of COVID-19 in your community before lifting the restrictions on access?



■ Yes ■ No ■ Unsure

# When do you plan to switch from in room dining back to using dining rooms (with social distancing and staggered seating)?

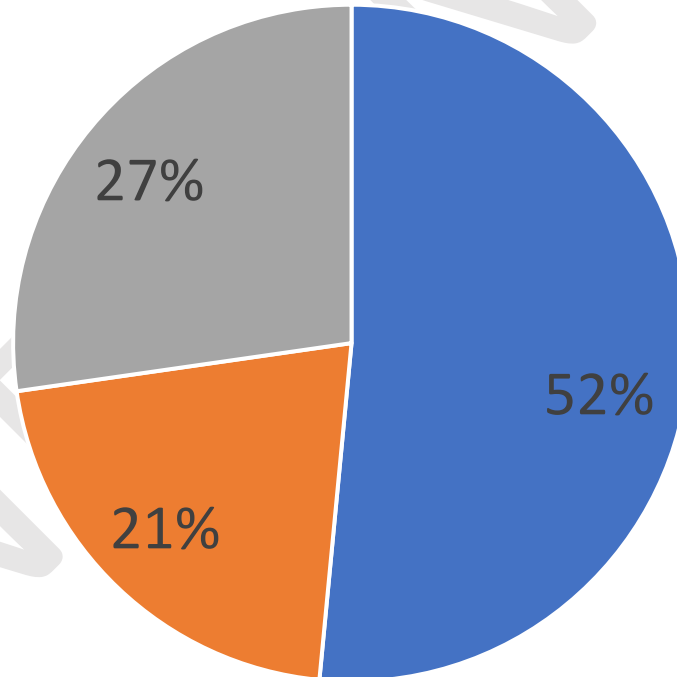


## Other:

- Working through the plan now
- As communities are ready using our START program (Steps Towards a Responsible Tomorrow).
- Depends on local public health orders
- Some now when given the ok
- Undecided

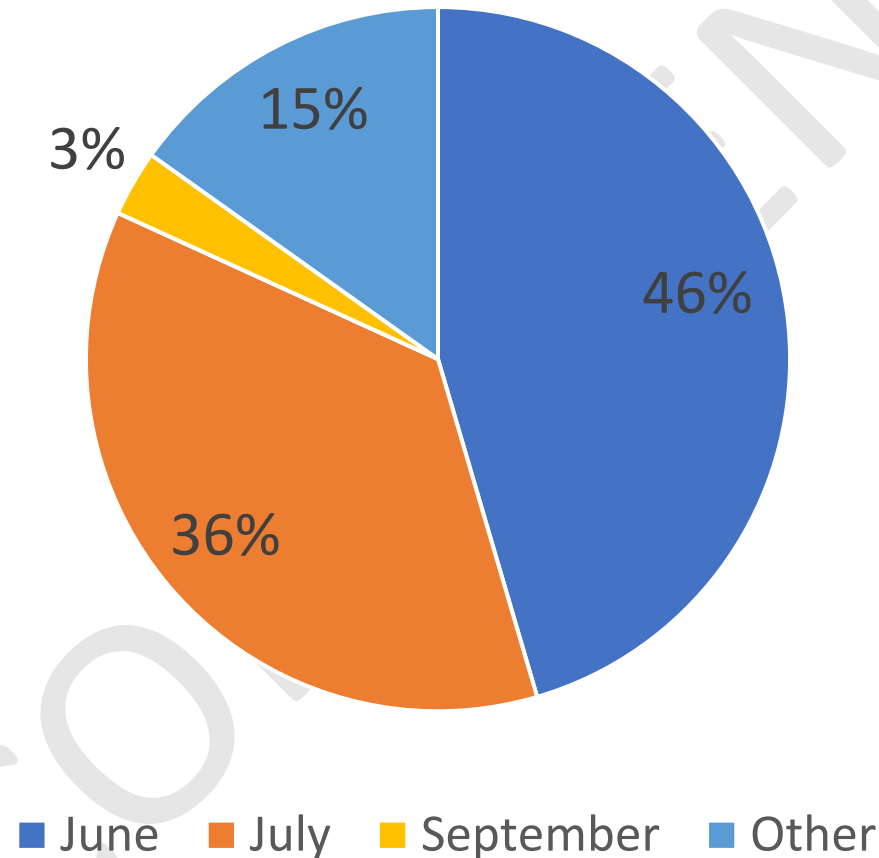


# When you reopen dining rooms do you plan on requiring all residents to wear facemasks?



■ Yes ■ No ■ Unsure

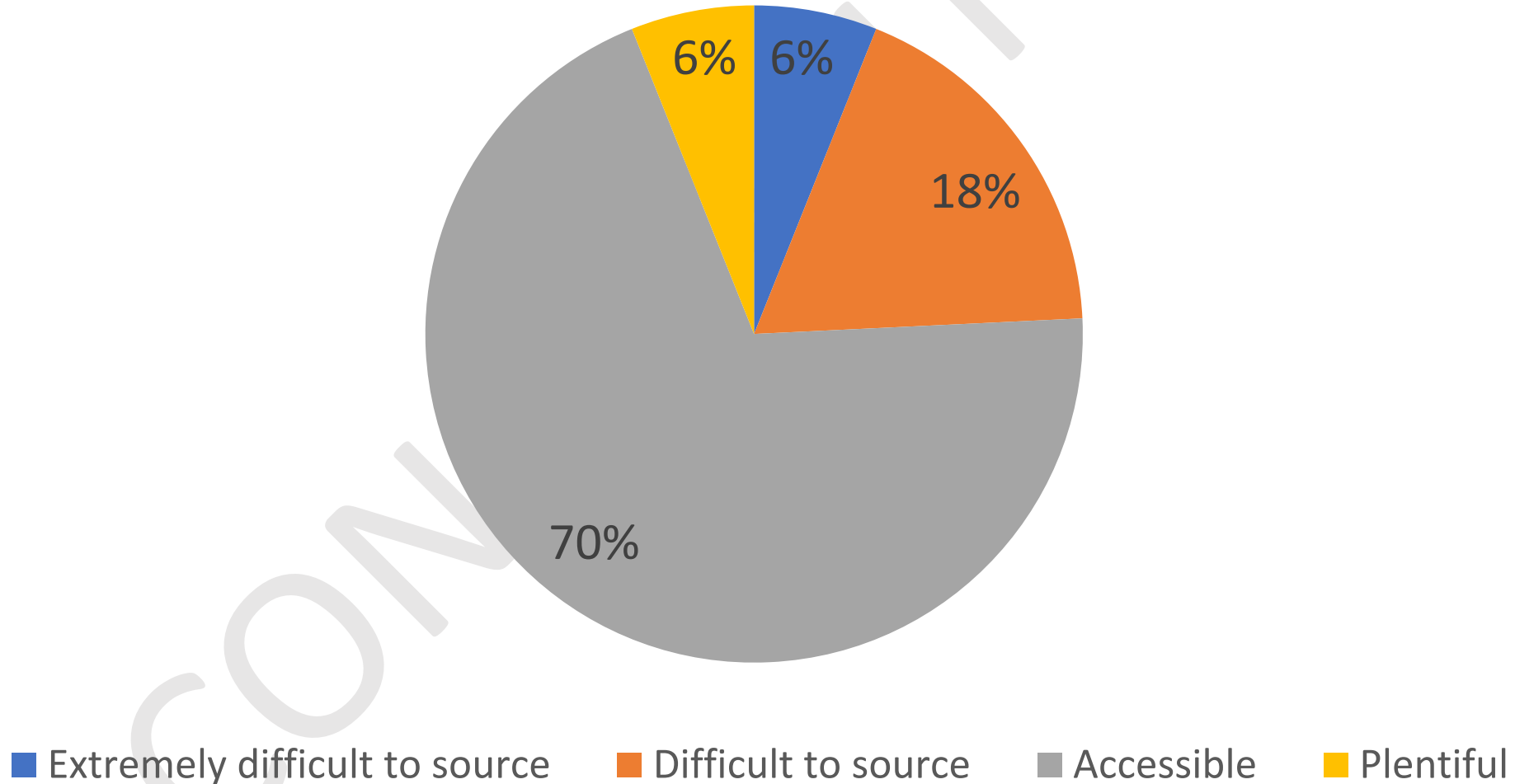
# When do you plan to reinstitute group activities within the community:



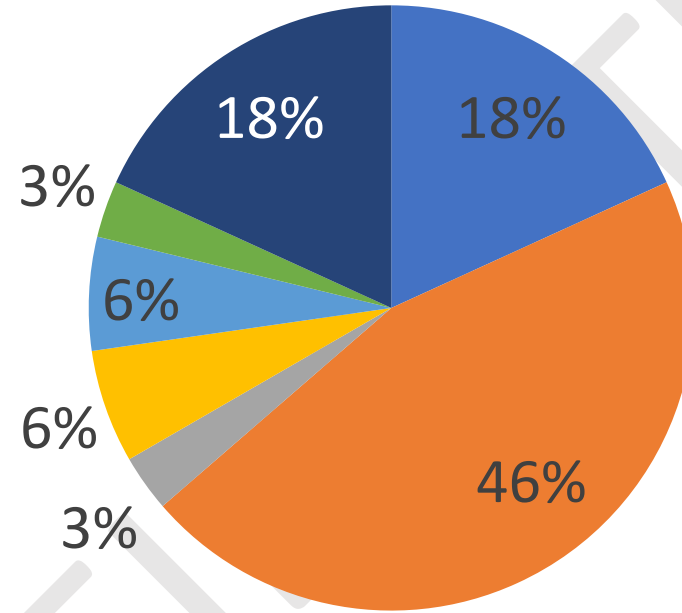
## Other:

- Have begun outside activities with groups of less than 10, all social distancing
- Under 10, now
- As communities are ready using our START program (Steps Towards a Responsible Tomorrow)
- Depends on local county public health order
- Not sure at this time

Please describe your ability to access testing kits in the markets in which you operate:



## Please describe how you are using testing:



- Testing all residents and staff on regular basis
- Testing all residents and staff only if someone in the building is symptomatic or has tested positive for COVID-19
- Testing staff as a result of government requirement
- Testing residents as a result of government requirement
- Not testing because we have not had the need to test
- Not testing because we cannot access testing kits
- Other

# Please describe how you are using testing:

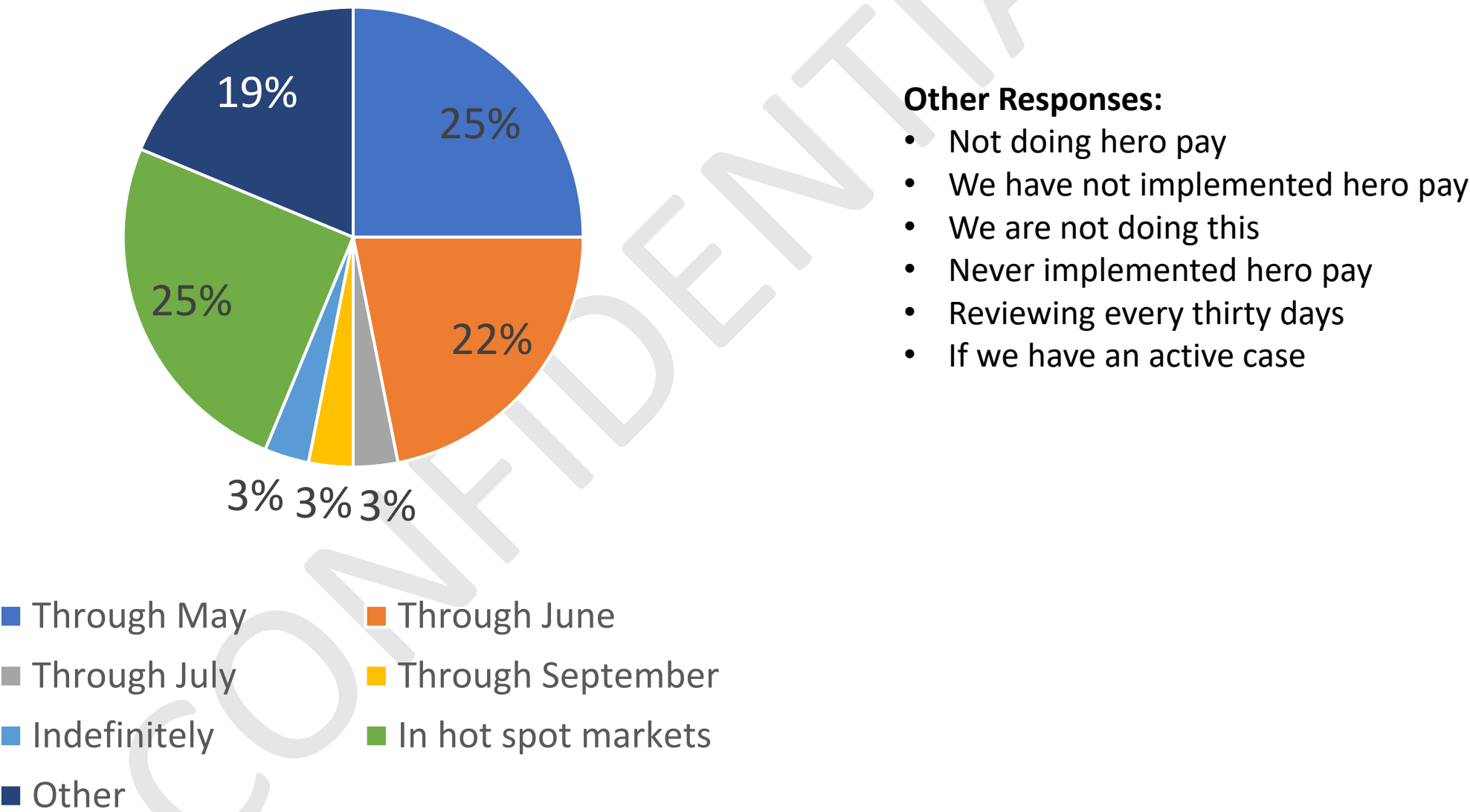
## Other Responses:

- We are following state government, Public Health and Local Public health directions. Would like to do more testing, but only if it is readily available, and "rapid read" on the results
- Testing those with symptoms or been exposed
- Testing new employees and new residents
- Testing all new residents and residents returning from hospital and rehab
- Limited testing because we cannot access testing kits. Access to testing kits anticipated in June, at which time we will make testing of care center residents and staff a priority
- Testing symptomatic residents and associates, testing those with contact to positive resident/associate, testing as directed by DoH

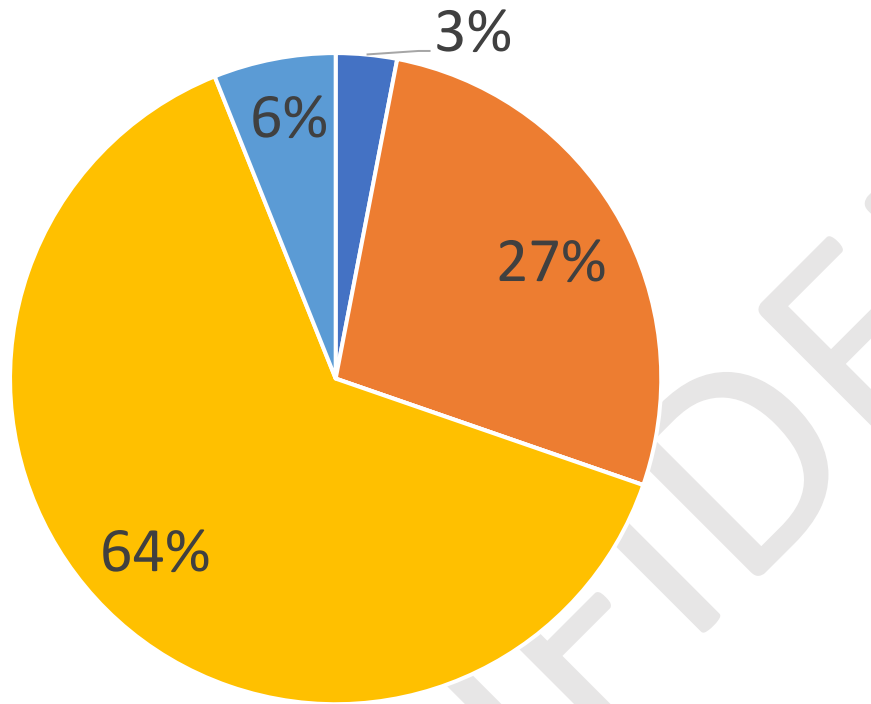
## Please add any additional comments about your experience with testing:

- Testing still has high degree of variability from state to state. Supply, state requirements and test results are very inconsistent to date
- This past week had a need for immediate testing of 50 residents and staff. It took 2 days to secure the kits and then 3 days to receive results. Much longer than our local health authorities have advised. Our lab said given the huge effort to test, they are behind.
- We are 100% IL
- If the local health department advises us to do so
- We are testing prior to resident move in & prior to new employees starting to move in
- We will be having all residents wear masks when out of their apartments, but not while dining as it is hard to eat/drink with mask on

# Do you intend to continue hero pay:



# Has your company applied and/or received PPP money?



- Applied, but did not receive
- Applied and received
- Did not apply
- Other

## If yes, please indicate approximate amount received from PPP:

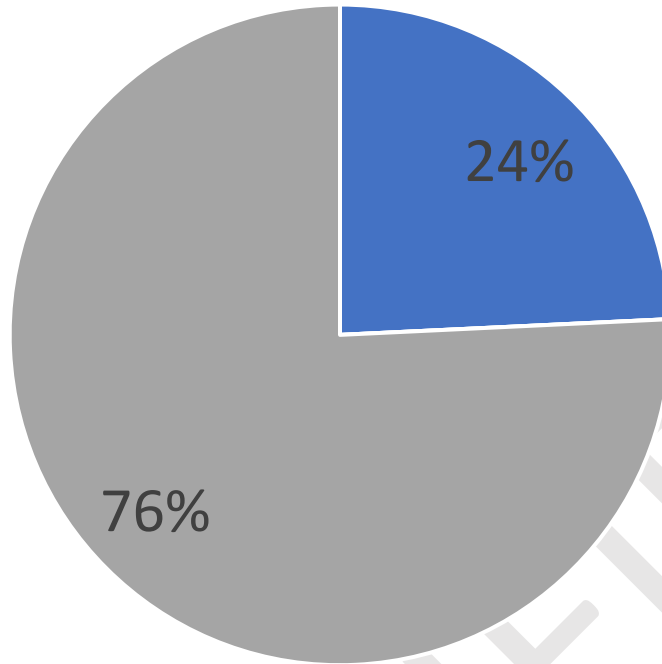
- \$3.5M from 13 separate applications
- \$10 million
- \$1.5 million
- Average of \$1M

## Other responses:

- Some has been returned and some has been received
- We were advised that we did not qualify due to size



# Has your company received any funding from HHS?

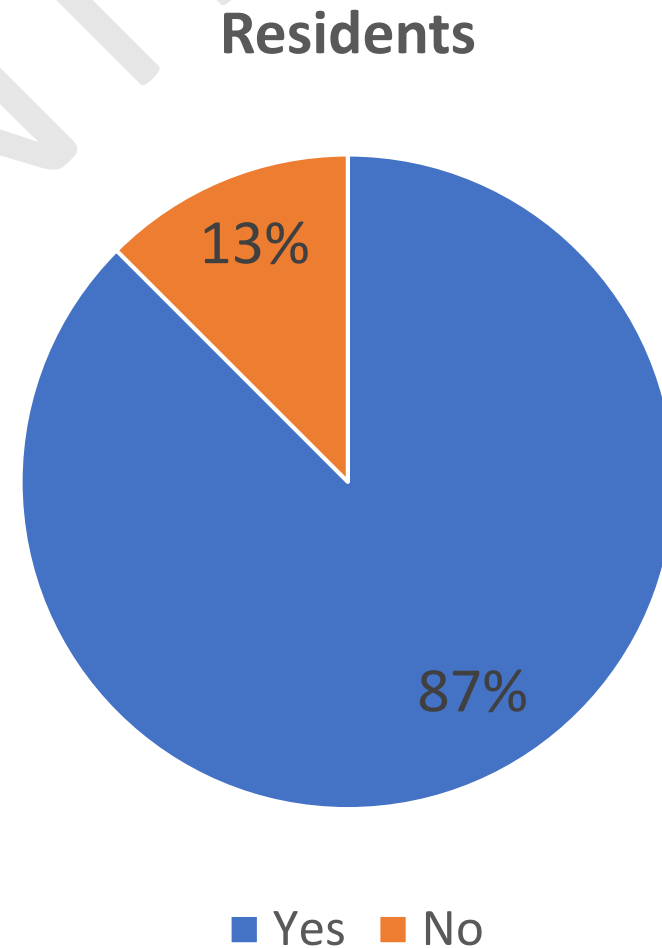
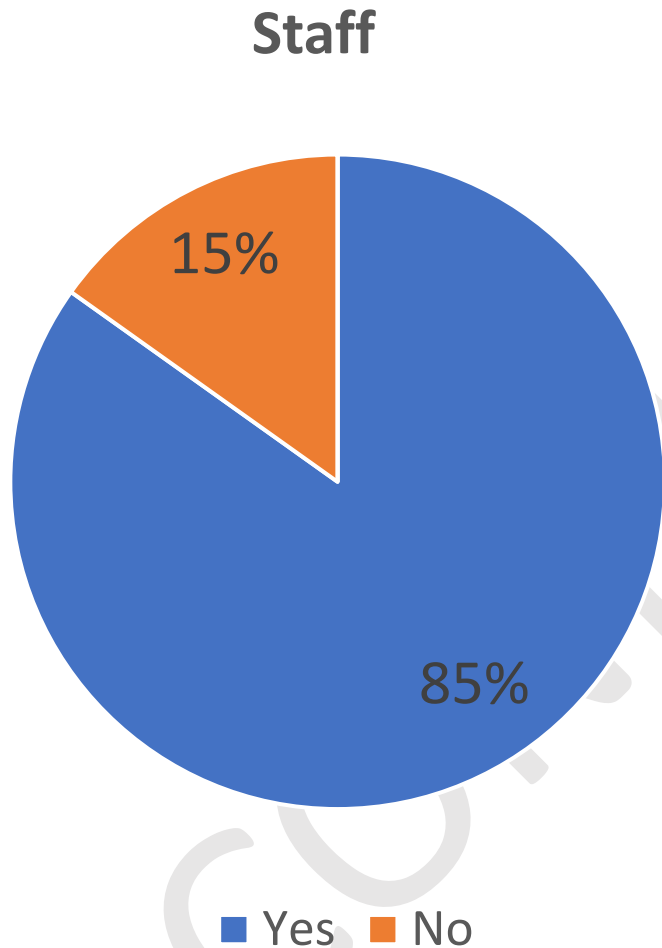


■ Yes, through Medicare service lines    ■ No

**If yes, please indicate approximate amount received from HHS:**

- Approx. \$9M across all communities with SNF's
- Nominal
- \$600,000
- \$3.4 million

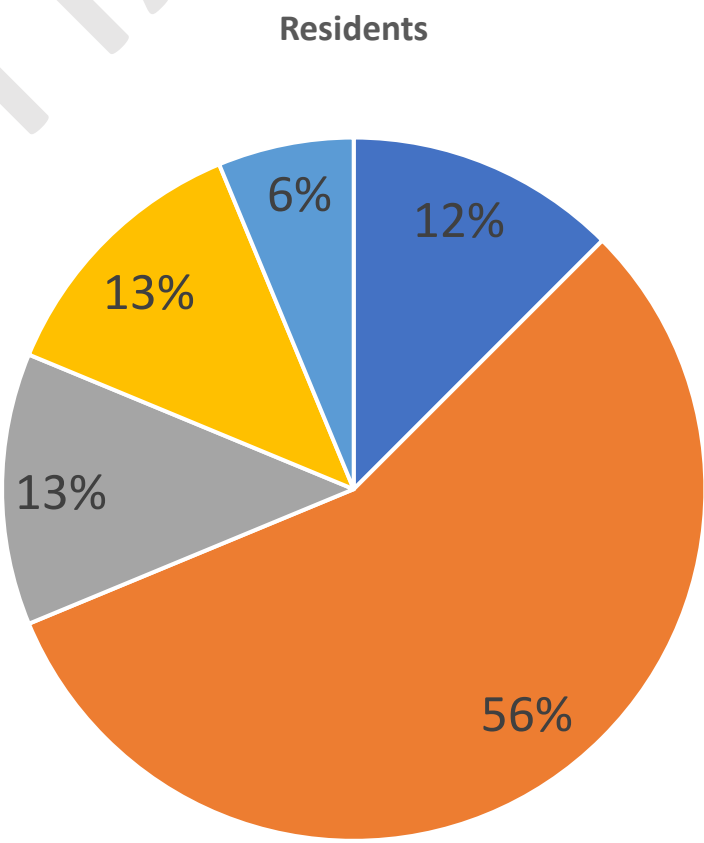
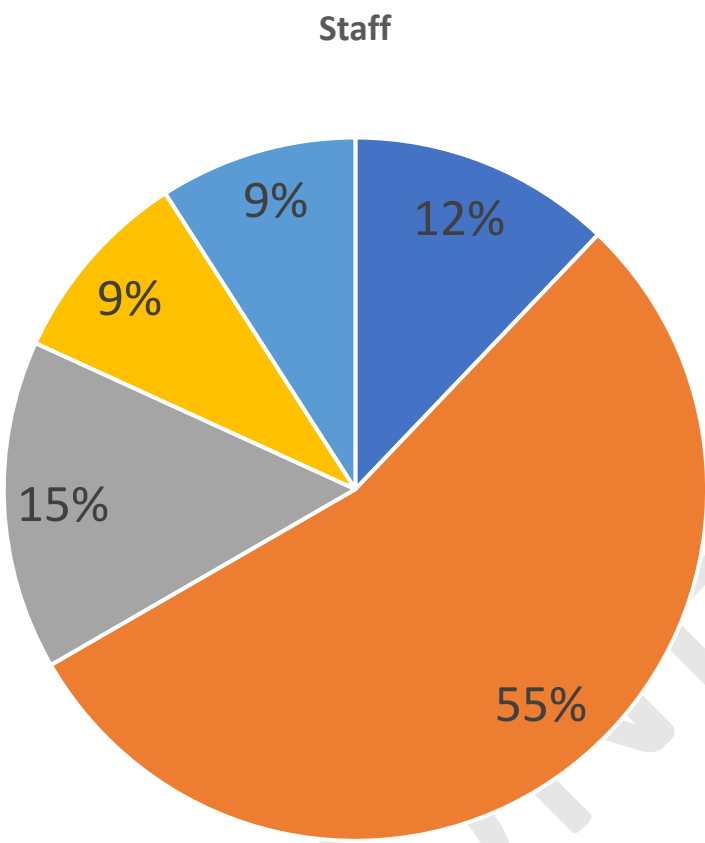
# Do you have any seniors housing communities with staff or residents who have been diagnosed with COVID-19 virus?



Staff: n = 33

Residents: n = 32

# How many of your communities have staff or residents who have been diagnosed with COVID-19 virus?



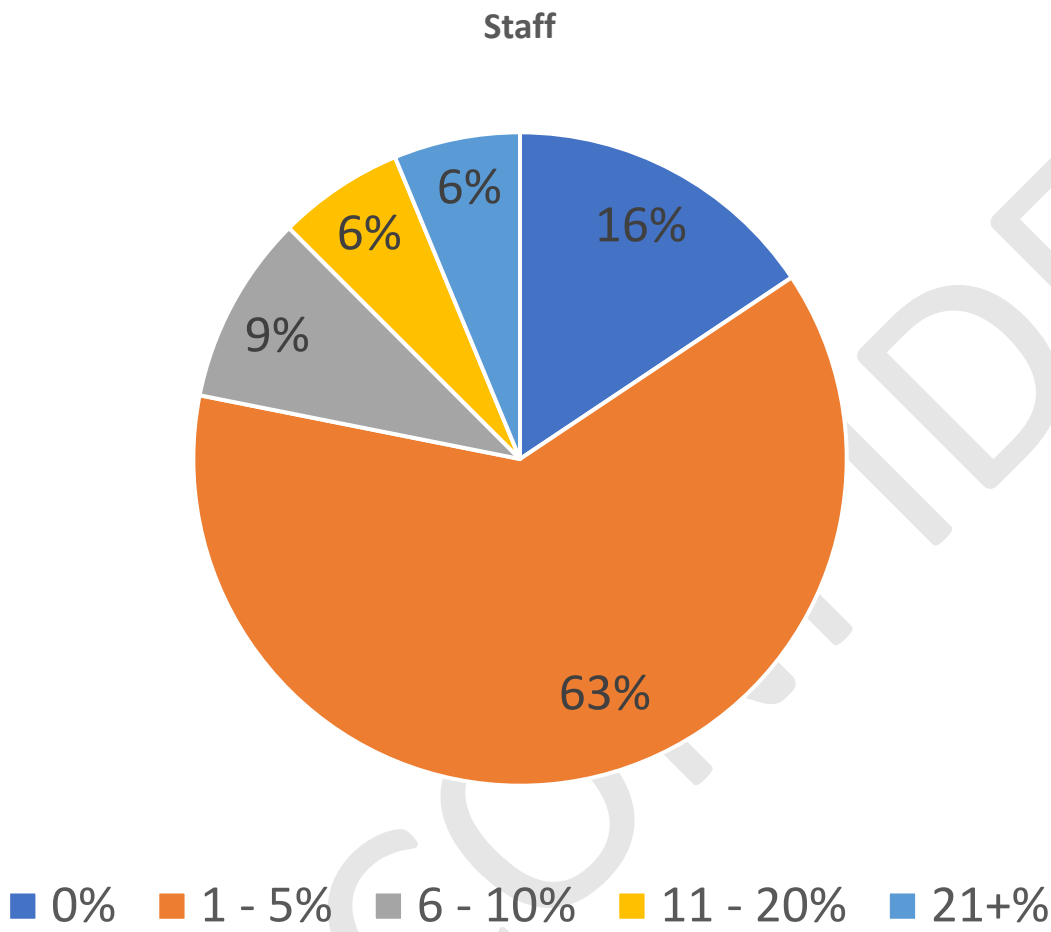
■ 0 ■ 1 to 5 ■ 6 to 10 ■ 11 to 20 ■ 21+

■ 0 ■ 1 to 5 ■ 6 to 10 ■ 11 to 20 ■ 21+

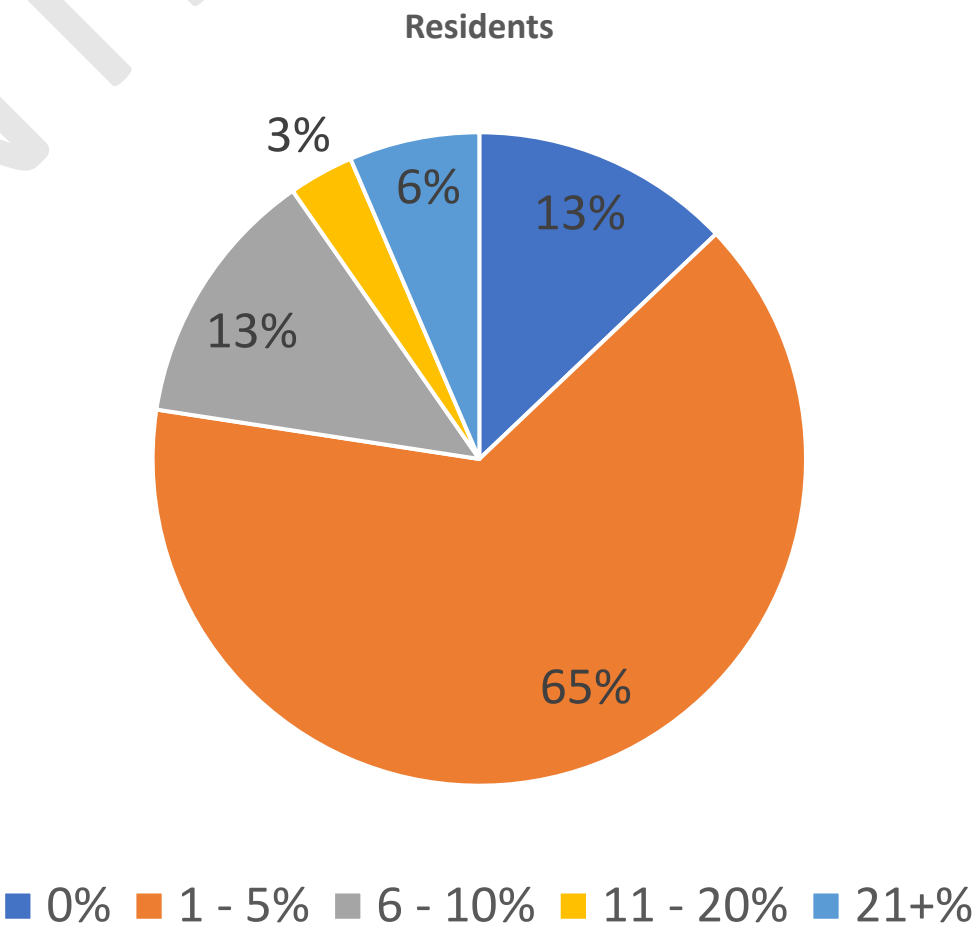
Staff n = 33

Residents n = 32

# What percentage of your communities' staff or residents have been diagnosed with COVID-19 virus?

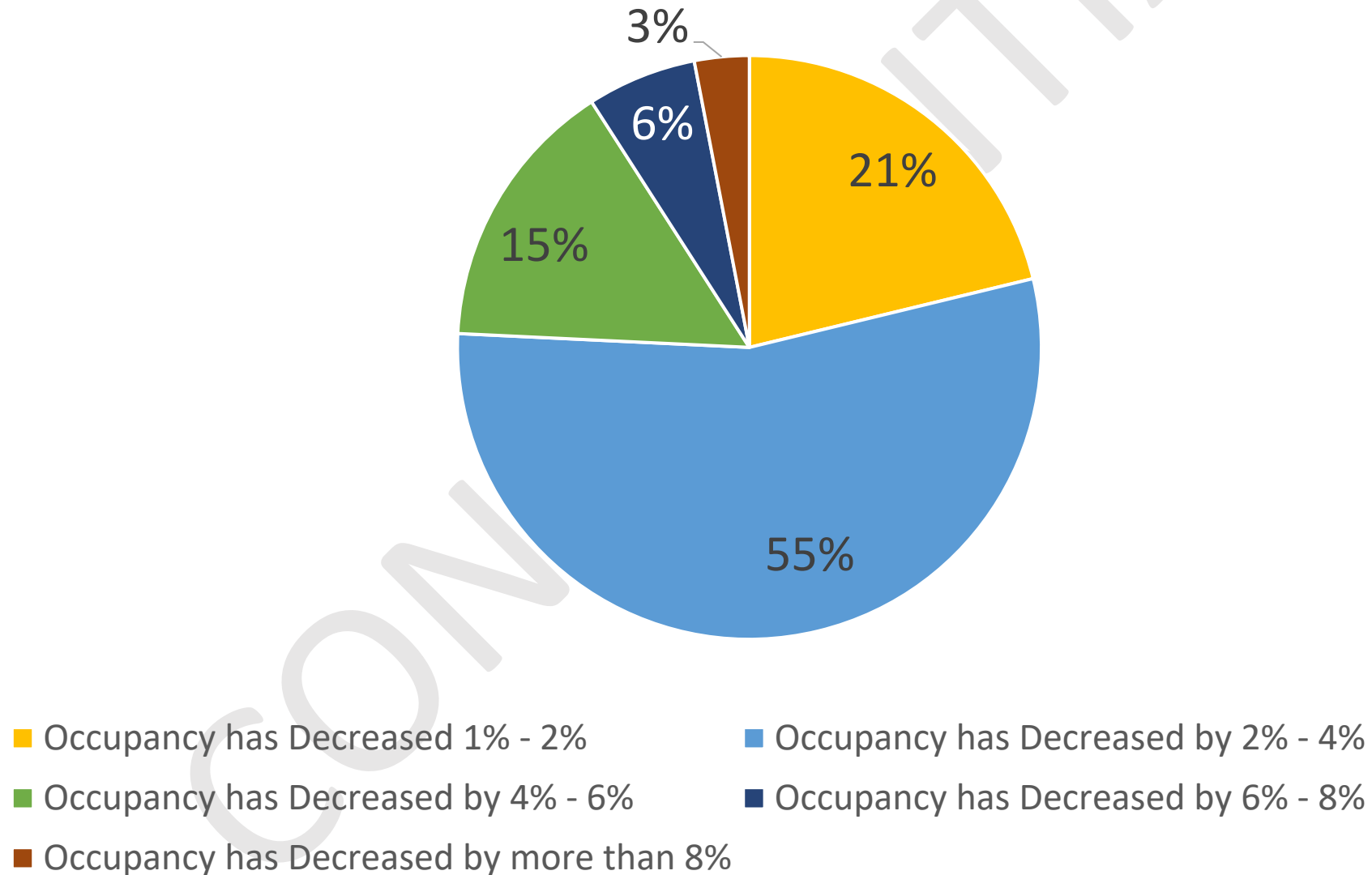


Staff n = 32

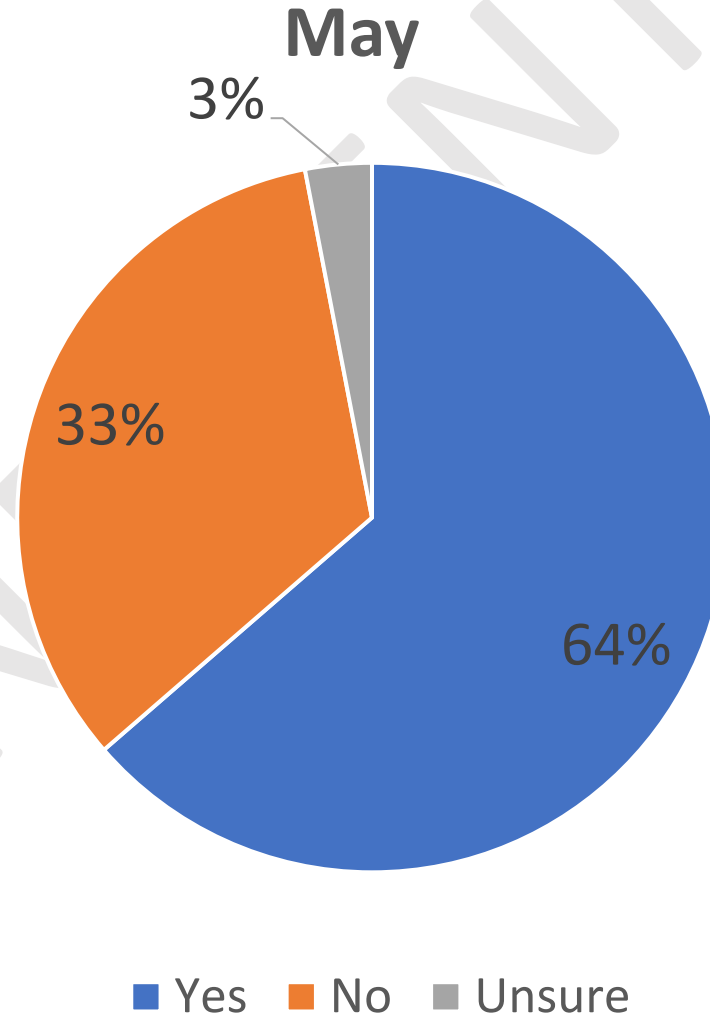


Residents n = 31

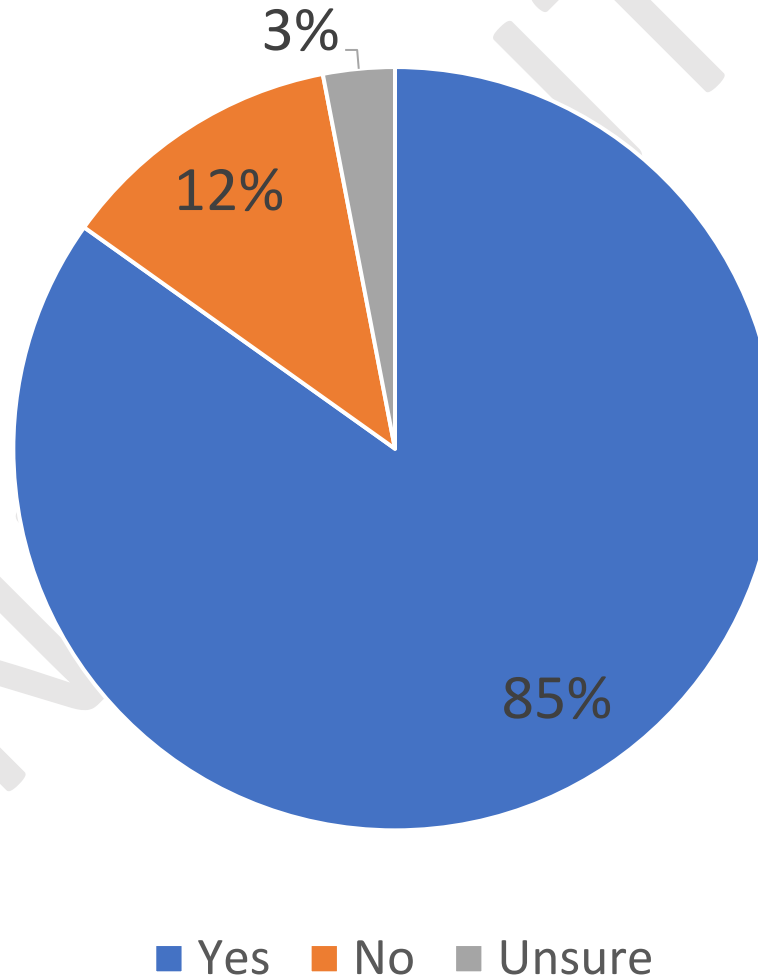
Since the emergence of COVID-19 in the U.S., please note the impact to your community's occupancy rates:



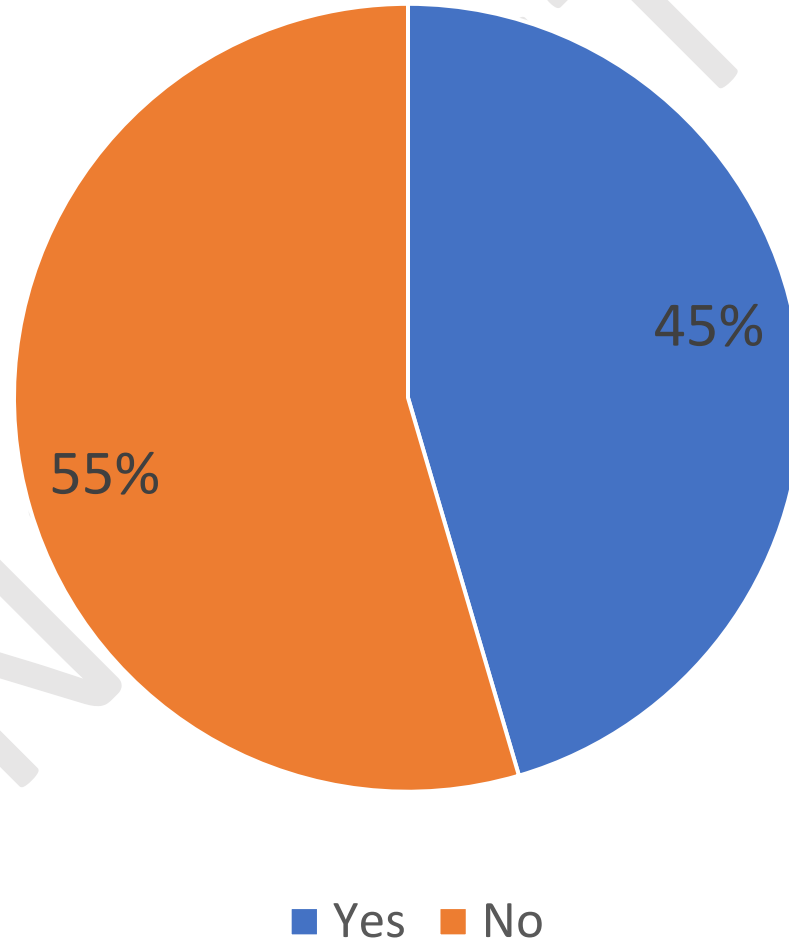
# Have you had any residents move out due to concerns related to COVID-19?



# Have you had any prospects cancel plans to move-in due to COVID-19 fears?

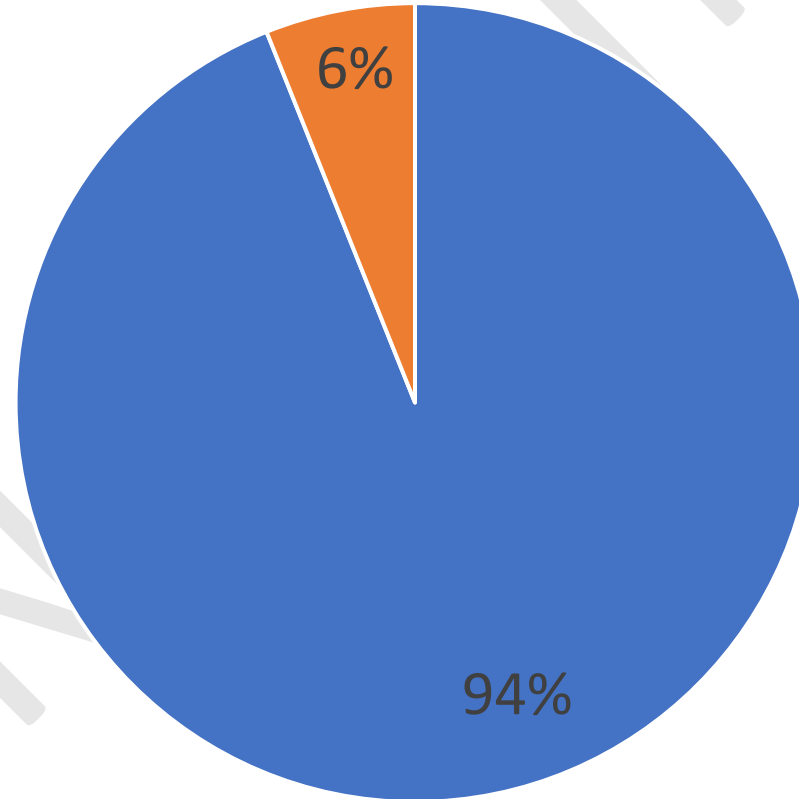


# Do you operate communities in areas that currently restrict new admissions?





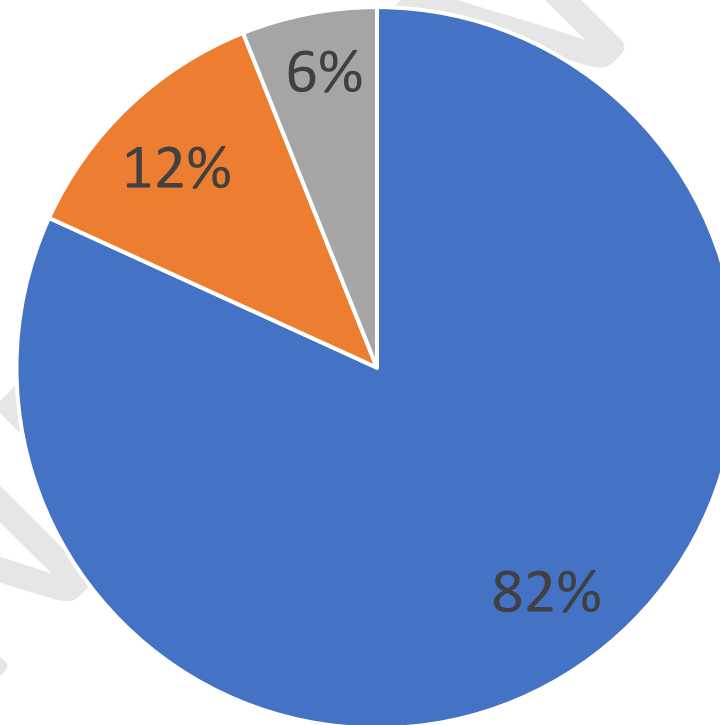
# Do you expect to move-in new residents before the end of this month?



■ Yes ■ No

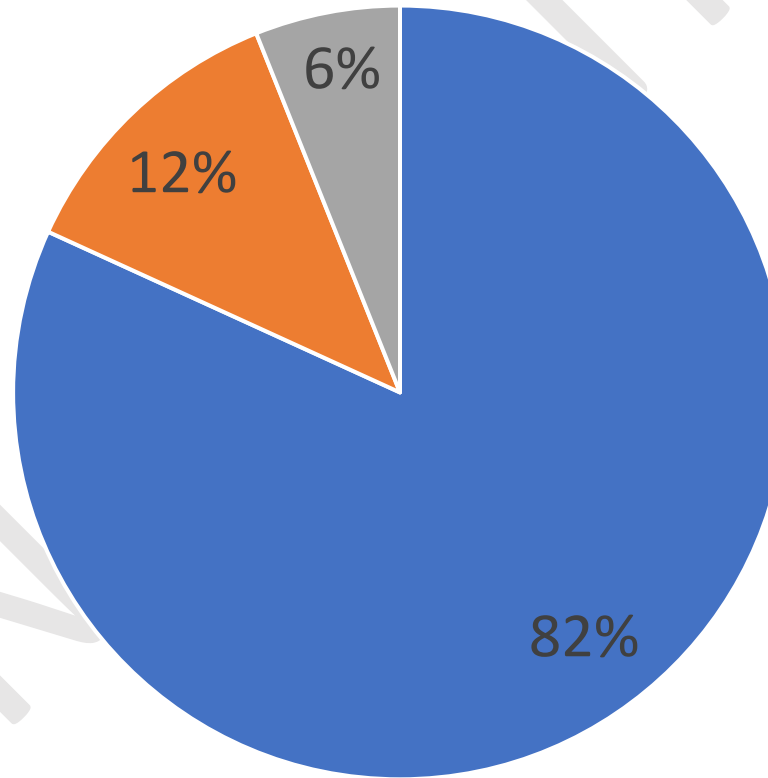
n = 33

If you are going to move in a new resident, are you planning to have them take a COVID test before they move in?



■ Yes ■ No ■ Unsure

Will you require new residents to self-quarantine for 10-14 days upon move-in (whether or not they take a COVID test before move-in)?

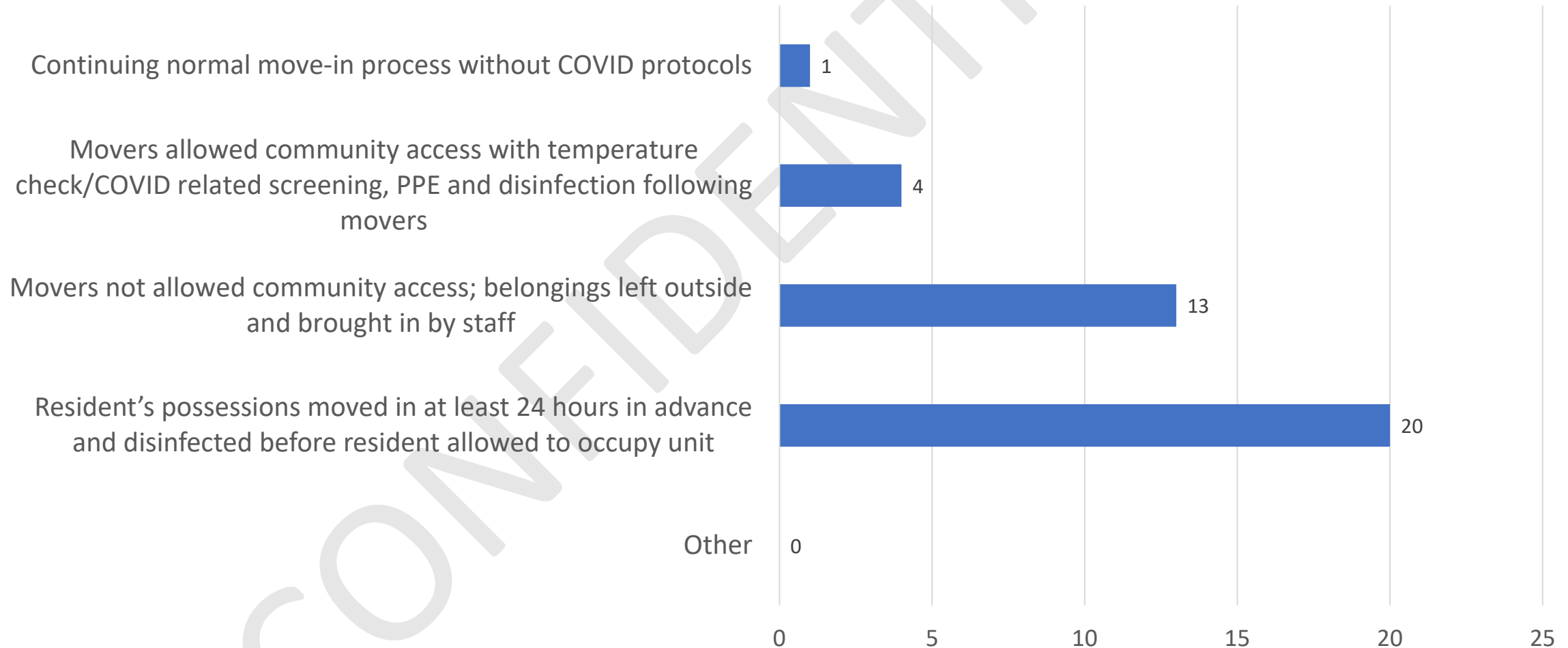


■ Yes ■ No ■ Unsure

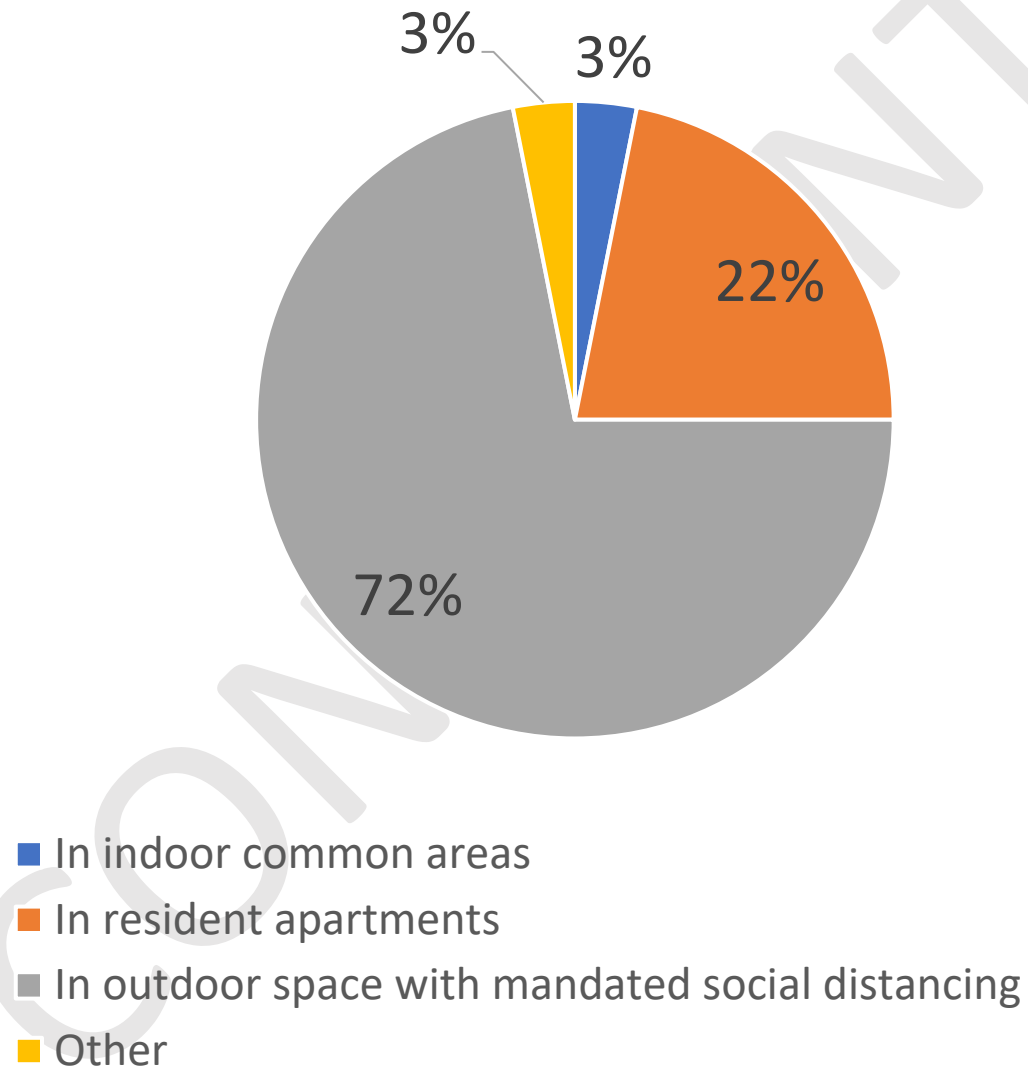
## If your community cares for memory care residents, please describe how you plan to move-in new MC residents:

- Negative COVID-19 test or primary care physician attestation of being asymptomatic; 14 day quarantine with 1 on 1 caregivers
- Test but can't quarantine
- Asymptomatic will be admitted or negative results
- Require 1 on 1 care and quarantine
- One on one quarantined care for 7-14 days
- With private duty sitters or dedicated one-on-one community staff for the 10-day quarantine period
- Not moving in MC residents at this time
- Same as assisted living and try to manage quarantine
- We test and try to quarantine as best as possible while waiting for results
- Tested pre-admission and then will attempt to quarantine to the best of our ability

# How are you mitigating risks with regards to the move-in process?



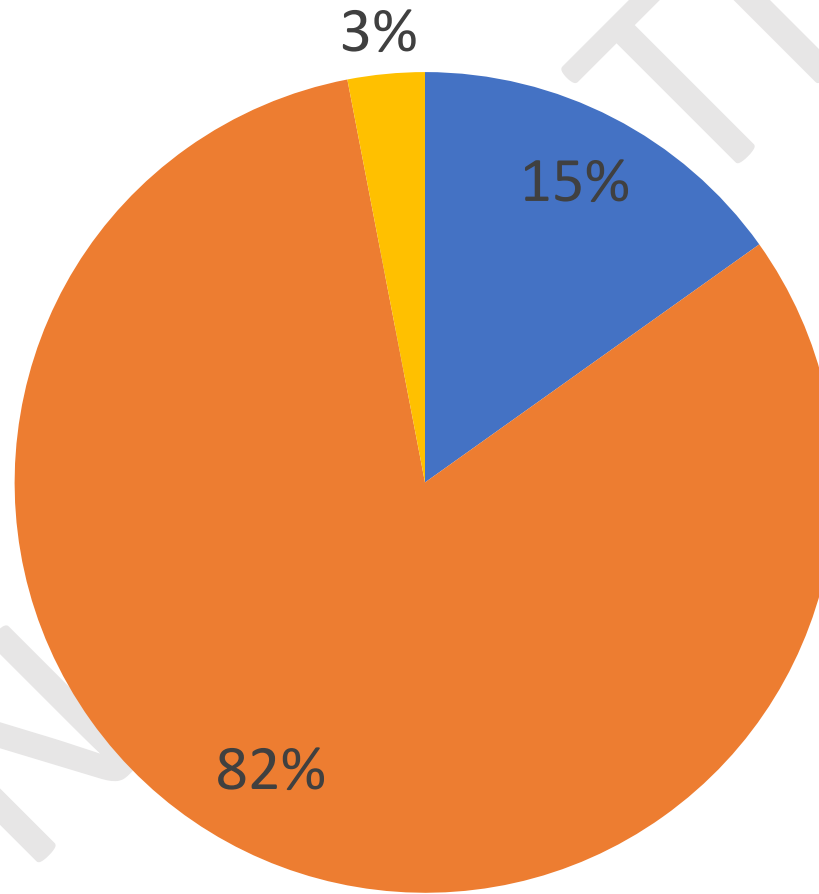
As you consider opening up your communities, as it relates to visitors, do you envision physical visits taking place:



**Other:**

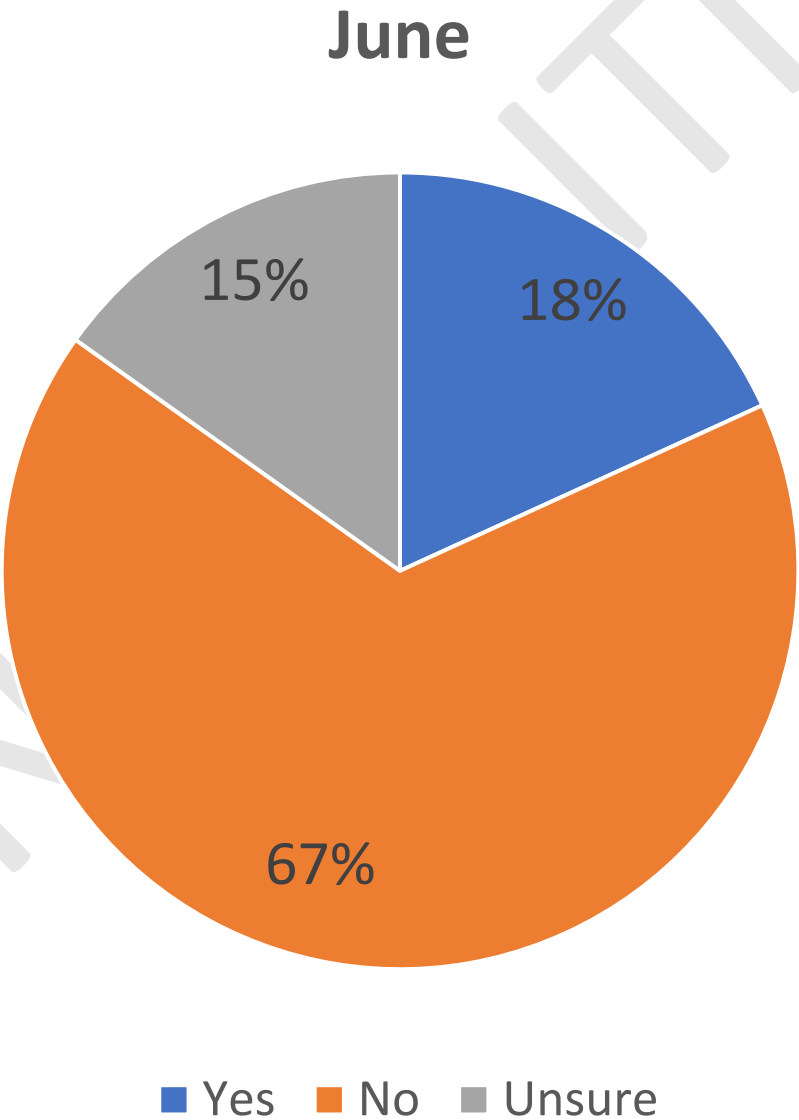
- Per county public health orders

# What was your percentage of rent collected in May?



■ 100% ■ 90 – 99% ■ 70 – 79 %

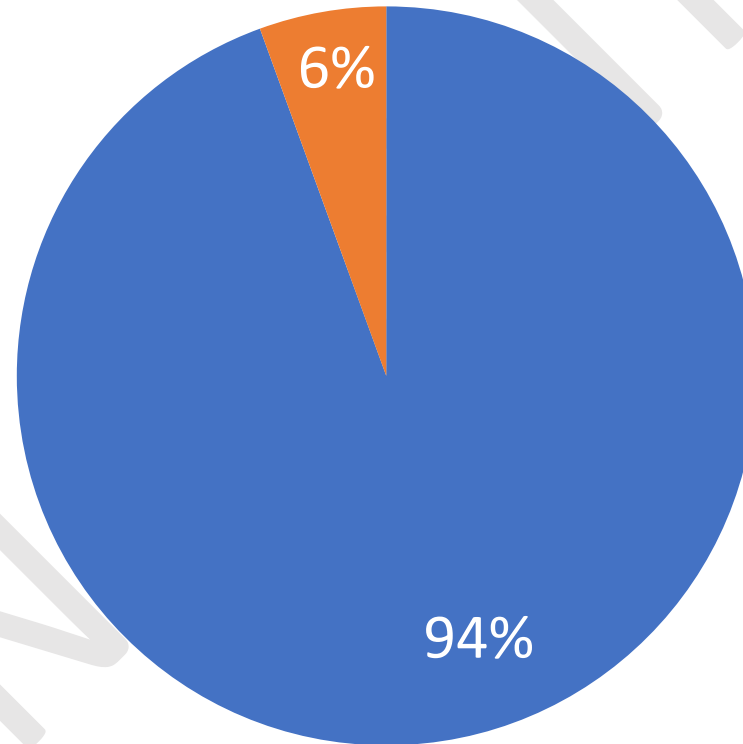
# Do you anticipate rent delinquency in June?



June n = 33



# If you anticipate rent delinquency in June, what percentage?

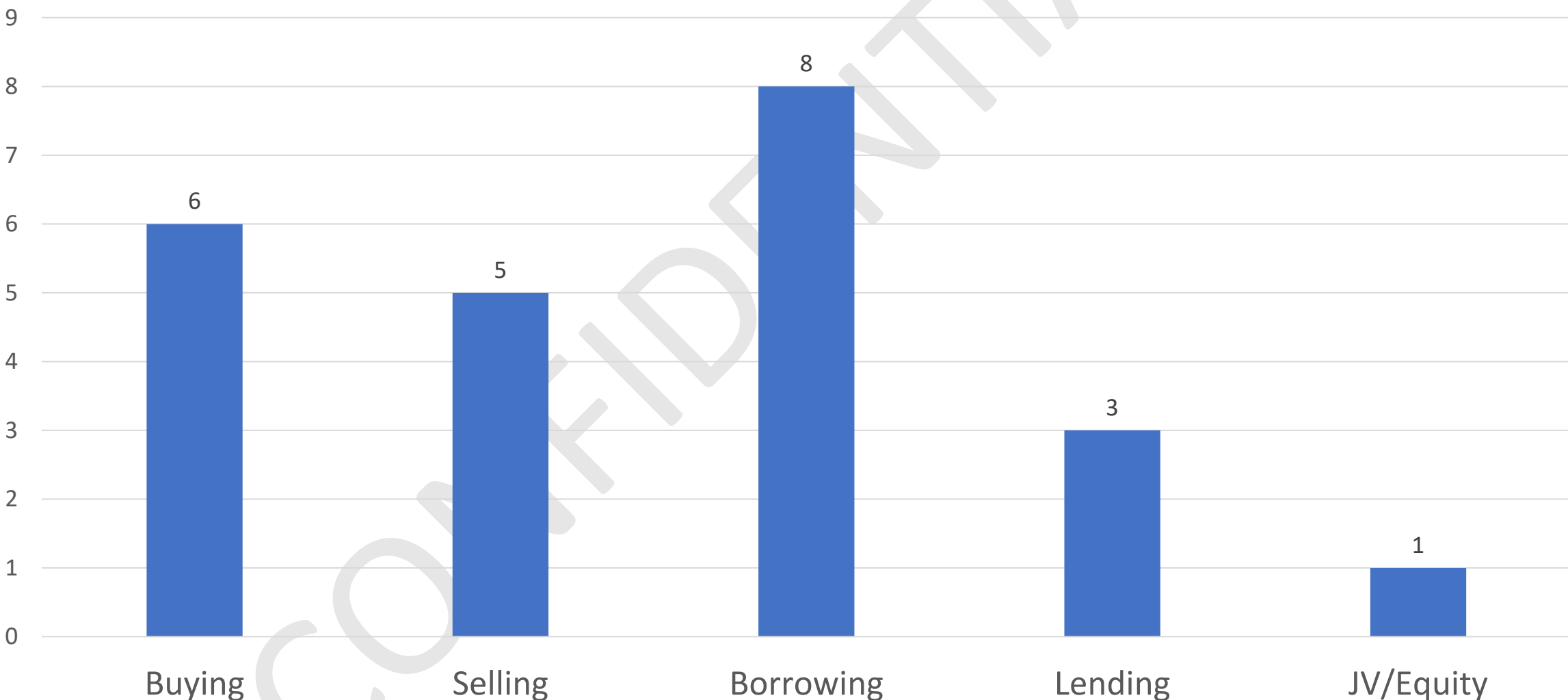


■ 0 – 5% ■ 6 – 10%

# What is your greatest concern at this time?

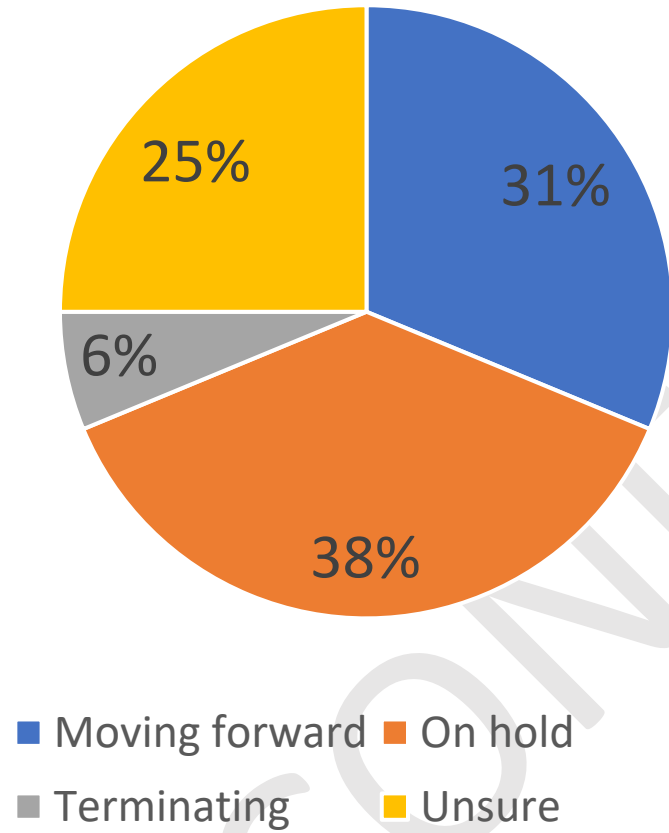
- Inability to re-start marketing process and the likelihood of "stops and starts" during COVID over the next 18-24 months as we search for vaccines
- The unknown; duration of pandemic; second wave of pandemic; how long it will take to regain occupancy; having definitive information on PPP loan forgiveness
- Protecting our residents and associates as we transition to opening up to allow move-ins and visitors
- Having immediate access to testing and results when needed
- 1. Keeping our residents healthy and safe 2. Marketing and moving in new residents. 3. Isolation of residents
- We need to lift shelter in place and resume operations
- Industry reputation and second wave
- Increased cases post re-opening activities
- Over time with the possibility of adult children losing their jobs or savings, we might see move outs due to financial
- Impact of allowing visitors into the community
- Increased pressure from residents and families to "open" and concerns of spike in cases
- Access to testing kits and easy access to all necessary PPE. Also, worried about the impact on the perception of living in a senior living community by potential new residents
- Required mass testing finding high numbers of asymptomatic residents and staff, resulting in staffing shortages and even more negative media coverage. Mass testing is only good at the time it is done - it seems short sighted considering its time frame of effectiveness.

# Are you involved in a current capital transaction?

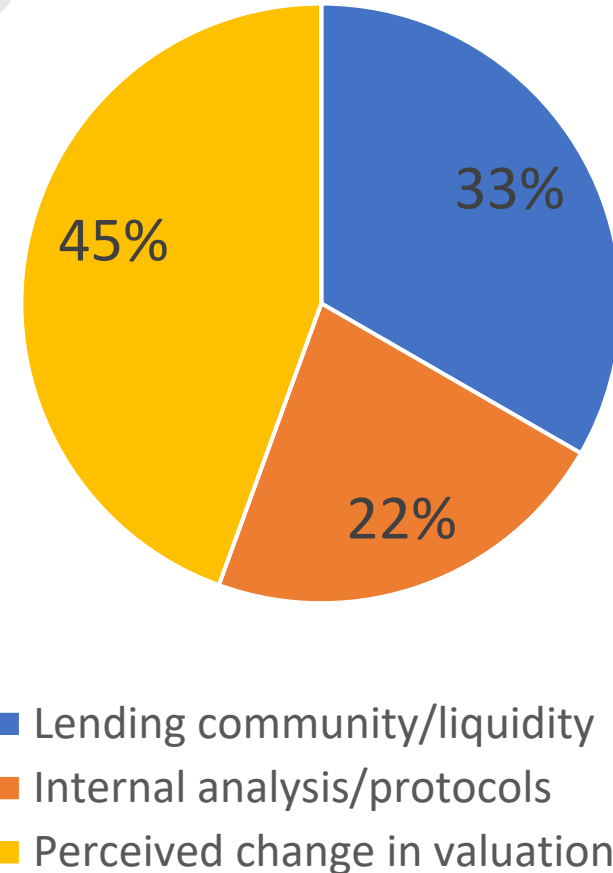


Is your capital transaction?

If you answered on hold or terminating,  
do you attribute this to:

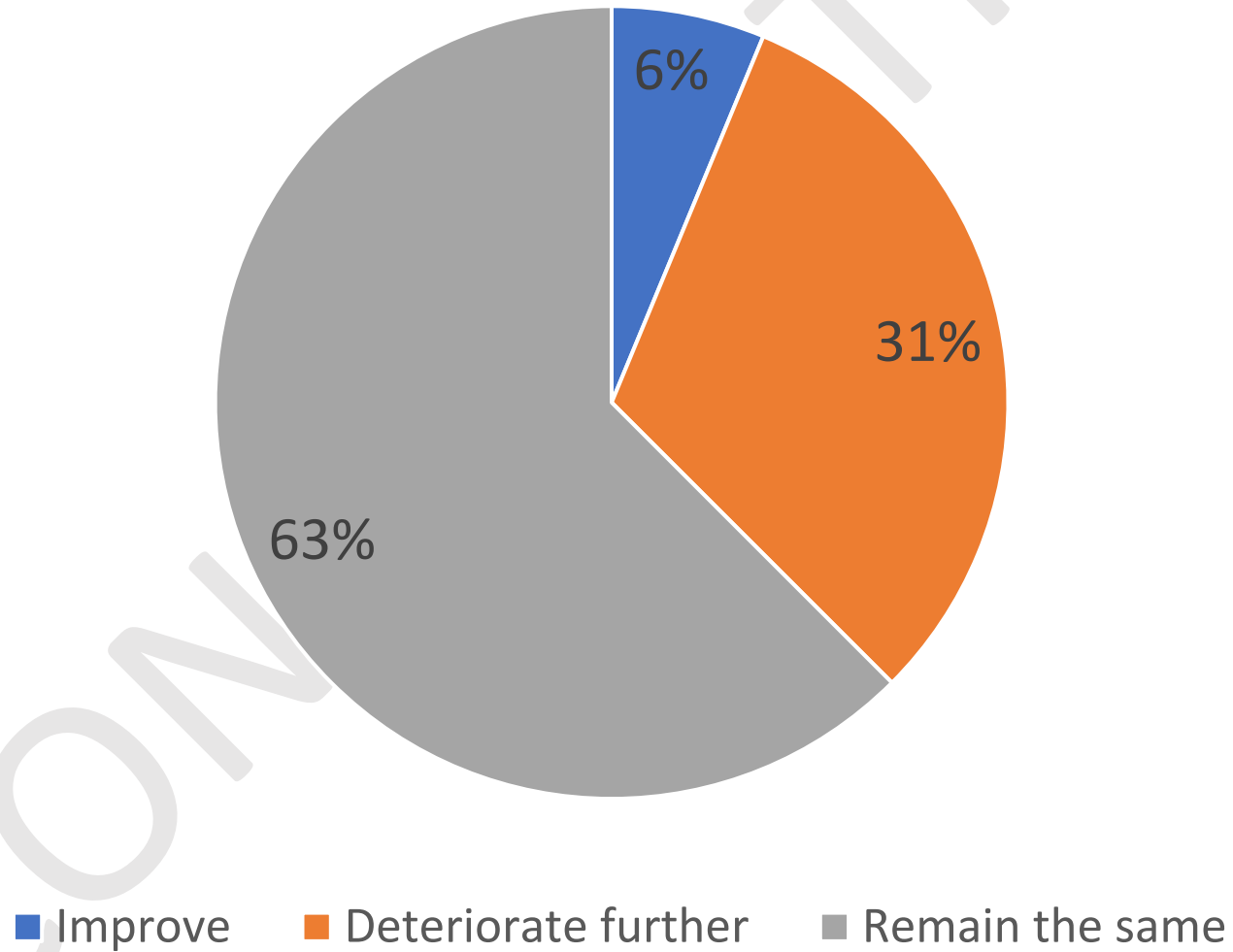


n = 16

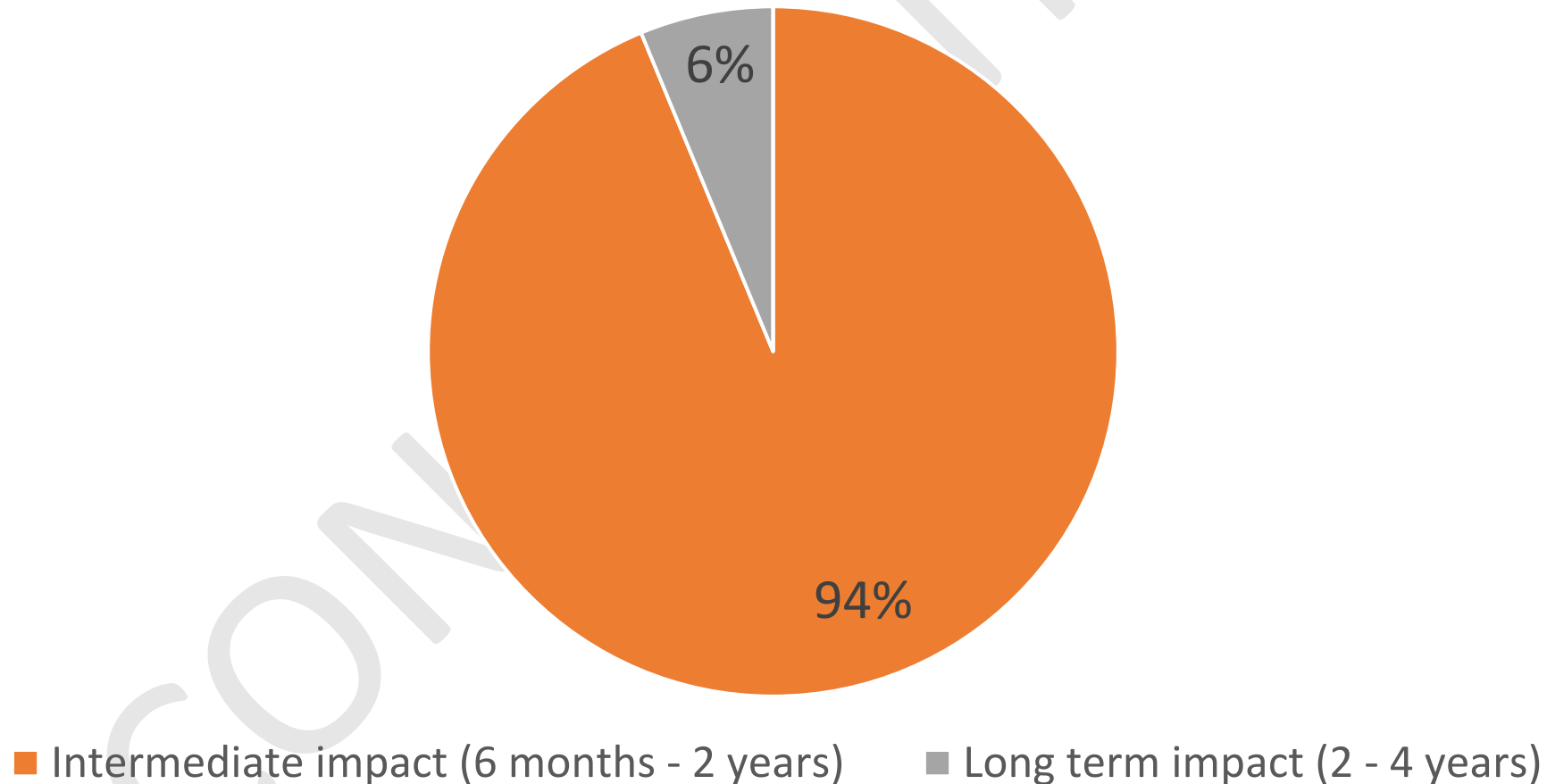


n = 7

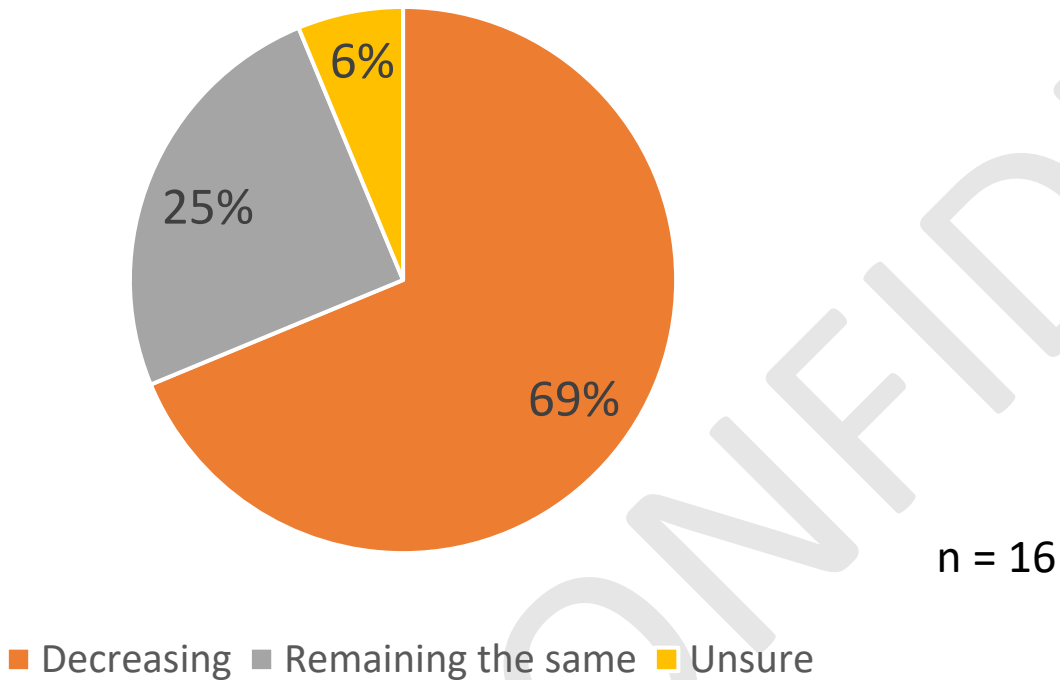
# Do you anticipate current capital markets will:



# Do you think that the COVID-19 pandemic will have an adverse impact on sector valuations that will last:



With regards to transaction marketplace, do you anticipate market values:



Based on your answer do you attribute this to:

