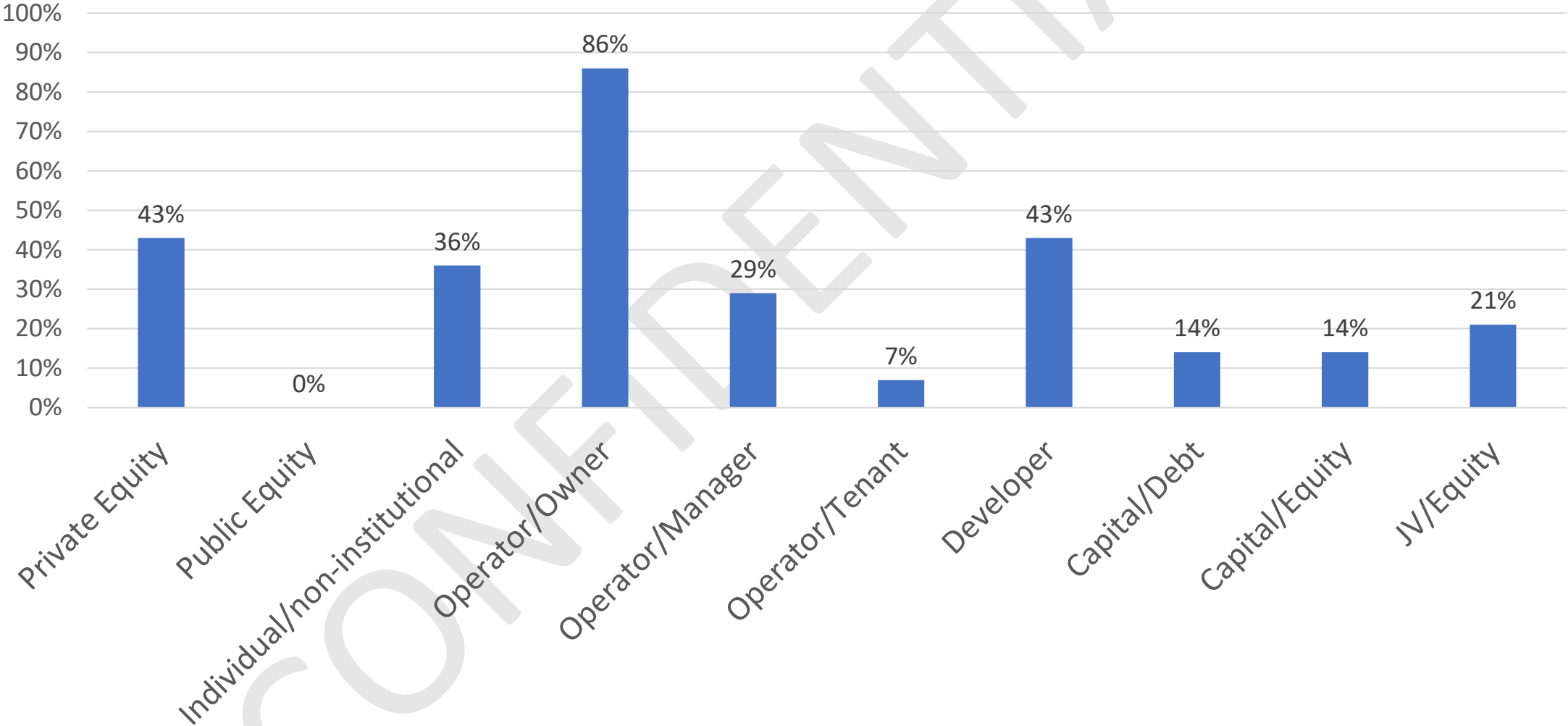
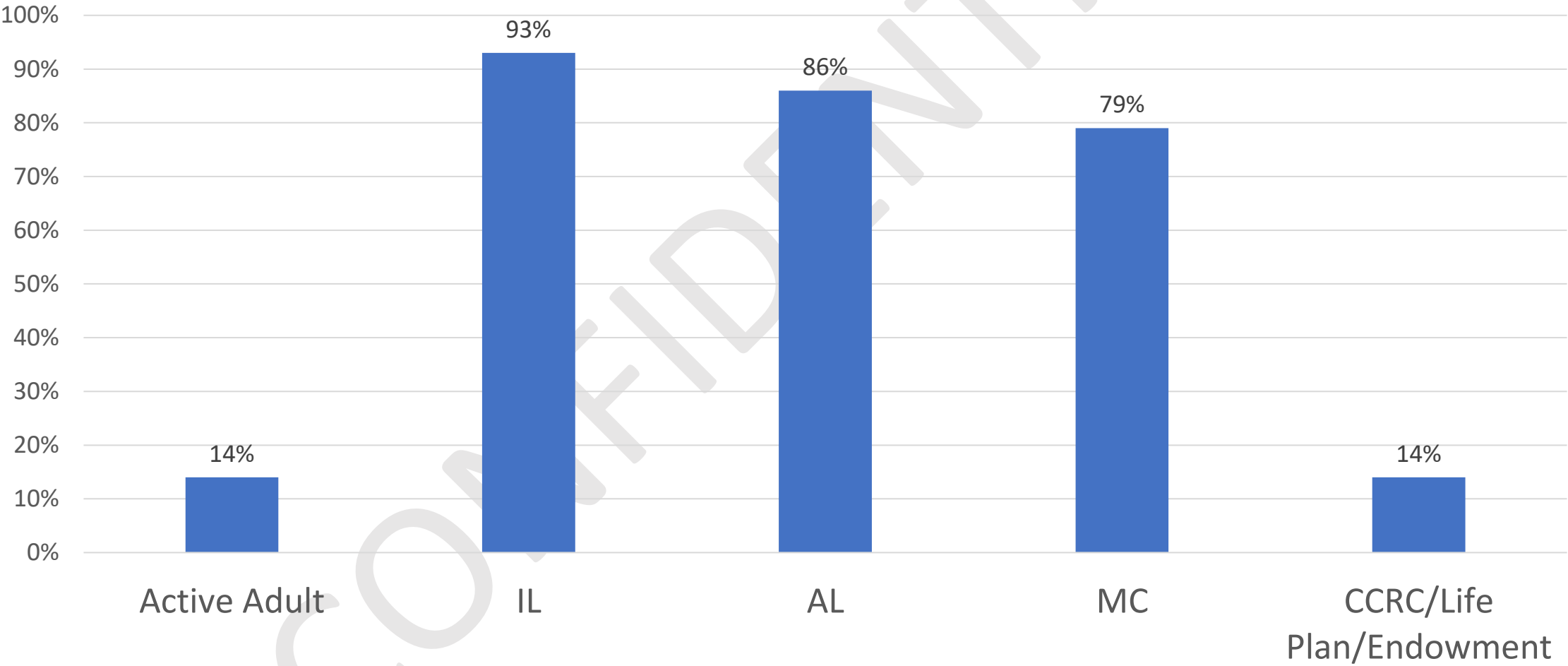


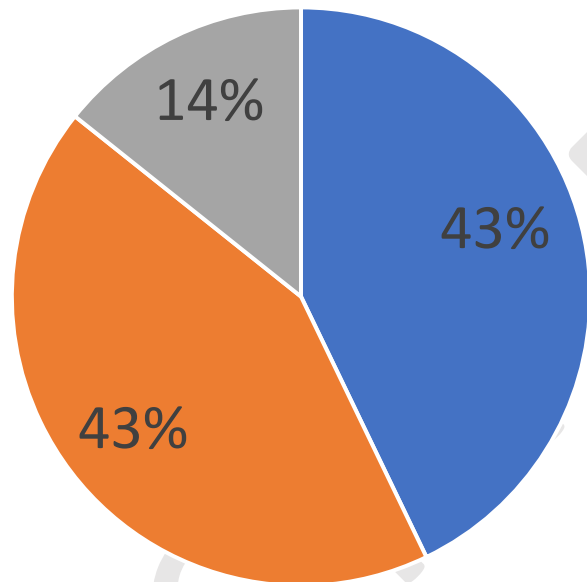
Are you an Owner, Operator, Developer, Financier?



Product Type



Have you switched from in room dining back to using dining rooms (with social distancing and staggered seating)?

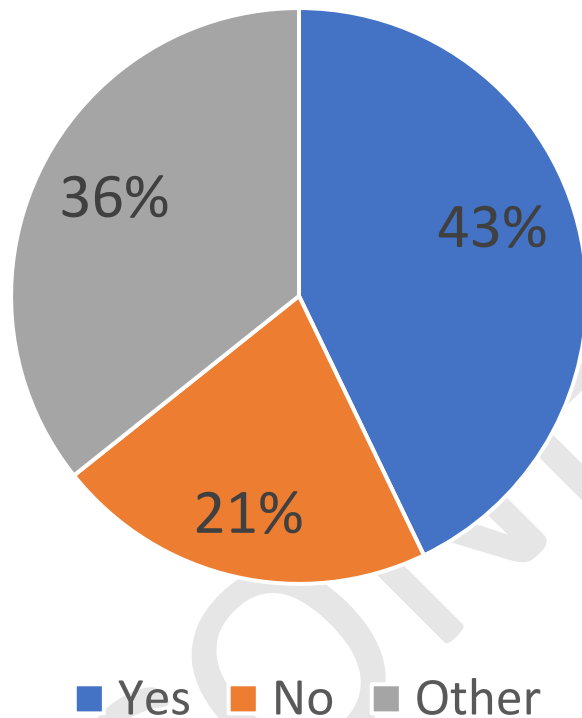


■ Yes ■ No ■ Other

Other:

- State based, in states allowed still very limited with social distancing
- Somewhat limited only

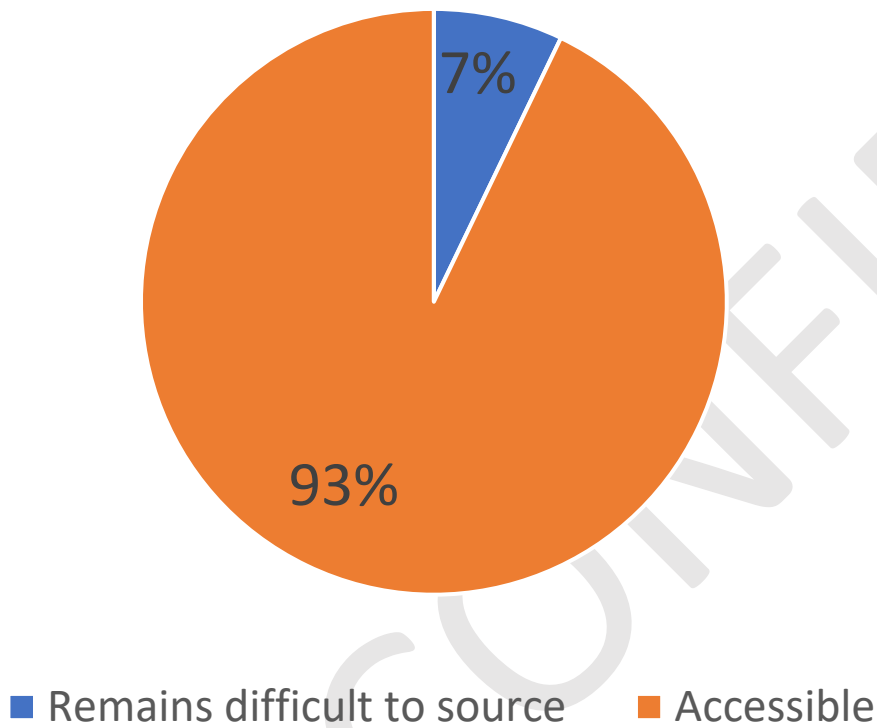
Have you reinitiated group activities within the community:



Other:

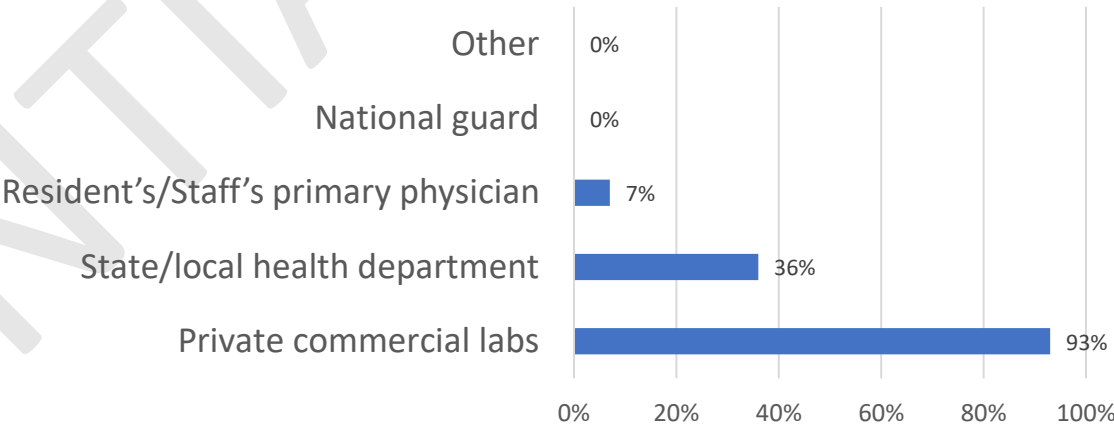
- For 14 days and health department permits
- Limited in memory care in groups less than 10 per CDC guidelines, also in some AL per re-opening guidelines, and IL per resident discretion
- Only for some communities
- Some but with social distancing
- Somewhat limited only

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

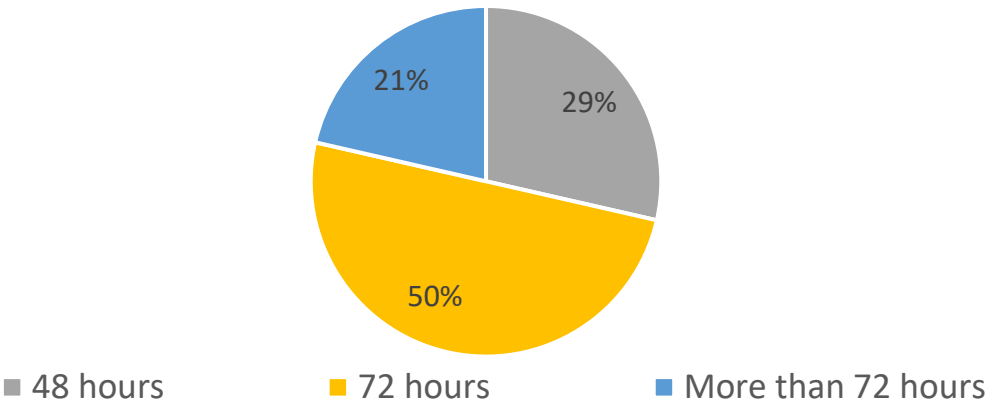


n = 14

Choose the option that best described how your company is accessing testing kits for resident and staff:

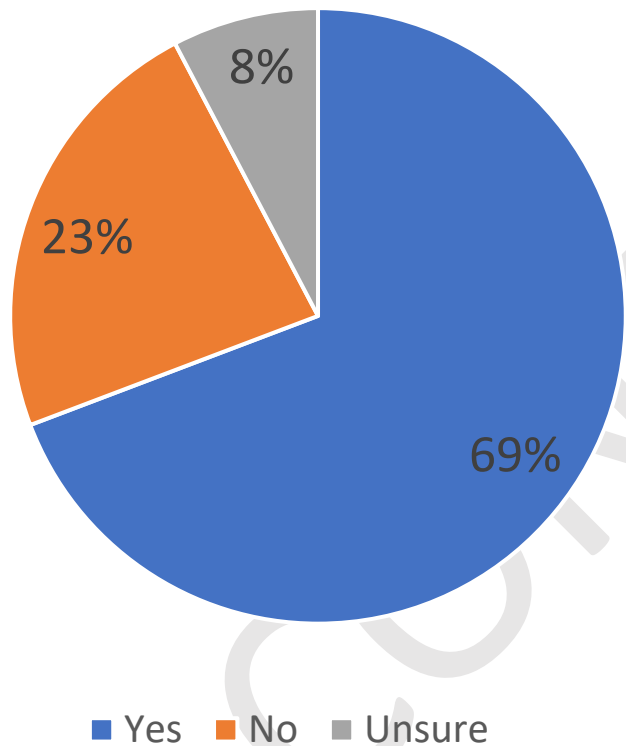


Please indicate the approximate turnaround time for your company to receive test results: n = 14



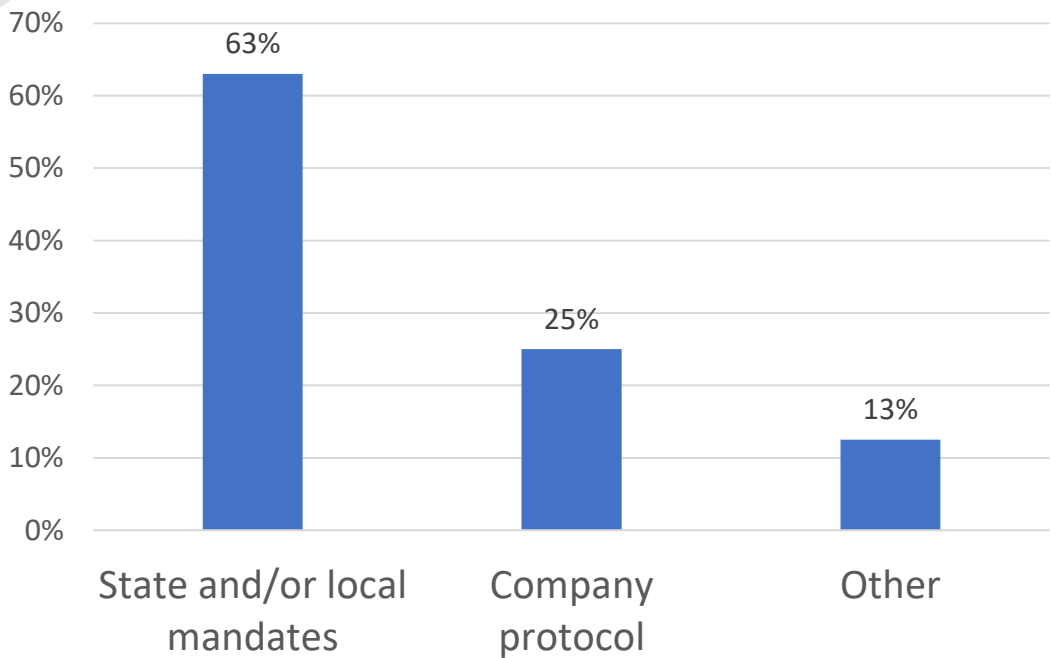
n = 14

CMS recommends conducting a baseline test for all residents and if a positive case in community, retest residents weekly until all negative tests. Are you following this guidance?



n = 13

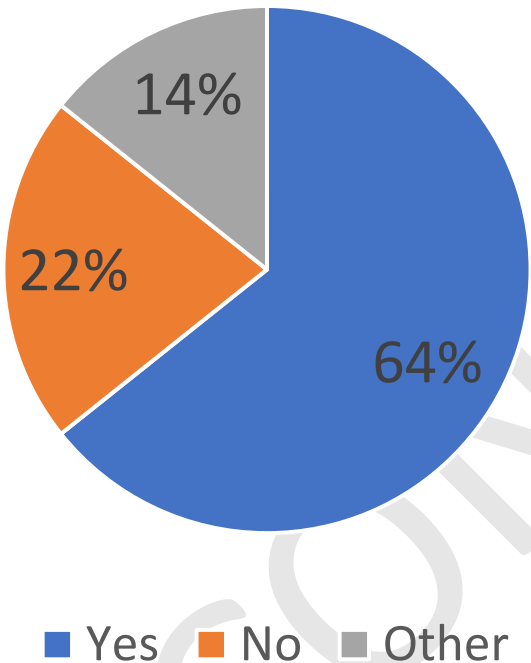
If not following CMS recommendation, what protocol are you following for residents?



Other: have to adjust sometimes when tests are unavailable

n = 8

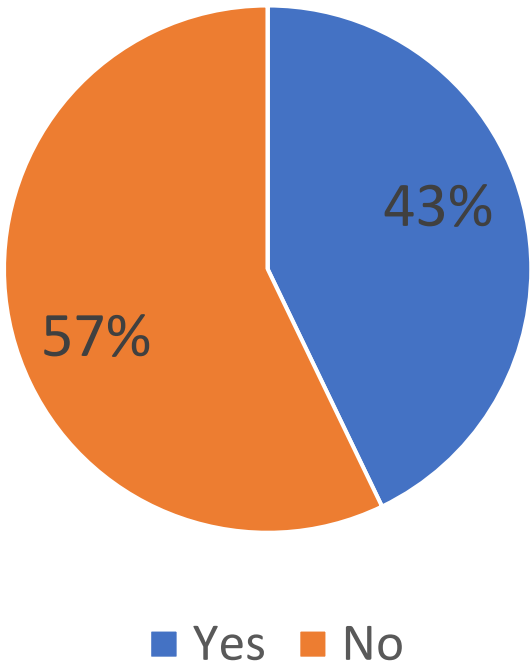
Is Medicare paying for diagnostic
(for symptomatic residents) testing of residents



Other:
- testing occurring for those showing symptoms and test covered by Medicare/individual health insurance
- Inconsistently

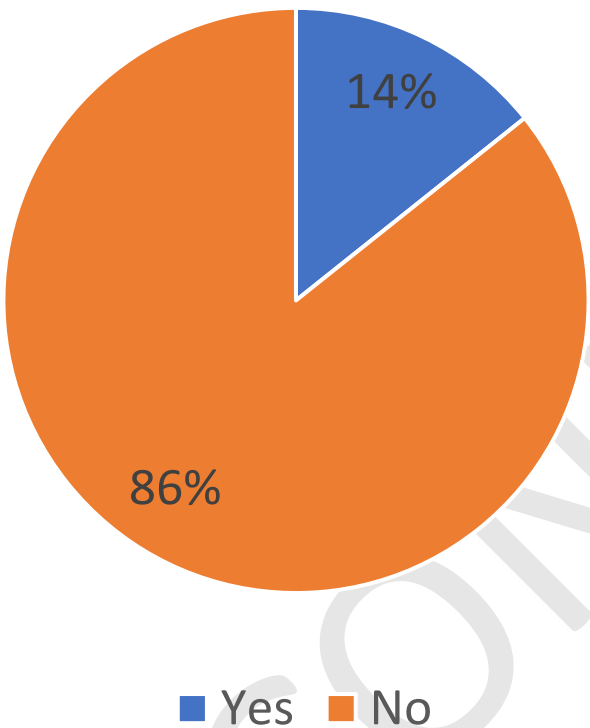
n = 14

Is Medicare paying for non-diagnostic
(for non-symptomatic residents) testing of residents?



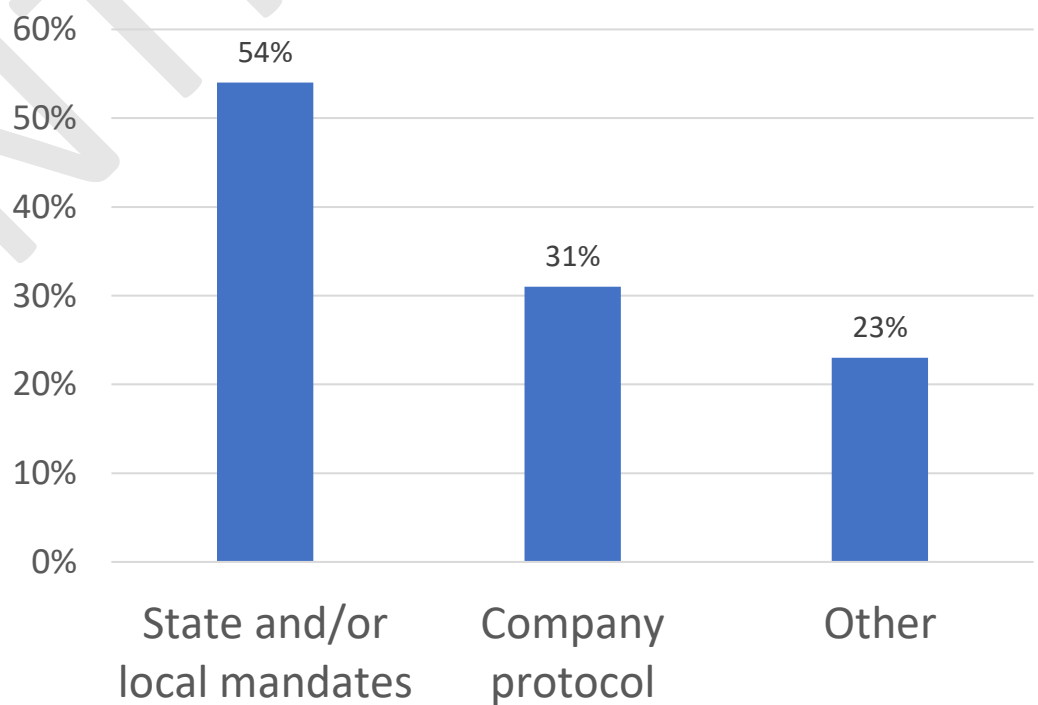
n = 14

CMS/CDC recommends testing staff weekly.
Are you following this guidance?



n = 14

If not following CMS/CDC recommendation,
what protocol are you following for staff?

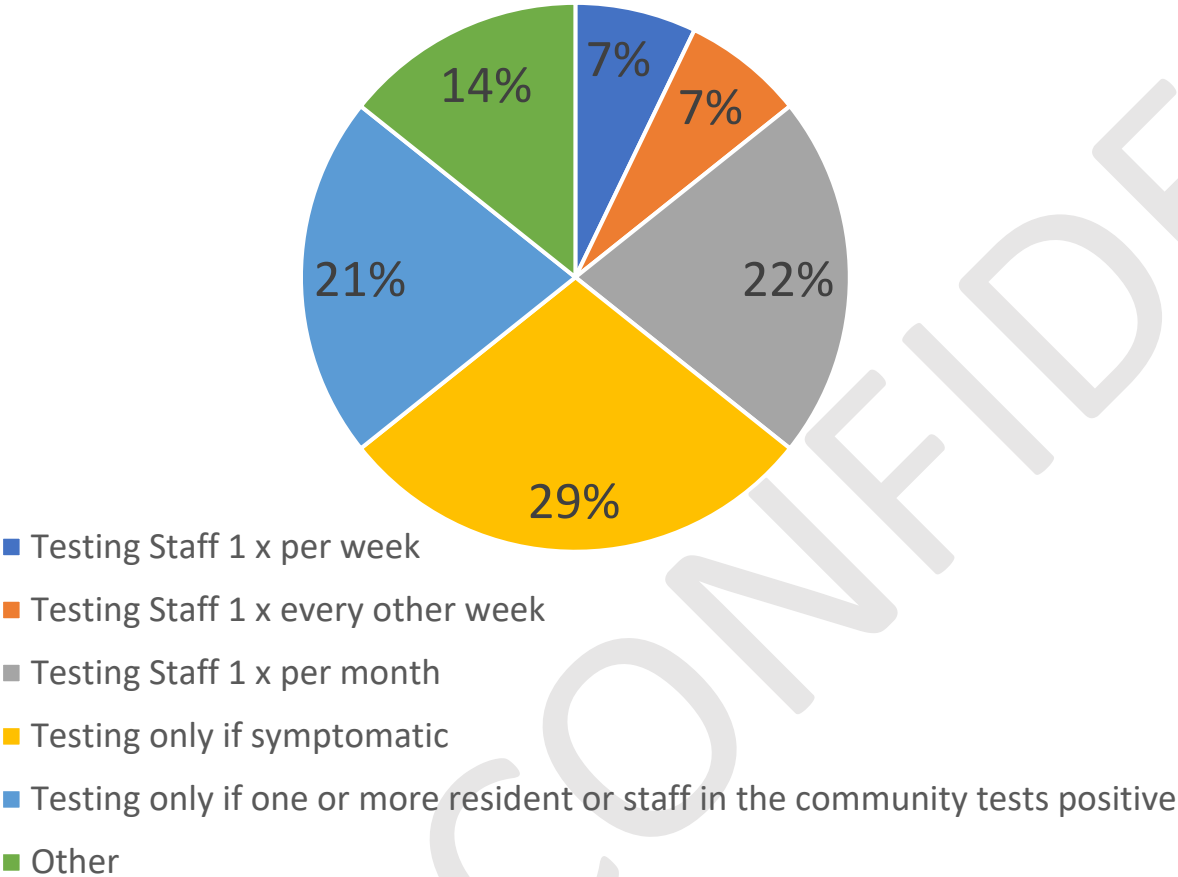


Other:

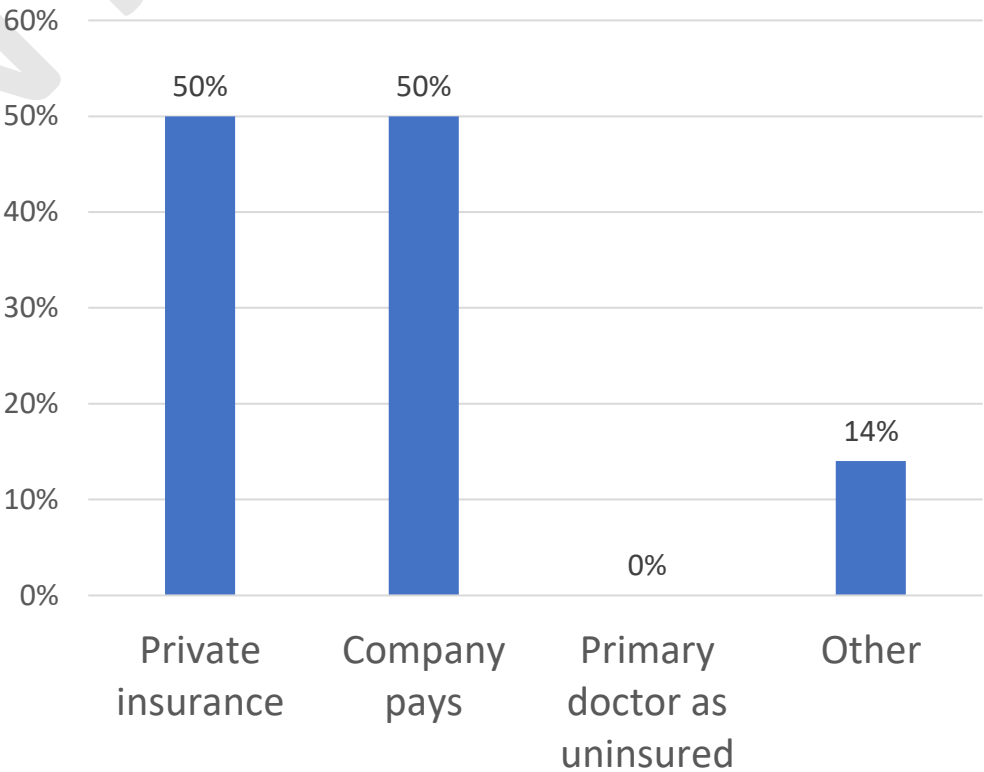
- Following state recommendations per state if available, all states testing no less than monthly
- Random due to limited tests. If available, we are testing all staff members on regular basis
- Testing 25% of staff every week

n = 13

Please select the choice that best describes your current staff testing procedures:



How is staff testing paid for?

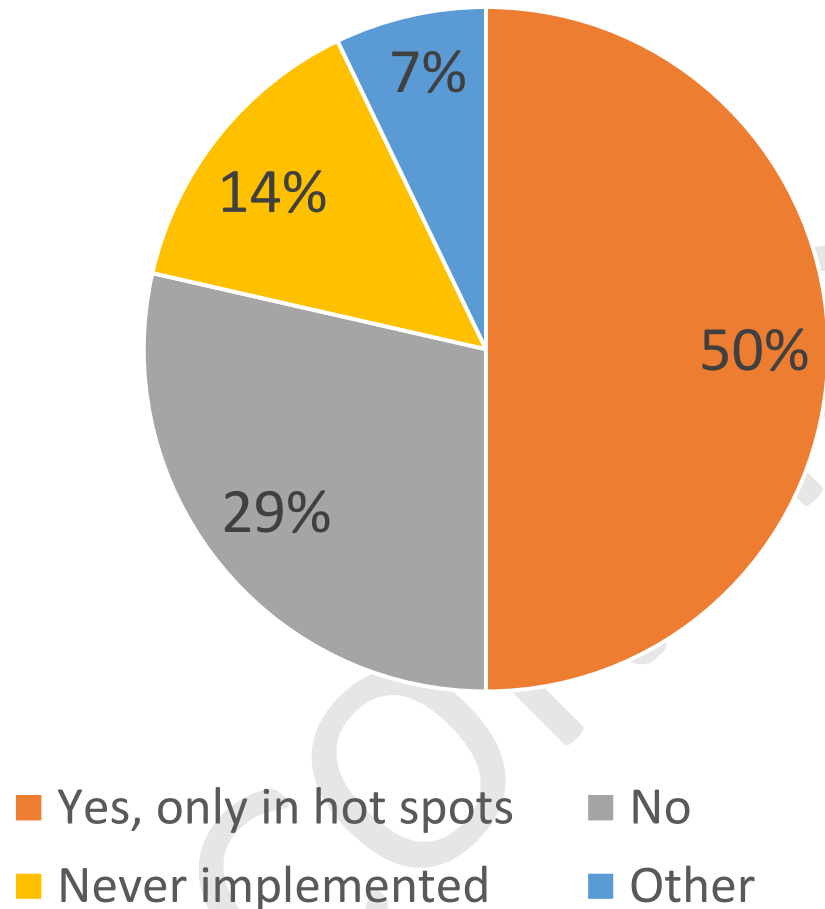


- Other:**
- State provided test when bulk testing, company pays for one off testing if not insured.
 - Lab billing private insurance and Lab CARES fund, Company to pick-up any unpaid lab costs
- n = 14

Please add any additional comments about your experience with testing:

- Testing is happening when there are symptoms or positive cases in community, paid for by Medicare or health insurance plans, does take 72+hours to get results
- Testing times are becoming longer as COVID has surged in USA. Some states do mandate utilization of their labs
- Hard to implement consistent practice. Where available, we are testing residents and staff
- Still not what it should be

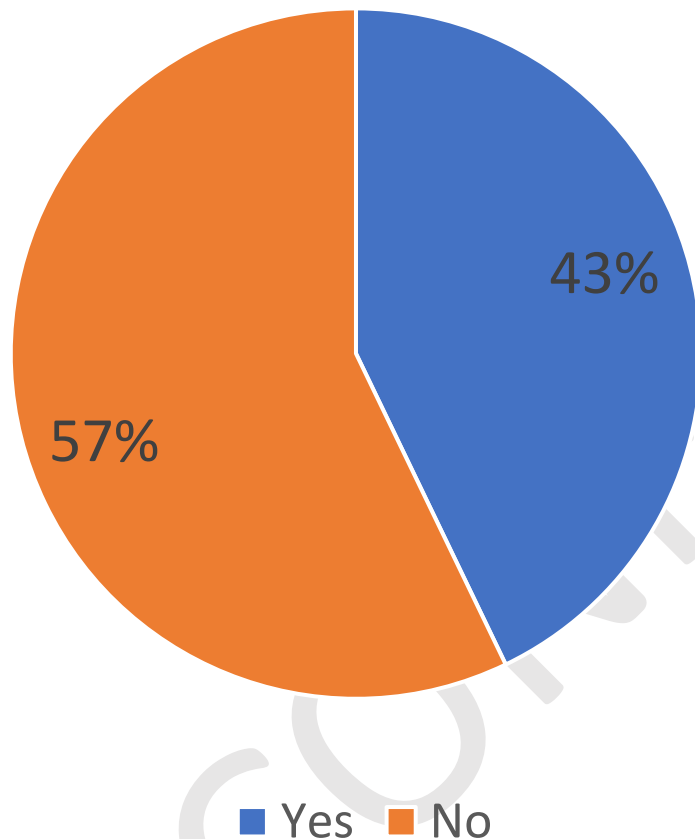
Do you intend to continue hero pay:



Other Responses:

- We pay to staff who are working with COVID + residents during the time required

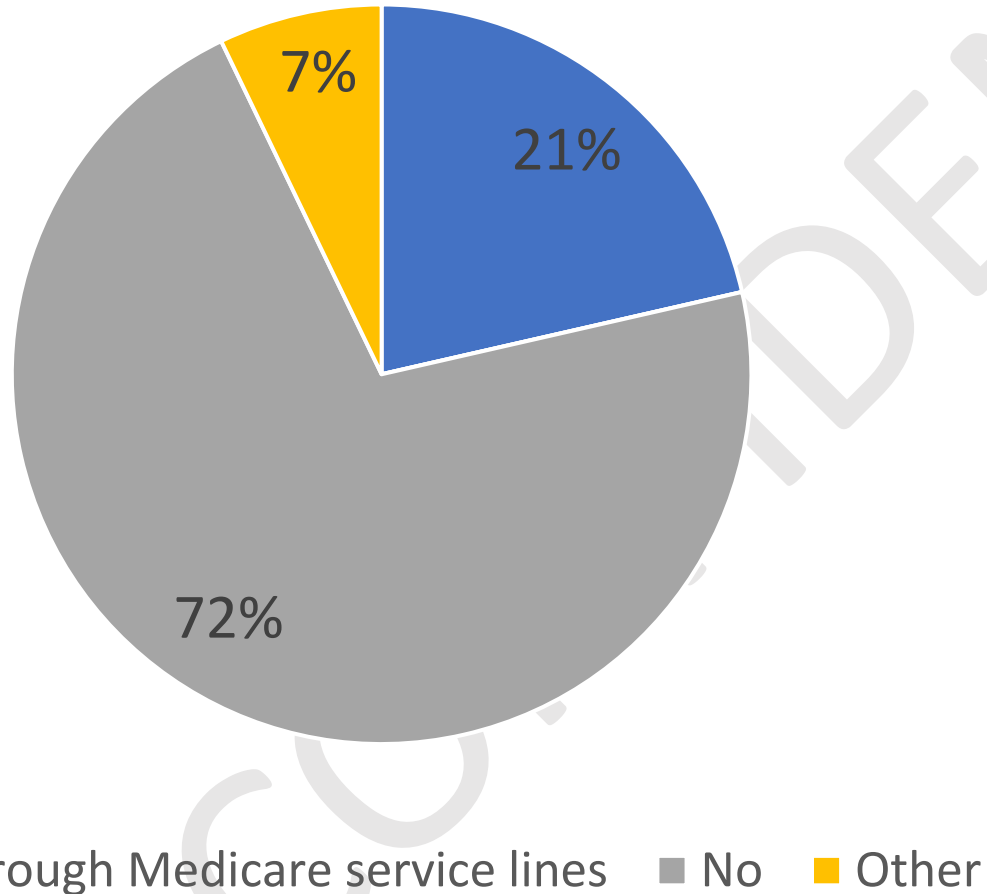
Has your company received PPP money?



If yes, please indicate approximate amount received from PPP:

- \$4,000,000
- \$100M+, Roughly 50% of our communities have received some form of PPP
- About \$125,000 per community
- \$500,000

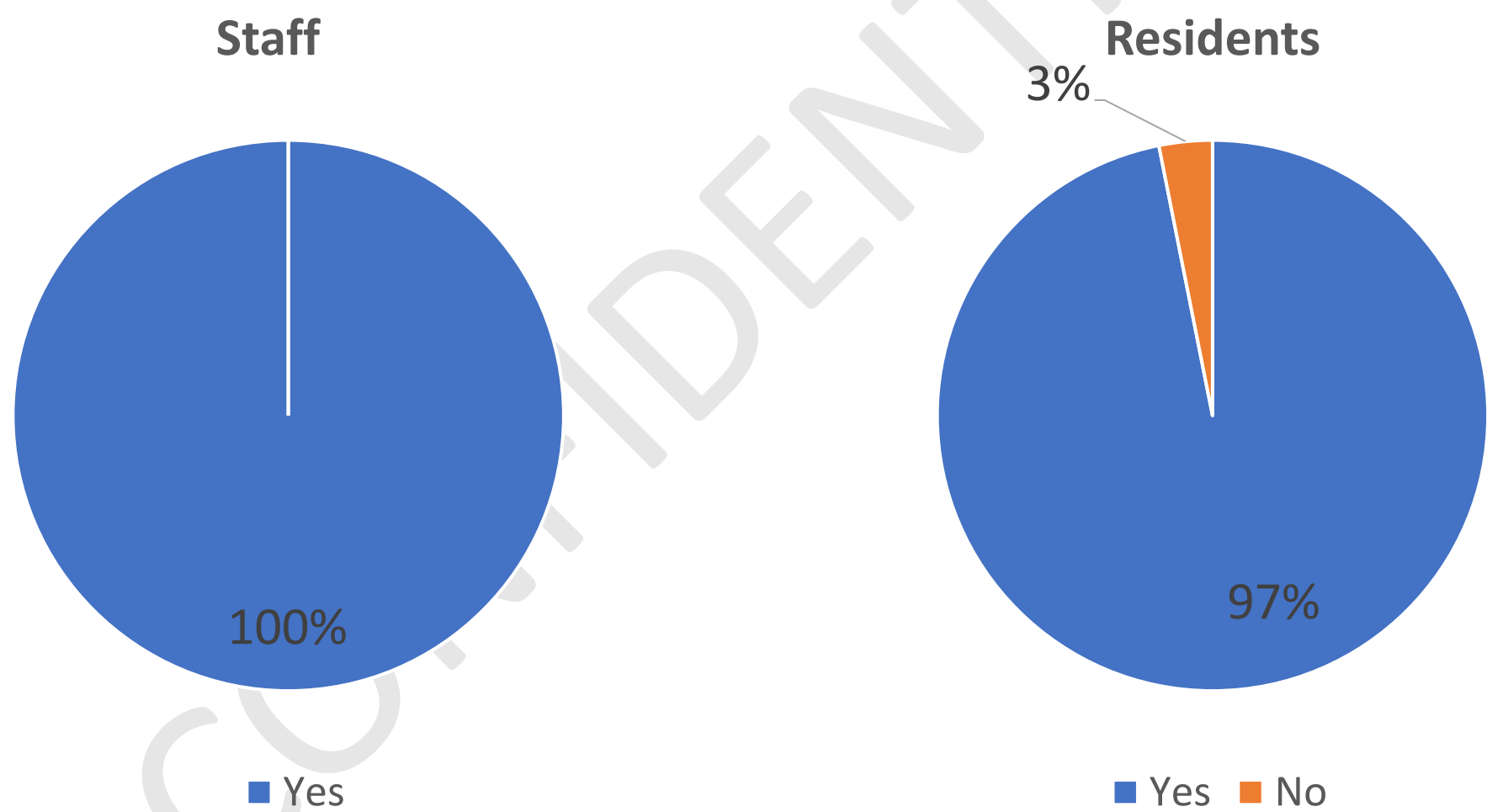
Has your company received any HHS provider fund relief?



If yes, please indicate approximate amount received from HHS:

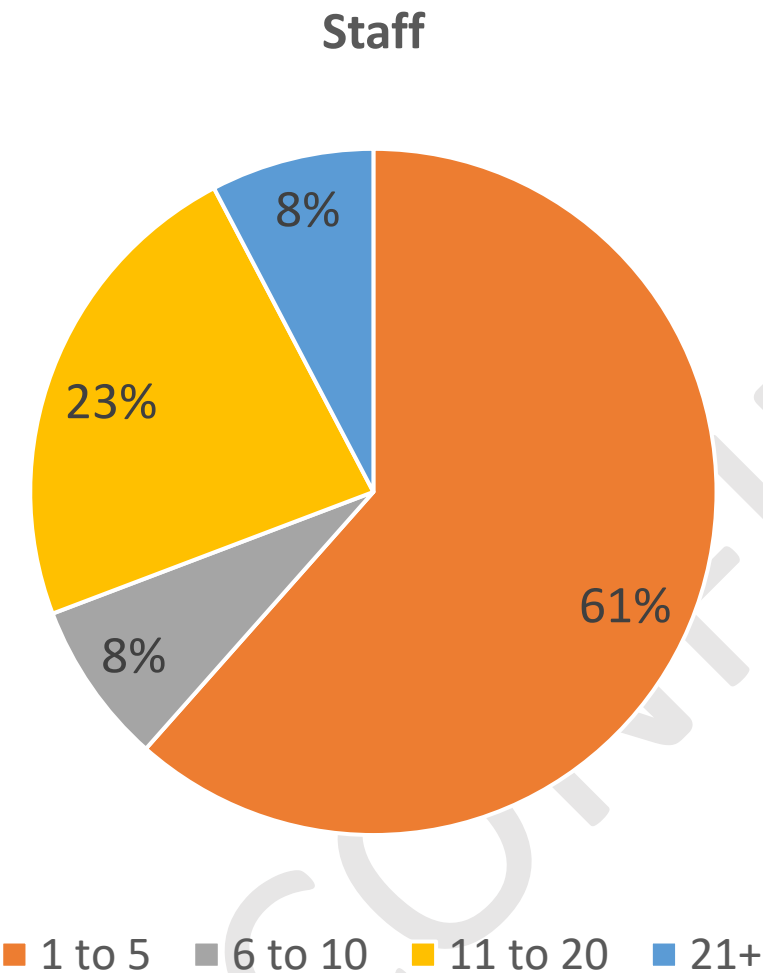
- Applying for Medicaid CARES provider funds

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

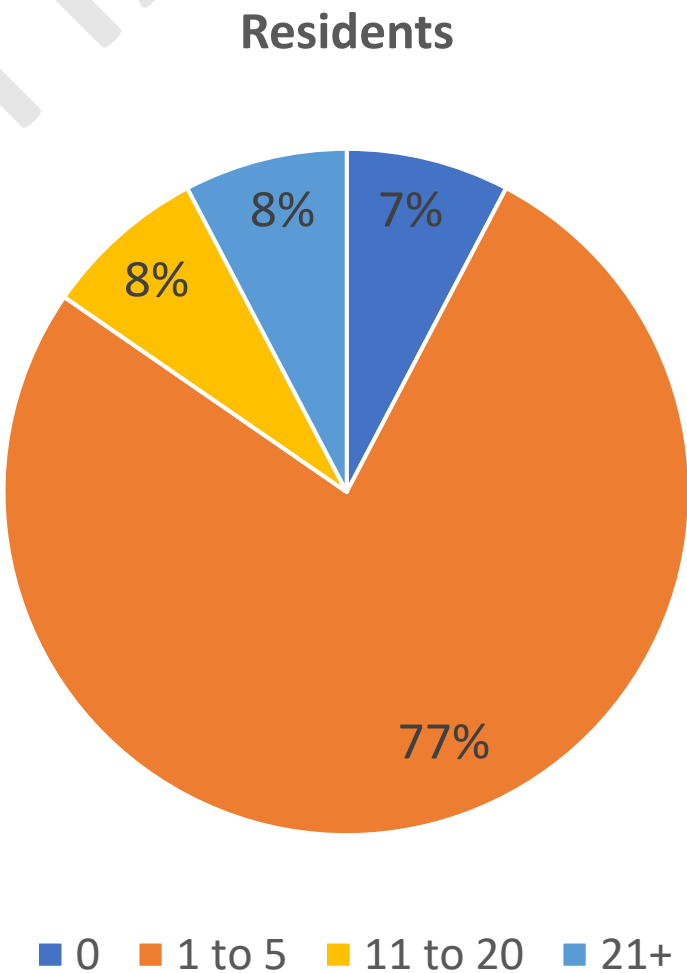


Staff: n = 14
Residents: n = 14

How many of your communities have had at least one staff or resident who have been diagnosed with COVID-19 virus?

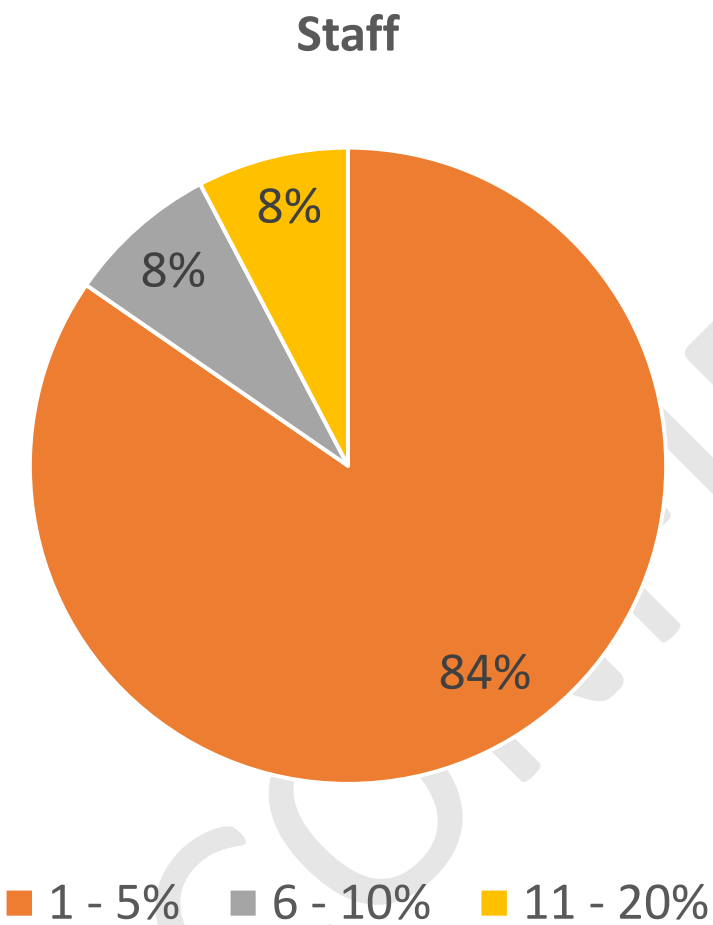


Staff n = 13

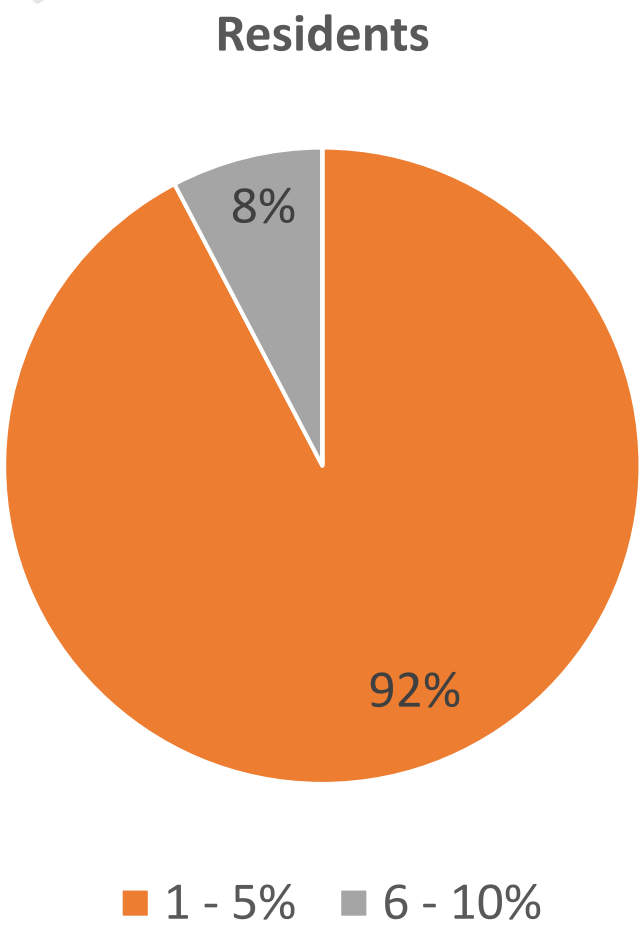


Residents n = 13

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

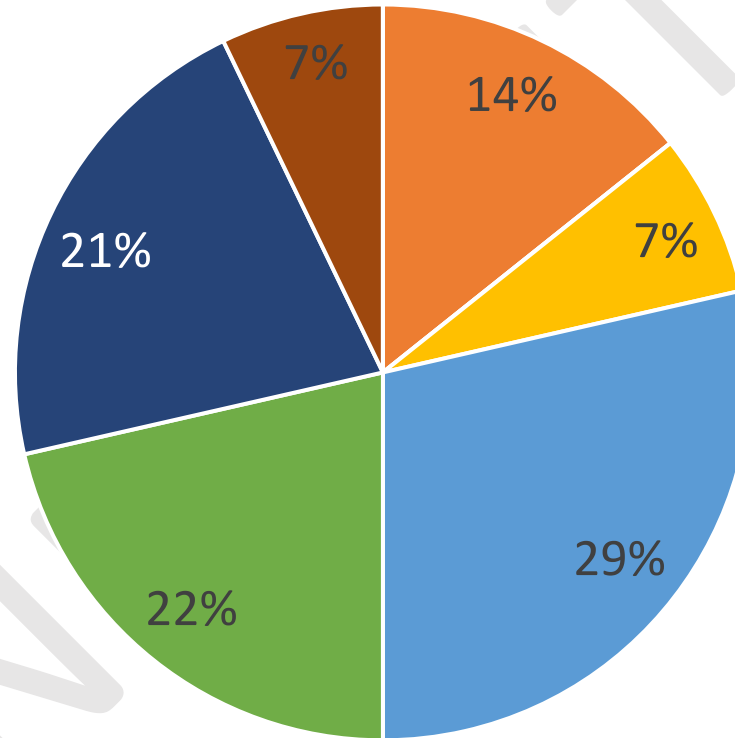


Staff n = 13



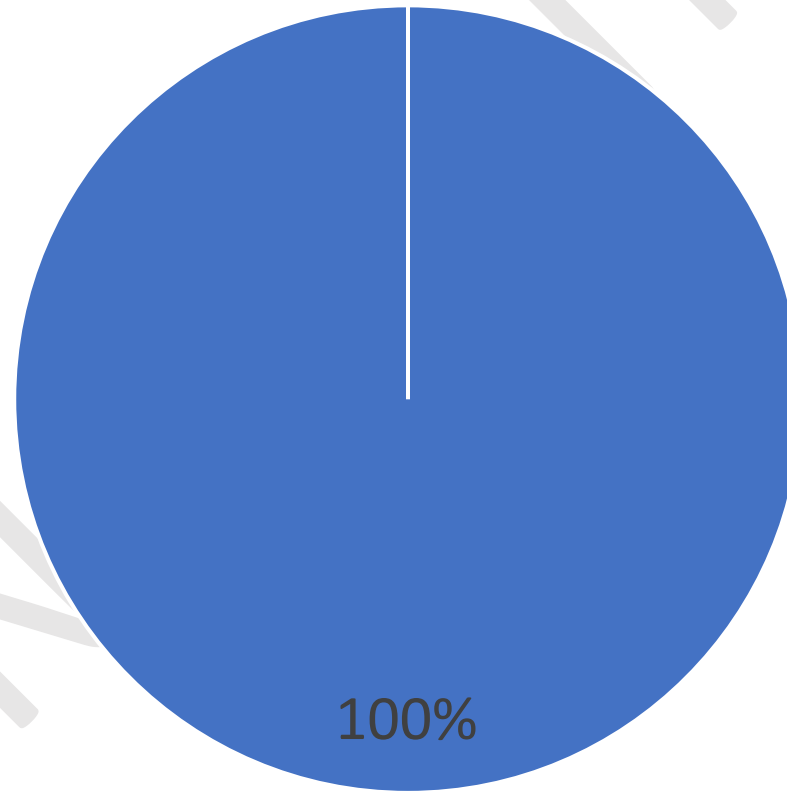
Residents n = 13

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



- Occupancy has Increased 1% - 2%
- Occupancy has Decreased 1% - 2%
- Occupancy has Decreased by 2% - 4%
- Occupancy has Decreased by 4% - 6%
- Occupancy has Decreased by 6% - 8%
- Occupancy has Decreased by 8% - 10%

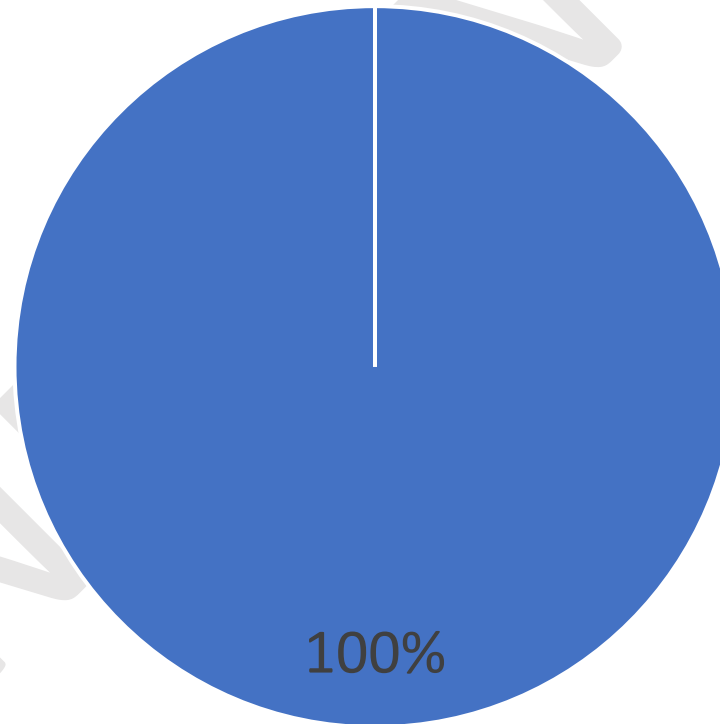
Do you expect to move-in new residents before the end of this month?



■ Yes

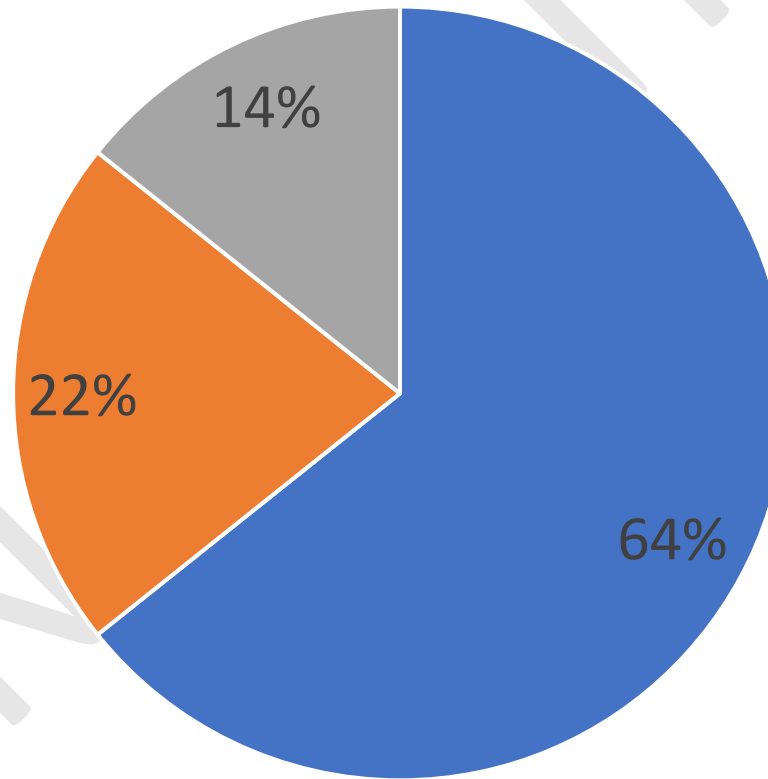
n = 13

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

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)?

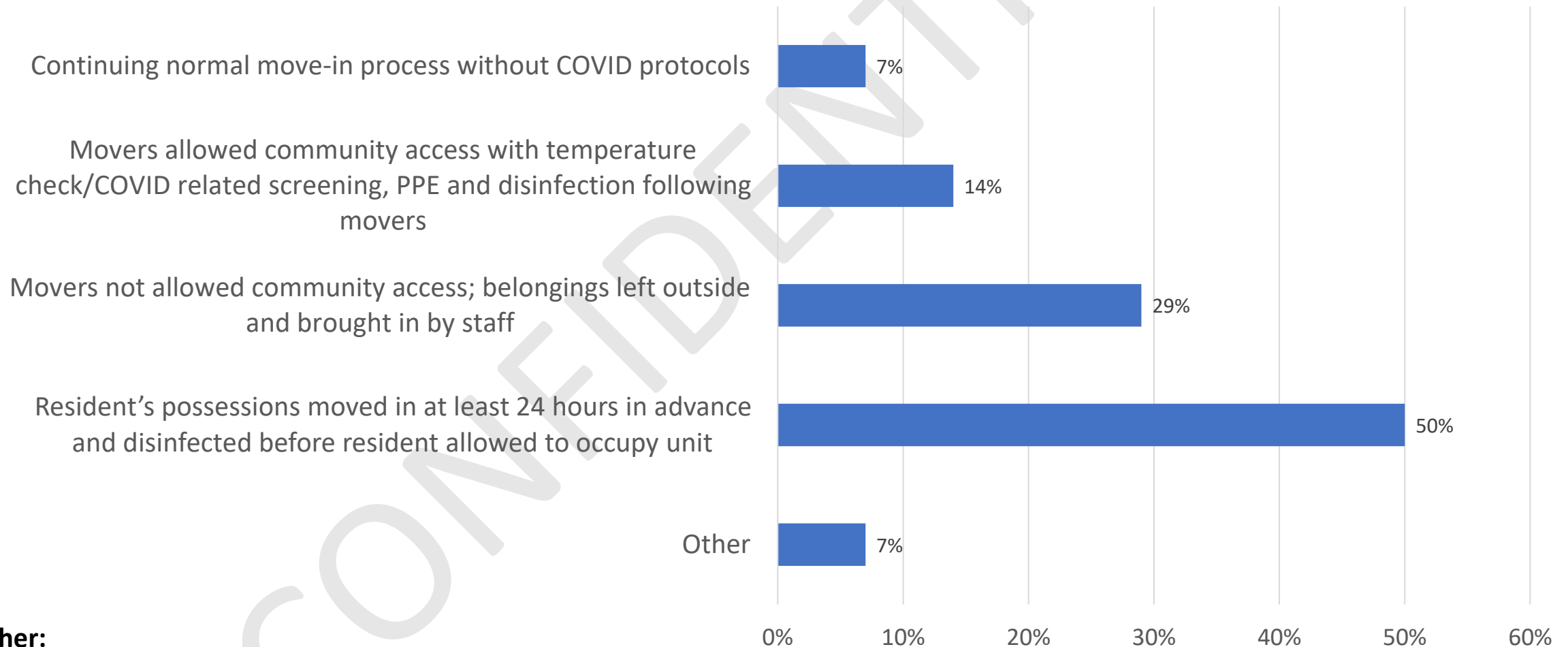


■ Yes ■ No ■ Unsure

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

- 2 covid tests prior to move in (then quarantined) and a third test 72 hours later. If tests are negative, resident taken off of quarantine. Challenging with memory care residents but we try to mandate isolation until 3rd negative covid test received.
- Identified admission area, risk-based assessment prior to admission and/or negative test required within 72 hours prior to admission, testing between days 0-3 and 11-13, 14 day quarantine, encouraging face covering, extra cleaning, focus on hand hygiene for residents as well as staff.
- Testing.
- Currently not admitting.
- Must test negative before moving in.

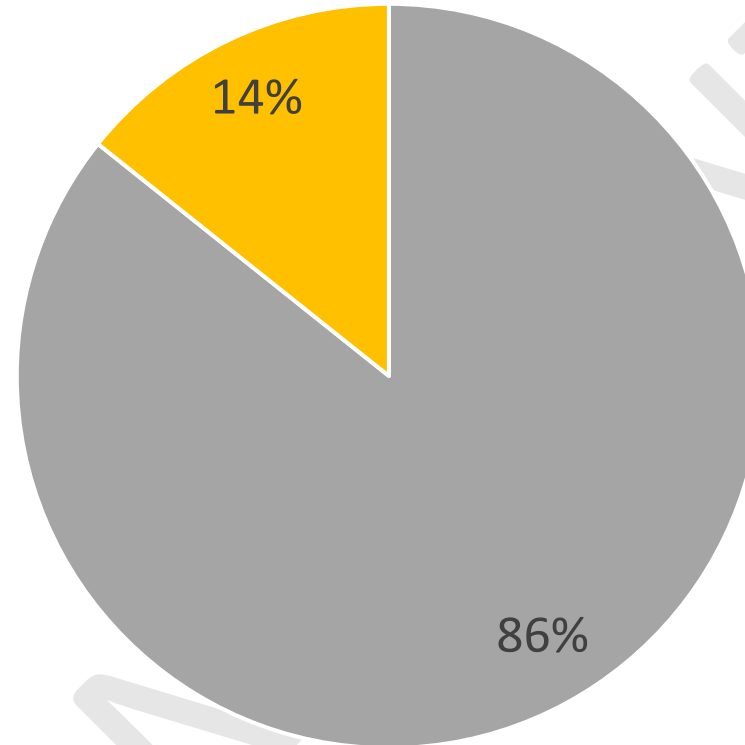
How are you mitigating risks with regards to the move-in process?



Other:

- Movers not allowed in, offering white glove move in service with community staff, all items disinfected with move-in

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



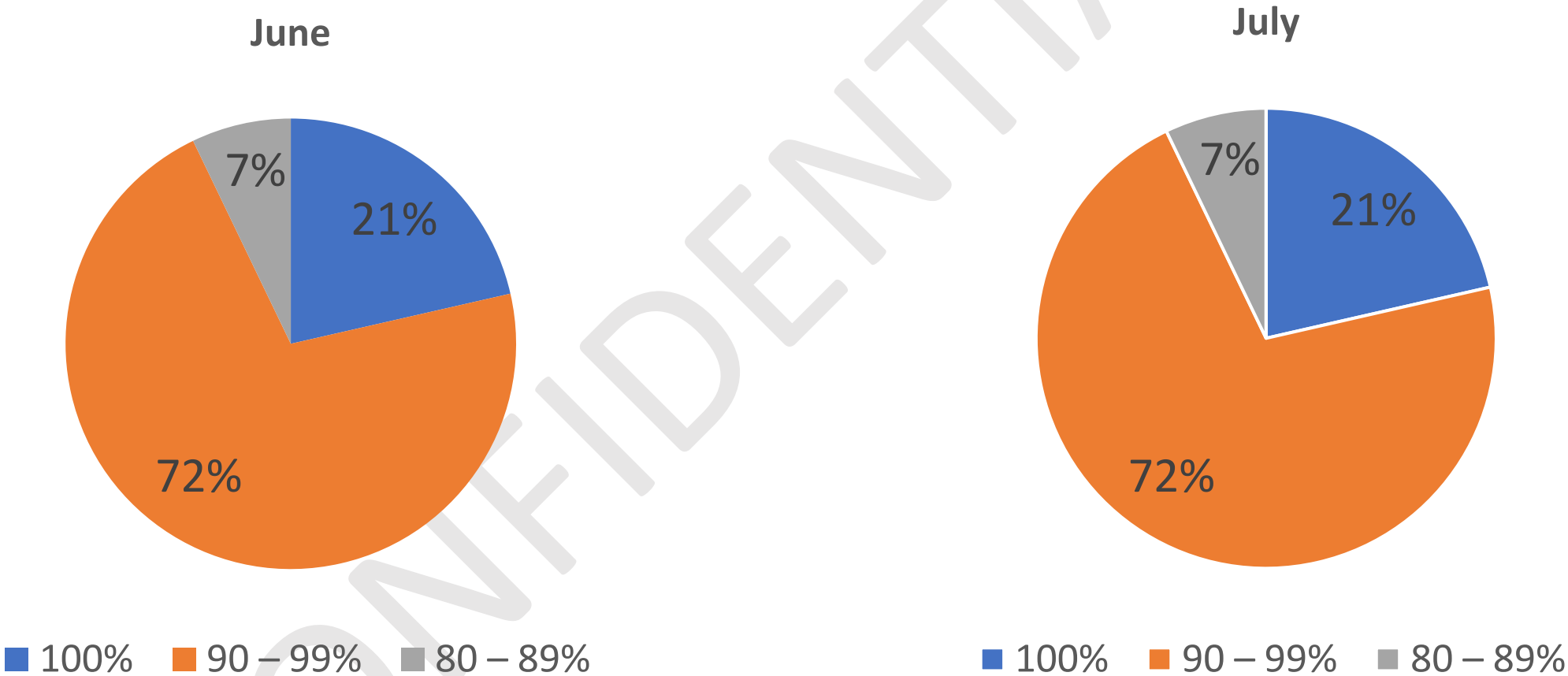
Other:

- In designated clean rooms
- Outdoor space visitation with masks and social distancing, some states mandating in-unit visits with strict guidelines, no common area visits

■ In outdoor space with mandated social distancing

■ Other

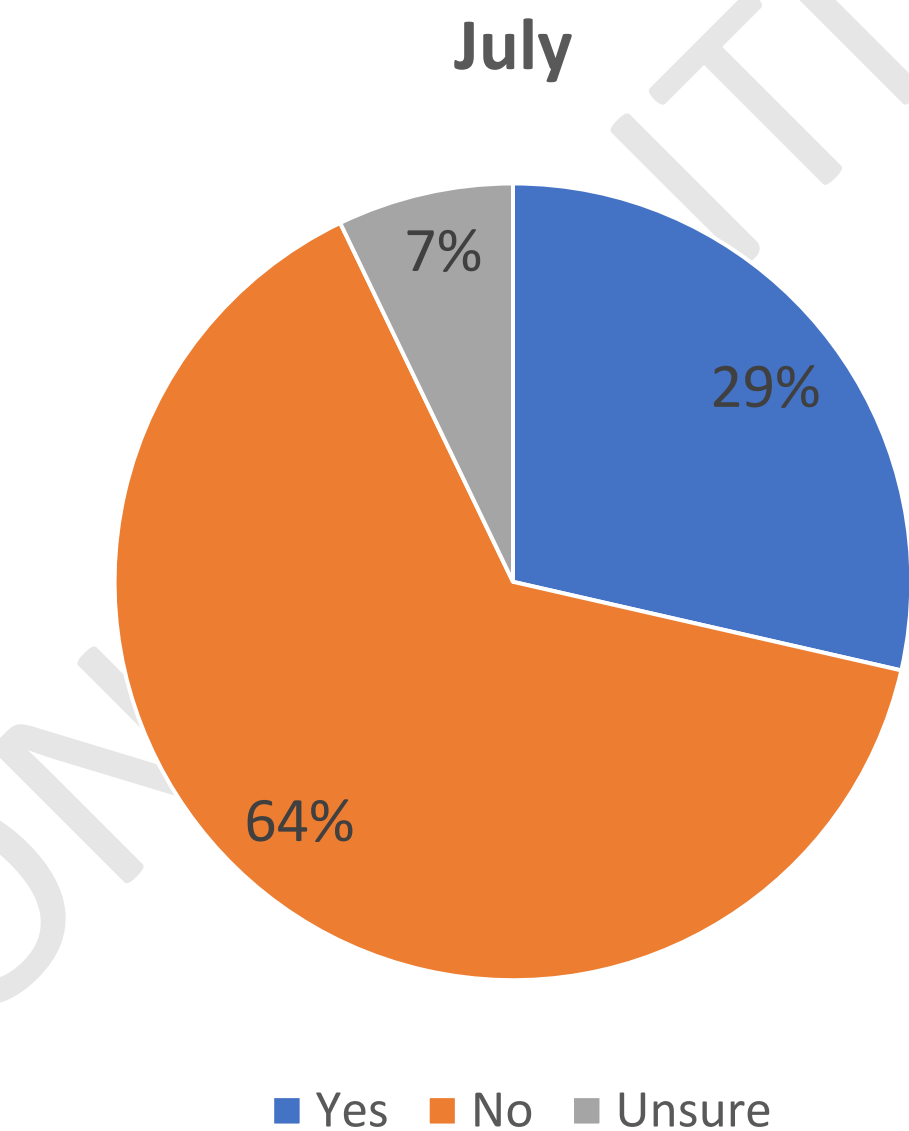
What was your percentage of rent collected in June and July?



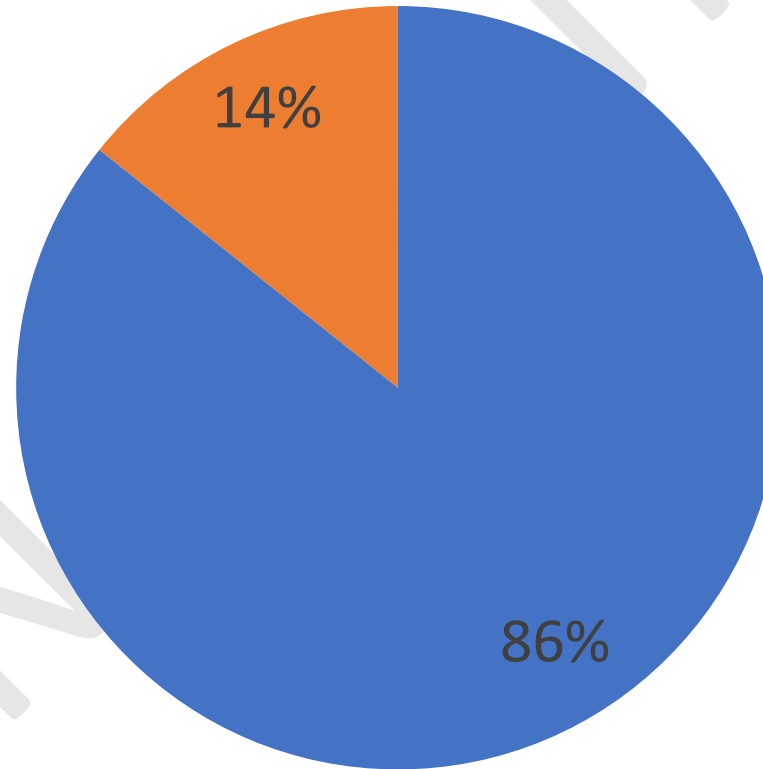
June n = 14

July n = 14

Do you anticipate rent delinquency in July?



If you anticipate rent delinquency in July, what percentage?



■ 0 – 5% ■ 6 – 10%

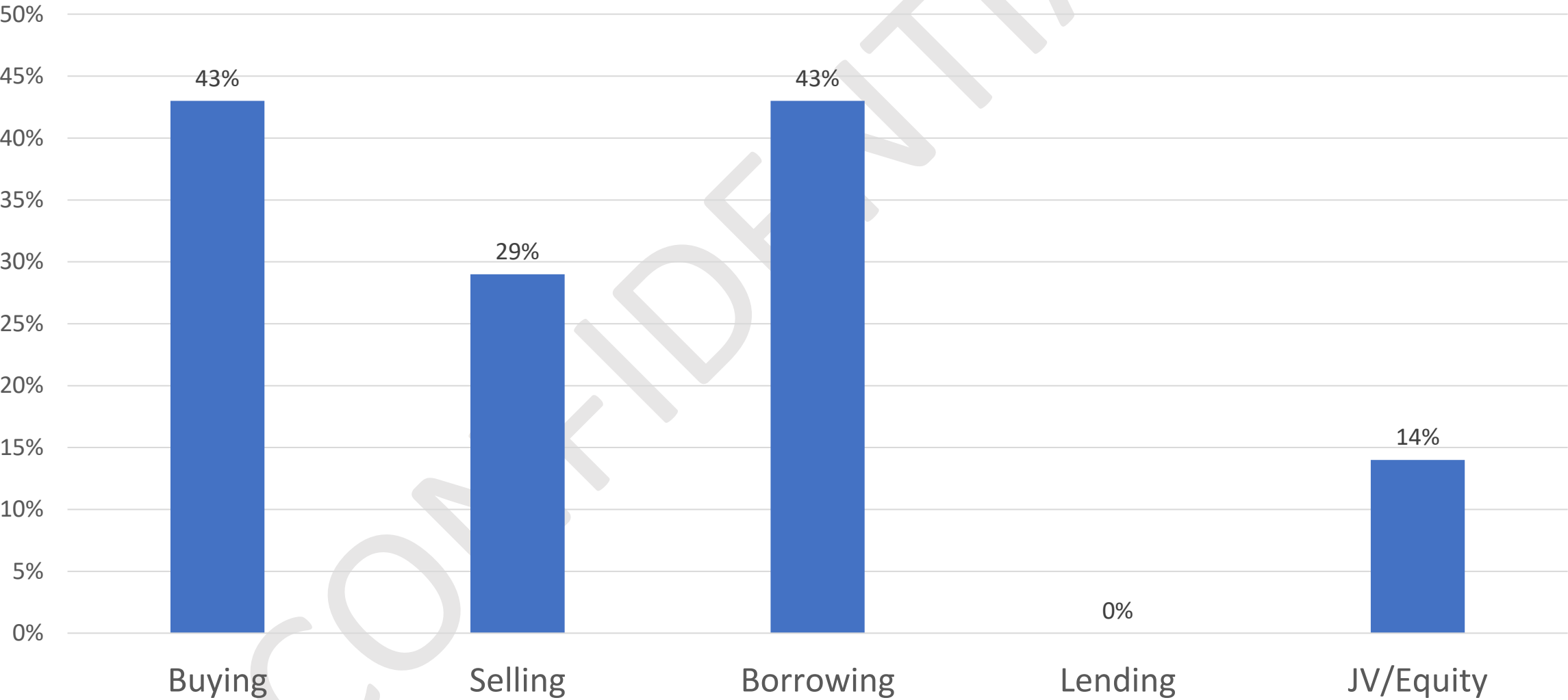
What is your greatest concern at this time?

- Covid's existence.
- Covid outbreaks in communities that happen due to loosening re-opening restrictions in broader marketplace. We have seen residents wanting to go out of community more and have seen increases in symptoms and testing needed due to the re-opening.
- Pressure to allow visitors too soon before community spread is under control and not having on the spot testing for visitors and third-party providers such as hospice workers and home health workers.

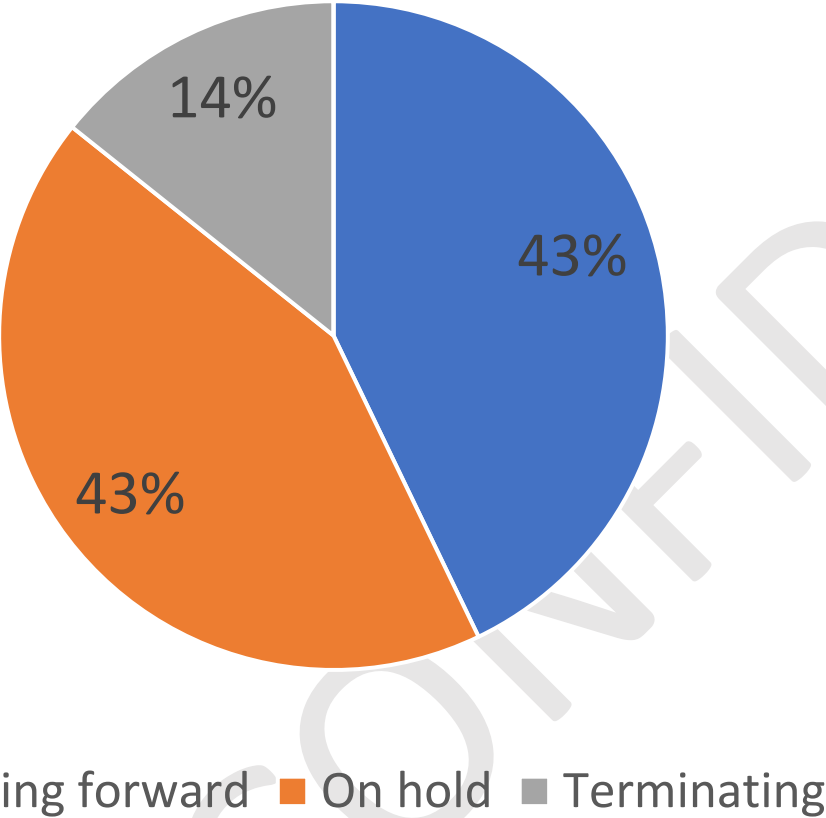
What is your greatest concern at this time? (cont.)

- Staffing issues as COVID continues to grow at an alarming rate in South Texas. Most staff testing positive are asymptomatic, but still unable to work for 10 days.
- Ongoing Staffing challenges, Lack of understanding of regulations by families resulting in ongoing decline in occupancy.
- Occupancy.
- Liability Immunity and staffing.
- Covid spreading like wildfire in one community.
- We will go broke and default on our loans.

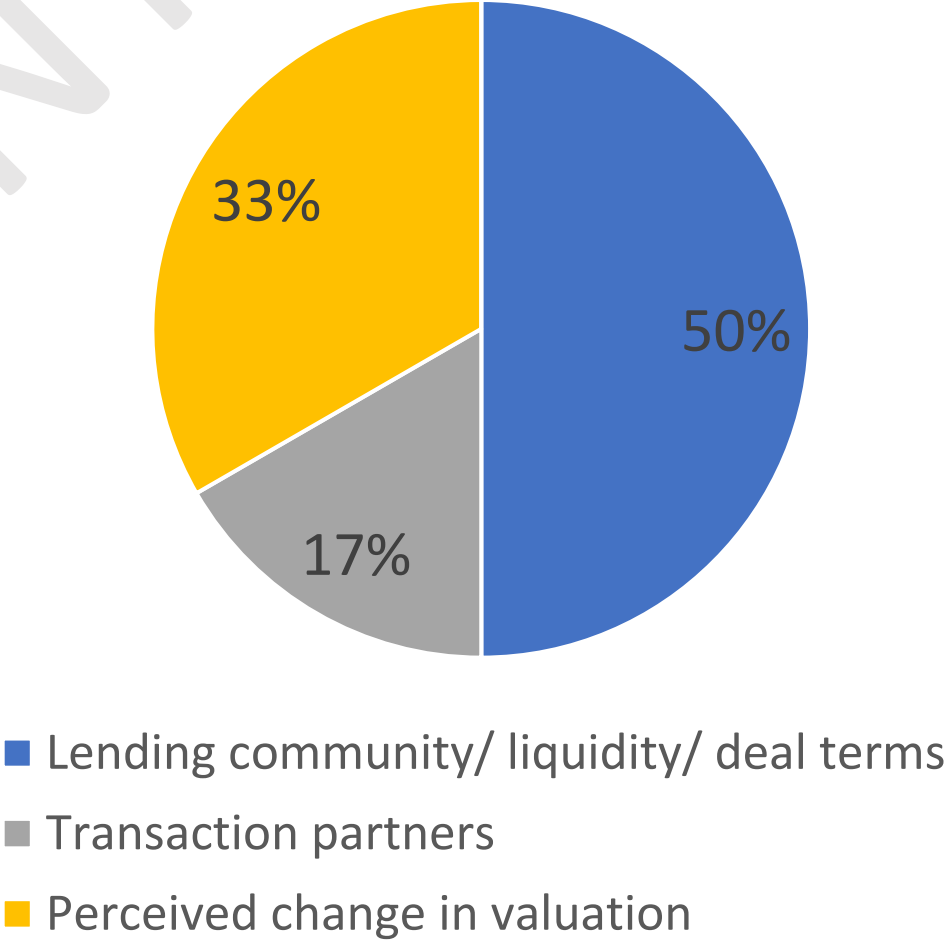
Are you involved in a current capital transaction?



Is your capital transaction?



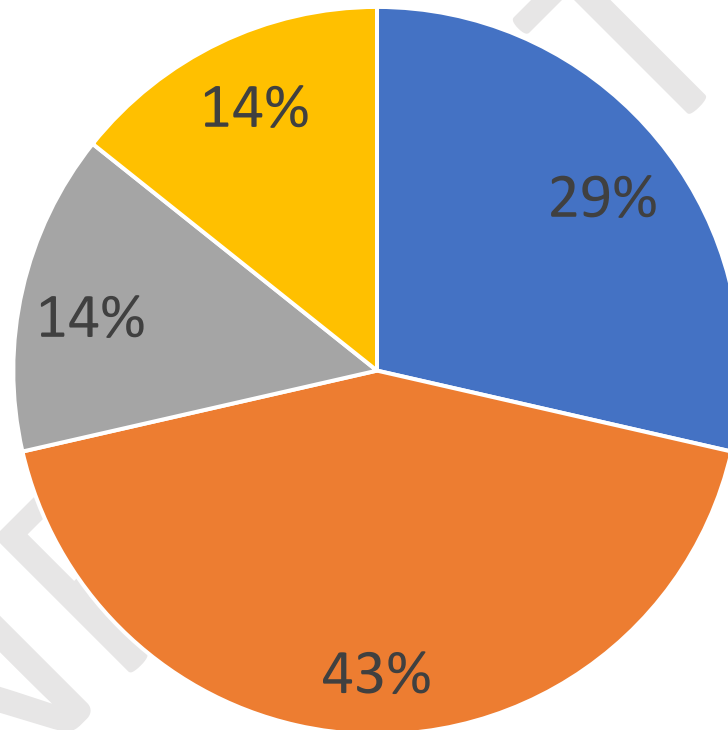
If you answered on hold or terminating, do you attribute this to:



n = 7

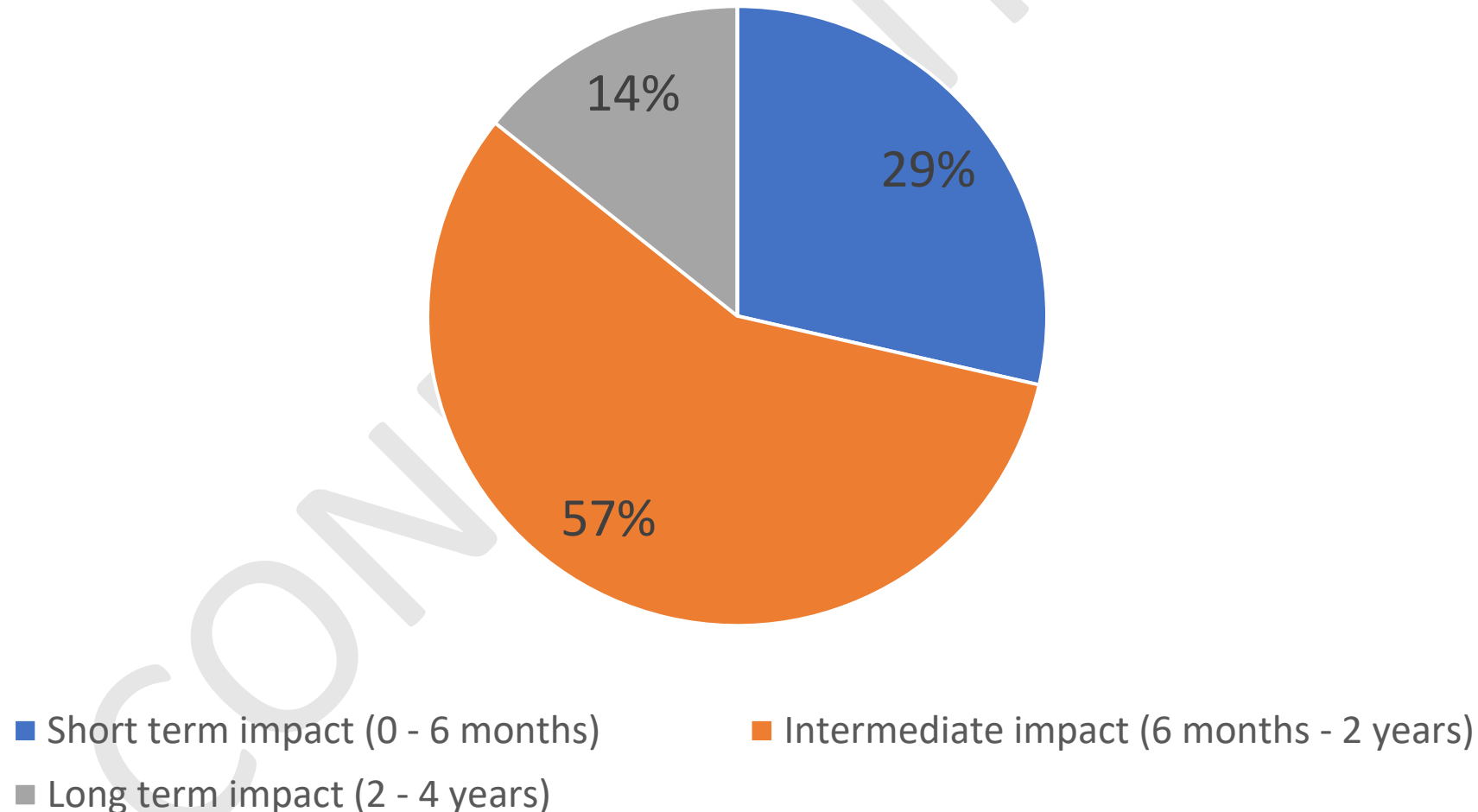
n = 4

Do you anticipate current capital markets will:

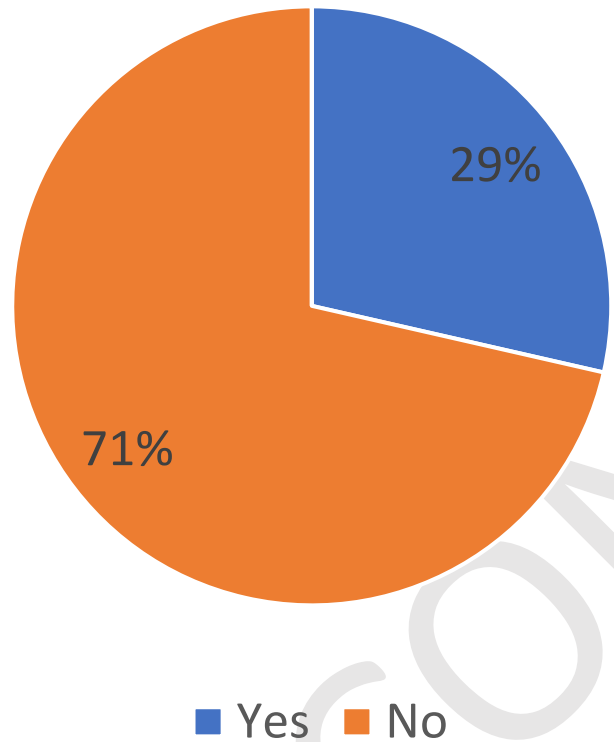


■ Improve ■ Deteriorate further
■ Remain the same ■ Unsure

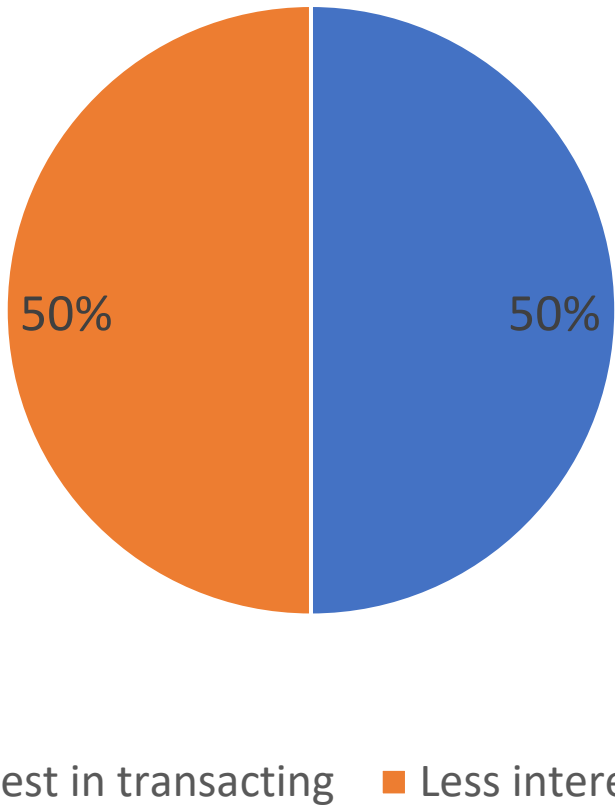
Do you think that the COVID-19 pandemic will have an adverse impact on sector valuations that will last:



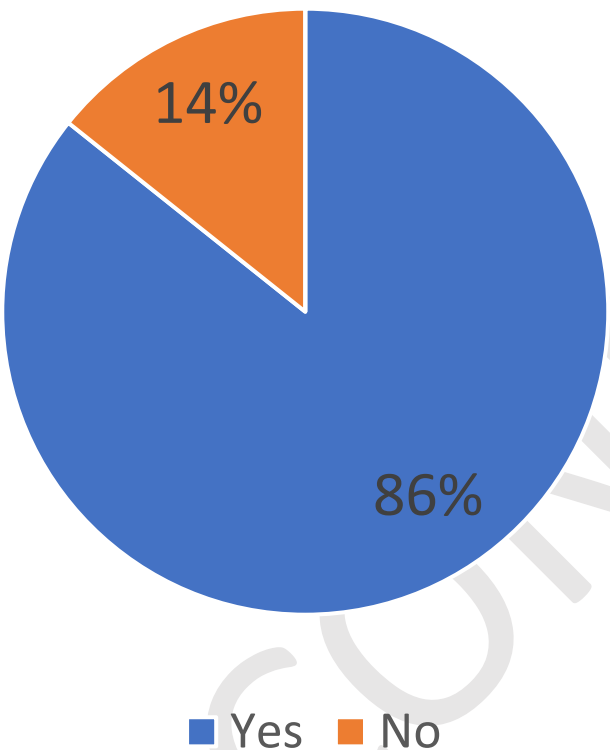
Has your organization's interest/commitment to the seniors housing space been impacted by the recent pandemic:



If your organization's interest has changed, how so?

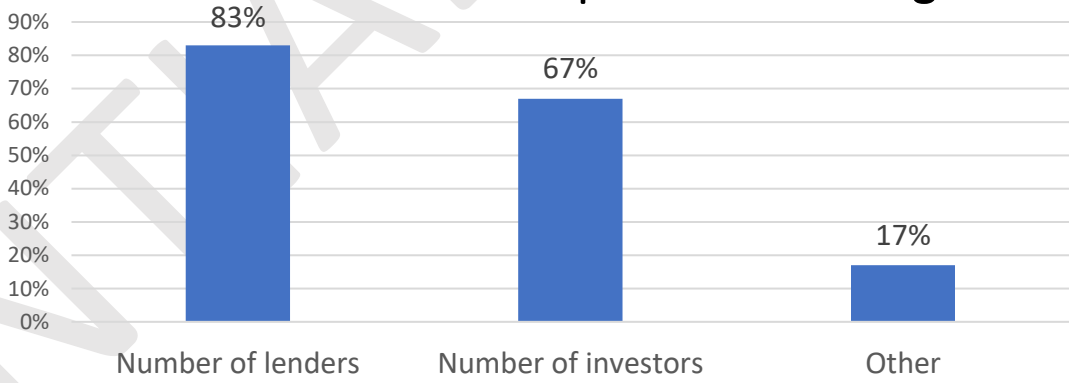


Do you think the transaction landscape has changed in terms of market participants?



n = 7

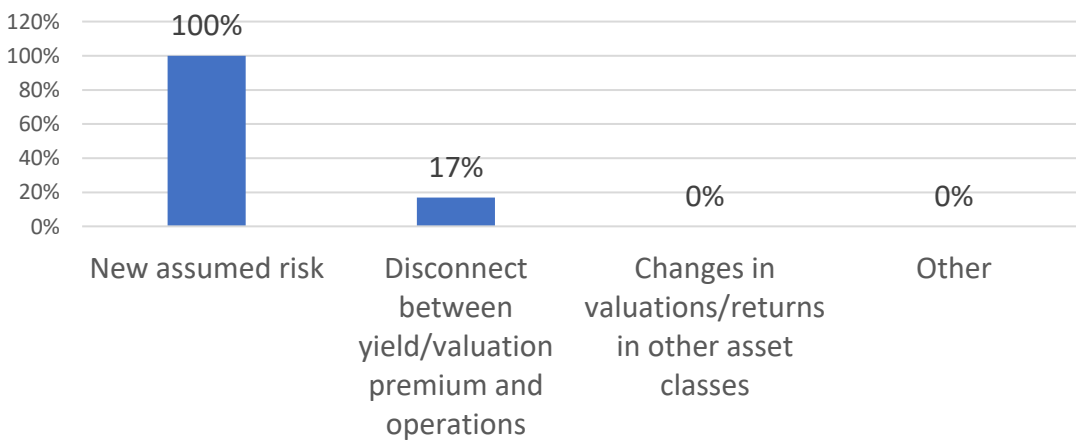
If you answered “yes” do you think the future transaction landscape will see changes in:



Other: More limited debt partners

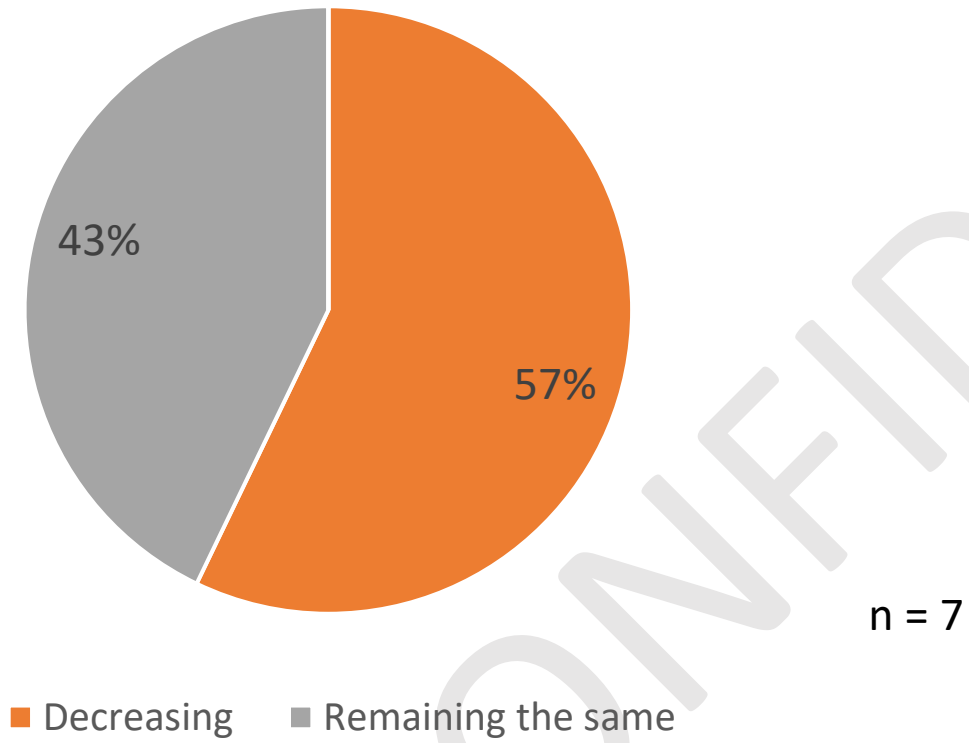
n = 6

If you answered “yes” to what do you attribute the change to be driven by:

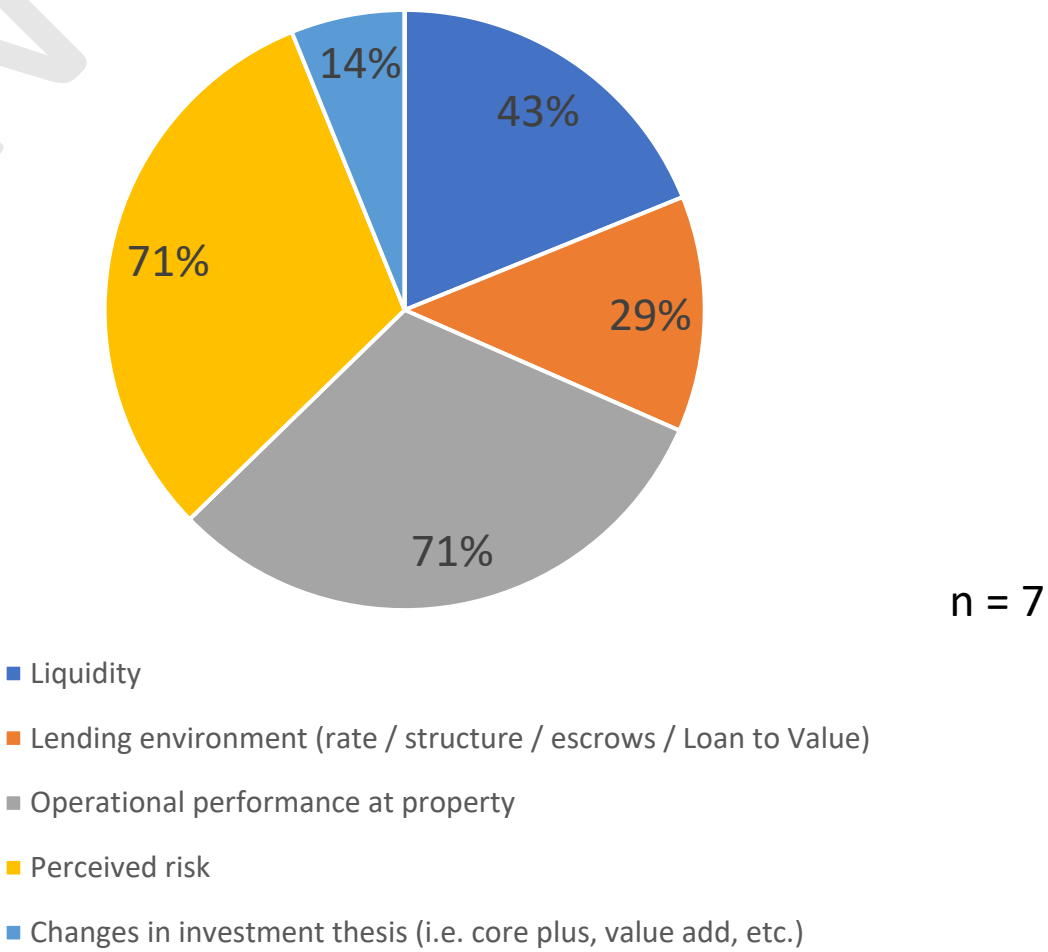


n = 6

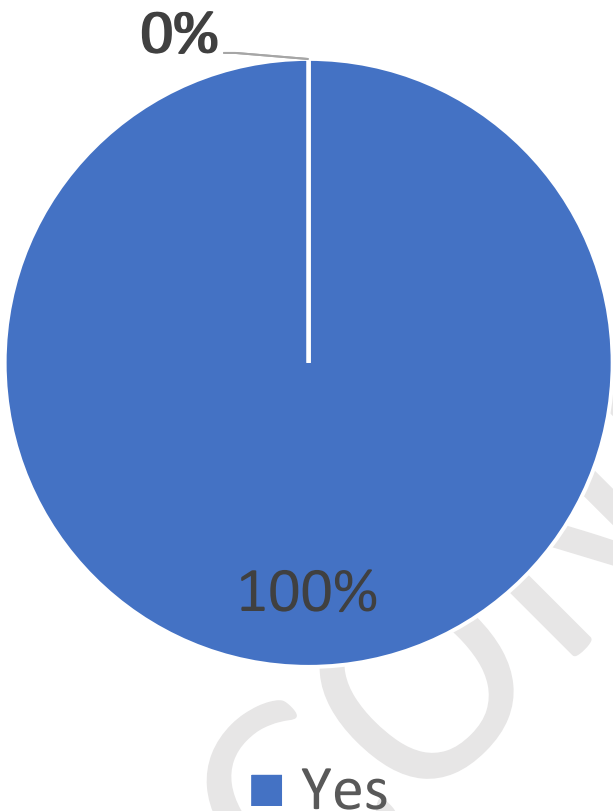
With regards to transaction marketplace, do you anticipate market values:



Based on your answer do you attribute this to:

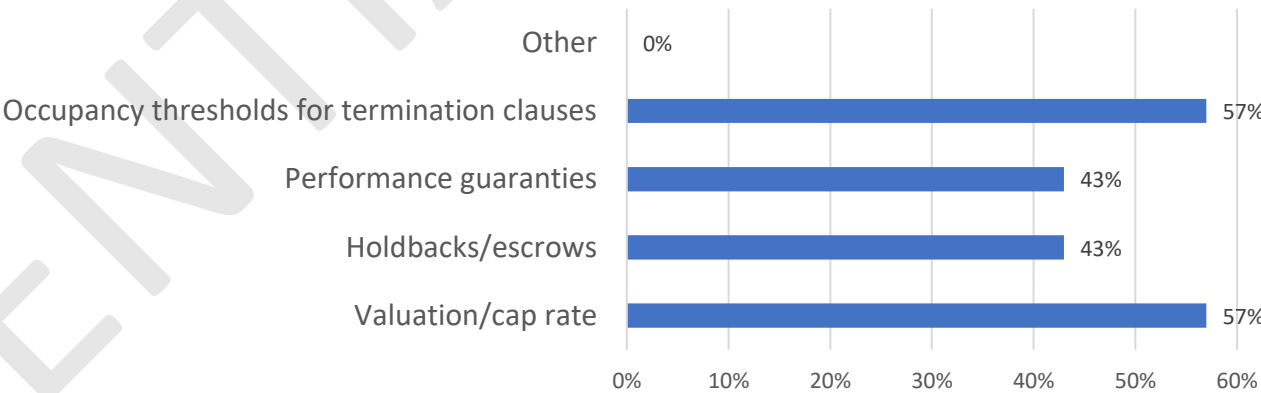


Do you think market fundamentals for capital transactions will change as a result of the COVID 19 pandemic?



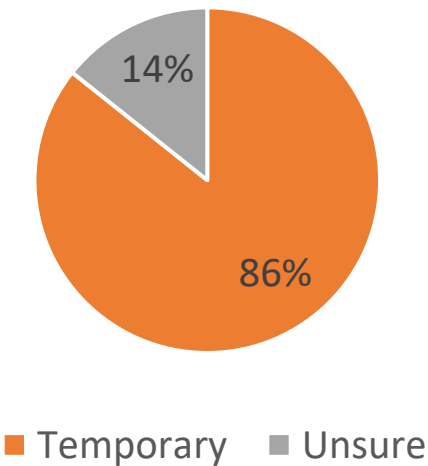
n = 7

If you answered “yes” in what way(s) check all that apply



n = 7

Do you think market fundamental changes will be:



n = 7