

KEY INDICATORS REPORT

HumanGood Fresno

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Chief Financial Officer Signature

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

	2015	2016	2017	Projected 2018	2019	2020	2021	2022	Preferred Trend Indicator
OPERATIONAL STATISTICS									
1. Average Annual Occupancy by Site (%)	82.96%	87.29%	89.11%	89.43%	90.67%	91.35%	91.85%	92.60%	↑
MARGIN (PROFITABILITY) INDICATORS									
2. Net Operating Margin (%)	0.21%	12.03%	11.52%	10.29%	9.90%	9.93%	10.55%	11.16%	↑
3. Net Operating Margin - Adjusted (%)	51.37%	23.32%	23.04%	25.32%	22.08%	22.97%	23.49%	23.86%	↑
LIQUIDITY INDICATORS									
4. Unrestricted Cash and Investments (\$000)	\$13,274	\$17,152	\$17,279	\$ 17,695	\$17,080	\$16,841	\$16,860	\$17,129	↑
5. Days Cash on Hand (Unrestricted)	220.38	264.98	267.73	252.82	237.38	227.75	222.06	218.63	↑
CAPITAL STRUCTURE INDICATORS									
6. Deferred Revenue from Entrance Fees (\$000)	46,217	53,085	57,189	59,789	61,109	62,884	64,821	66,892	N/A
7. Net Annual E/F proceeds (\$000)	\$1,785	\$3,256	\$3,442	\$ 4,800	\$3,840	\$4,295	\$4,457	\$4,591	N/A
8. Unrestricted Net Assets (\$000)	-\$14,006	-\$21,333	-\$25,597	\$ (30,823)	-\$35,365	-\$39,882	-\$44,190	-\$48,258	N/A
9. Annual Capital Asset Expenditure (\$000)	\$2,838	\$1,334	\$1,027	\$ 2,115	\$2,263	\$2,421	\$2,591	\$2,772	N/A
10. Annual Debt Service Coverage Revenue Basis (x) <i>2014 and 2015 include temp debt paydowns</i>	0.03	0.65	0.58	0.61	0.63	0.65	0.71	0.78	↑
11. Annual Debt Service Coverage (x) <i>Based on senior debt per bond indenture</i>	1.30	2.29	1.31	1.77	1.56	1.68	1.79	1.89	↑
12. Annual Debt Service/Revenue (%)	21.80%	17.20%	18.00%	15.89%	15.20%	14.80%	14.29%	13.73%	↓
13. Average Annual Effective Interest Rate (%)	5.39%	5.46%	5.55%	5.56%	5.60%	5.66%	5.71%	5.77%	↓
14. Unrestricted Cash & Investments/ Long-Term Debt (%)	16.74%	22.52%	21.62%	23.73%	23.10%	22.98%	23.21%	23.80%	↑
15. Average Age of Facility (years)	6.71	6.98	6.83	7.71	8.75	9.66	10.56	11.46	↓