



*Long Term Care
Finance Association*

Surviving in Senior Care

*moderated by
Irving Stackpole*

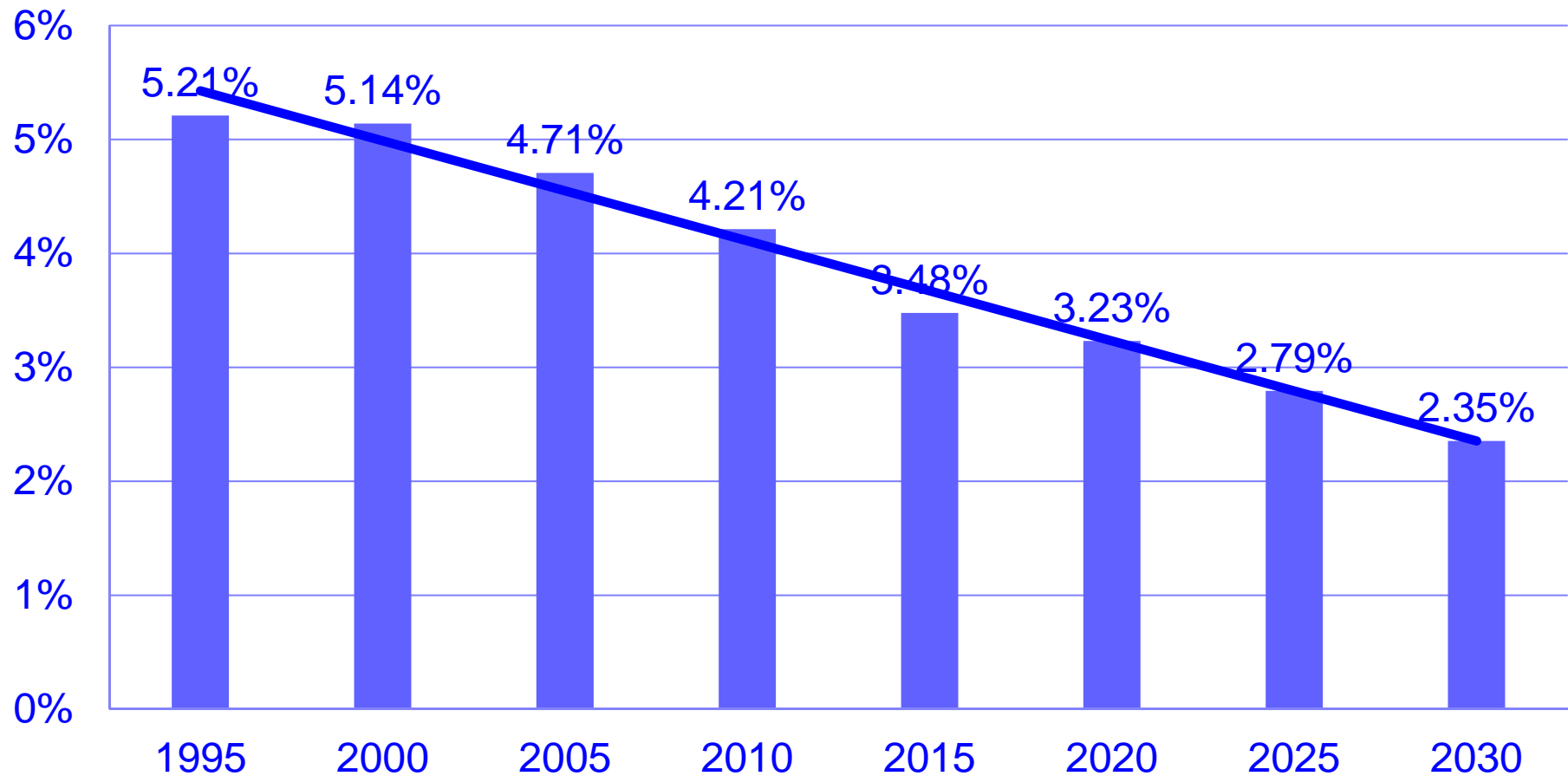


The Program

- n *Two expert panels*
- n *Brief presentations*
- n *Ample Q&A*
- n *Networking*

Demand for SNF

Percent Population using SNF age 65+



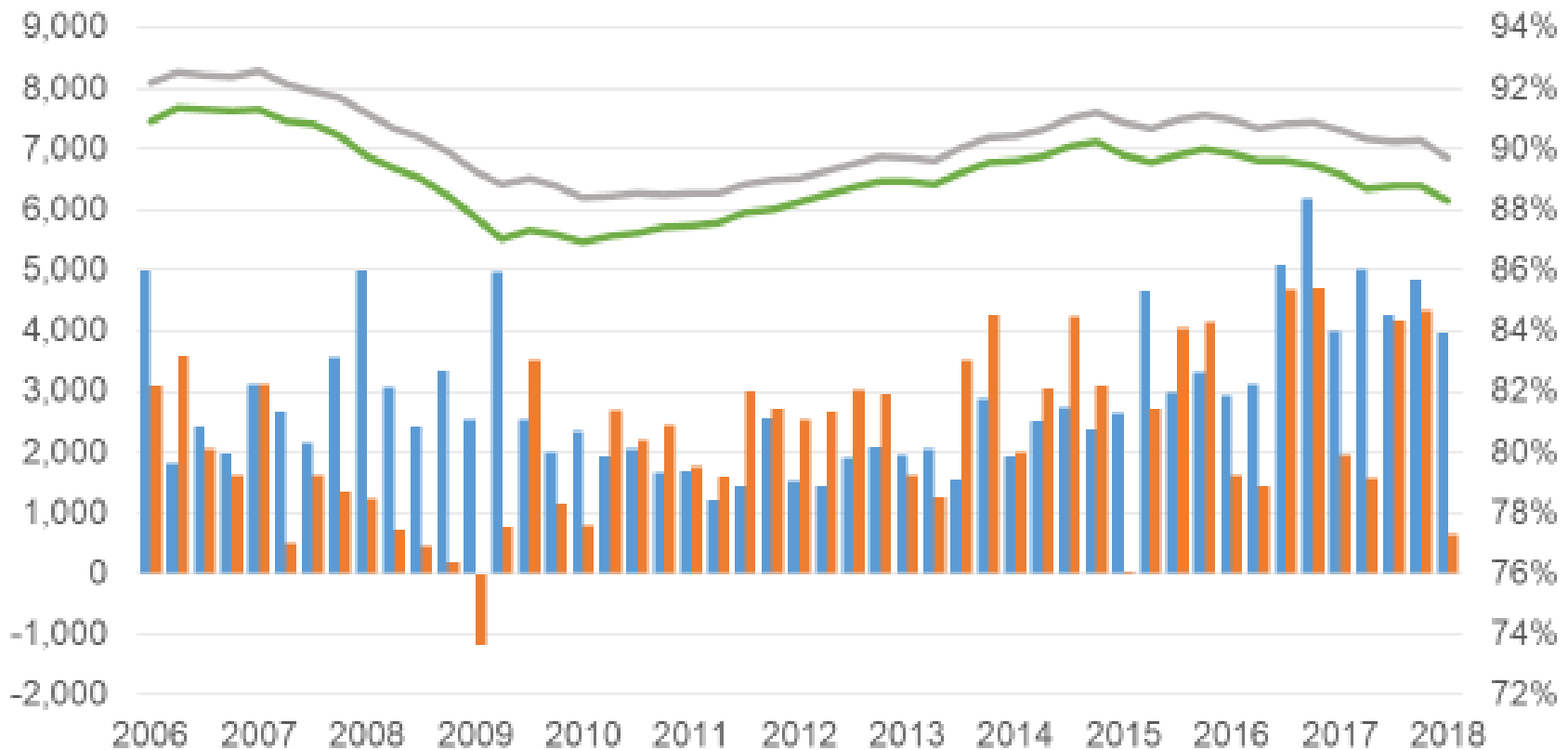
Seniors Housing Occupancy Down From Year-Earlier Levels

Demand for Seniors' Housing



Seniors Housing Fundamentals Primary Markets | 1Q06-1Q18

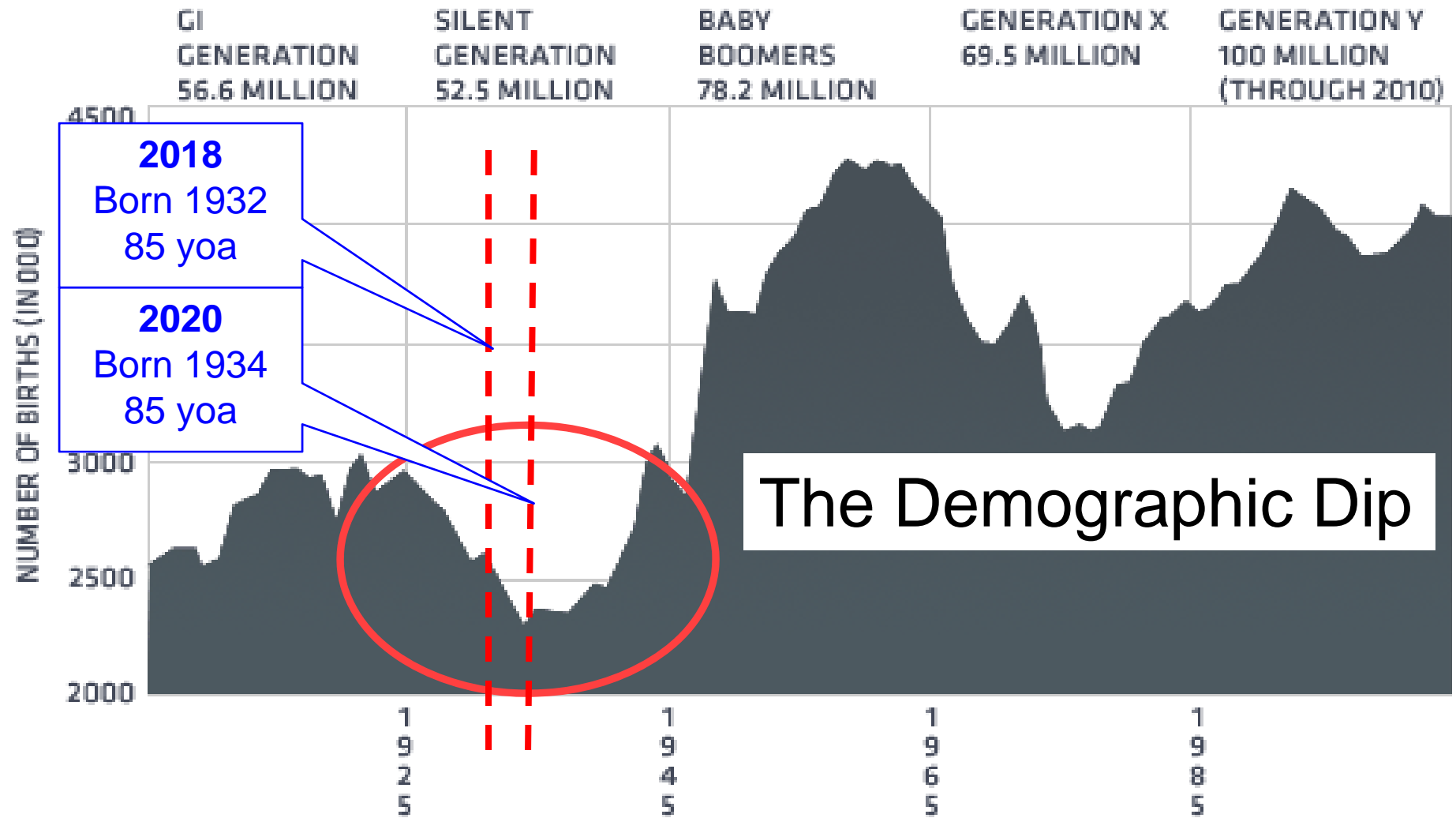
■ Inventory Growth ■ Absorption
— All Occupancy — Stabilized Occupancy



Source: NIC MAP® Data Service

U.S. BIRTHS 1905 - 2002

Demand Demography



G.I GENERATION: 1905-1924 56.6 MILLION
SILENT GENERATION: 1925-1944 52.5 MILLION
BABY BOOMERS: 1945-1964 78.2 MILLION
GENERATION X: 1965-1984 69.5 MILLION

Adams House

Fall River, MA 02720

Clark House Nursing Center at Fox Hill Village

Westwood, MA 02090

Excel Center for Nursing & Rehabilitation at Lexington

Lexington, MA 02420

Heritage Skilled Nursing and Rehabilitation

Lowell, MA 01854

Island Terrace Nursing Home

Lakeville, MA 02347

Kindred Transitional Care & Rehab - Avery

Needham, MA 02194

Kindred Transitional Care & Rehab - Harborlights

Boston, MA 02127

Kindred Transitional Care & Rehab - Highgate

Dedham, MA 02026

Kindred Transitional Care & Rehab - Tower Hill

Canton, MA 02021

TCU at Webster

Webster, MA 01570

Vibra Nursing and Rehabilitation Center of Western Massachuset

Springfield, MA 01109

Closures 2018