

# **DISCLOSURE STATEMENT**

MAY 30, 2019

WINDSOR POINT INCORPORATED

OPERATING AS

WINDSOR POINT CONTINUING CARE

RETIREMENT COMMUNITY

**In accordance with Chapter 58, Article 64 of the General Statutes of the State of North Carolina:**

- 1. This Disclosure Statement may be delivered until revised, but may not be delivered after October 26, 2020.**
- 2. Delivery of the Disclosure Statement to a contracting party before execution of a contract for continuing care is required.**
- 3. This Disclosure Statement has not been reviewed or approved by any government agency or representative to ensure accuracy or completeness of the information set out. (North Carolina statutes do not provide for such governmental approval.)**

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## **I. ORGANIZATION**

Windsor Point Incorporated was incorporated in the State of North Carolina on July 7, 1995, as a for-profit corporation located at 1221 Broad Street in Fuquay-Varina, NC. A local family involved in the long term care and housing industries for over 50 years developed the community. Windsor Point Incorporated ("Windsor Point ") was organized for the purpose of operating and managing Windsor Point Continuing Care Retirement Community (the "community") a full-service retirement facility designed to fulfill a perceived need for quality retirement living in southern Wake County.

Windsor Point has a Board of Directors that formulates and administers policy and oversees the operation and management of the community.

Windsor Point is privately funded. It has no formal affiliation with and receives no financial support from churches, civic groups or any other organizations. Windsor Point Incorporated assumes all financial and contractual liability.

## **II. FACILITY INTRODUCTION AND INFORMATION**

### **A. DESCRIPTION OF FACILITY AND ITS OPERATION**

Windsor Point is chartered as a for-profit corporation by the North Carolina Secretary of State and is a Sub-chapter "S" Corporation under the Internal Revenue Code. Windsor Point has received a Certificate of Need for nursing home beds with the North Carolina Department of Human Resources. Windsor Point works with the North Carolina Department of Insurance and is licensed to provide continuing care in North Carolina. Windsor Point operates in a manner that meets or exceeds the legislative and regulatory requirements of the Department of Health and Human Resources and the Department of Insurance.

### **B. PHYSICAL FACILITY OWNERS**

The land and buildings that comprise the community are leased by Windsor Point for five years, with two five year extension options, from Stan Johnson & Associates, LLC, a North Carolina Limited Liability Company whose principal office is at 1221 Broad Street, Fuquay-Varina, North Carolina.

Lease payments are set at \$206,043 a month. At this time the lease payments may escalate over the term of the lease in fixed increments of 1% annually. These payments may be reduced if both parties agree to ensure the financial stability of Windsor Point and if it does not cause financial instability to Stan Johnson & Associates, LLC.

## C. OFFICERS and DIRECTORS

Windsor Point is a for-profit corporation. The officers of Windsor Point have a financial interest in Windsor Point, so they constantly endeavor to maintain a viable retirement center that meets the needs of all the residents.

### President

Florence Johnson: 1221 Broad Street  
Fuquay-Varina, NC 27526

Mrs. Johnson is a co-developer of the community. Mrs. Johnson has worked with senior citizens and has been an administrator and owner of several homes for the aged and nursing homes since 1977. Her experience and background in social work bring a wealth of knowledge and ability in operations management, policy development, and operations evaluation. Mrs. Johnson owns 50% of Windsor Point Incorporated. Mrs. Johnson is currently employed by Windsor Point as Director of Operations.

Mrs. Johnson also owns 10% of Stan Johnson & Associates. Part of Phase II and III are financed by a loan from Windsor Point to Stan Johnson and Associates in the amount of \$2,571,960. This money is secured by a Promissory Note. The interest rate is a variable rate based on the monthly Federal applicable rate. The rate is reviewed and revised annually. The interest is payable monthly. As of June 2002, Stan Johnson & Associates LLC is paying \$40,000.00 a month to Windsor Point.

### Vice-President

Robert Evans: P. O. Box 1826  
Wake Forest, NC 27588

Mr. Evans is the owner of several retirement homes in North Carolina and currently works at Hillside Nursing Facility in Wake Forest. With his degree in Business Administration and Economics, he has provided Windsor Point with valuable assistance in developing sound business policies. Mr. Evans has always been devoted to the social, economic, and educational betterment of the elderly. He has continually promoted these goals during the development of the community. Mr. Evans owns 12% of Windsor Point Incorporated. Mr. Evans is not currently employed by Windsor Point and receives no compensation for his services.

Mr. Evans also owns 12% of Stan Johnson & Associates. Part of Phase II and III are financed by a loan from Windsor Point to Stan Johnson and Associates in the amount of \$2,571,960. This money is secured by a Promissory Note. The interest rate is a variable rate based on the monthly Federal applicable rate. The rate is reviewed and revised annually. The interest is

payable monthly. As of June 2002, Stan Johnson & Associates LLC is paying \$40,000.00 a month to Windsor Point.

### Treasurer

Sharon Jones:       1221 Broad Street  
Fuquay-Varina, NC 27526

In addition to being Treasurer of the corporation, Mrs. Jones plays an active role in the day to day management of Windsor Point as the Associate Director of Finance. She is a native of North Carolina and has lived in Fuquay-Varina since 1992. Her prior experience in the financial industry has truly been an asset to Windsor Point as she handles business situations concerning residents and employees, as well as Windsor Point in general.

### Secretary

Kisa Evans:         P. O. Box 1826  
Wake Forest, NC 27588

Mrs. Evans is a native of North Carolina who graduated from North Carolina State University with a major in Accounting and Business Management. Kisa is a Certified Public Accountant and currently lives in Wake County. She has been involved in the financial aspects of health care facilities since 1999 and is a co-owner of Bellarose Nursing Home in Garner, NC. Her active involvement in the day-to-day management of Hillside Nursing Home in Wake Forest, NC and Bellarose have given her valuable insight into the management of health care facilities.

### Directors

Jill Spivey:         1221 Broad Street  
Fuquay-Varina, NC 27526

Mrs. Spivey is a native of North Carolina who attended Meredith College and has lived in Fuquay-Varina since 1987. She has served as the executive director of the Fuquay-Varina Chamber of Commerce and later sold real estate in the area. Jill has also served in a variety of volunteer positions in both her church and the community in general. In 1998 she joined the Windsor Point staff as a Marketing Representative and was promoted to Marketing Director in early 2000. In 2004 Jill accepted the position of Executive Director and has served in that capacity since that time.

Riley Evans: 1442 Campbell Road  
Clarkton, NC 28433

Mr. Evans is currently extremely active in long term care and owns and manages several assisted living facilities throughout the state. In addition, Mr. Evans is also a licensed building contractor. He is married with four children and serves as a deacon in his church.

Mr. Evans also owns 5.5 % of Stan Johnson & Associates. Part of Phases II and III are financed by a loan from Windsor Point to Stan Johnson and Associates in the amount of \$2,571,960. This money is secured by a Promissory Note. The interest rate is a variable rate based on the monthly Federal applicable rate. The rate is reviewed and revised annually. The interest is payable monthly. As of June 2002, Stan Johnson & Associates LLC is paying \$40,000.00 a month to Windsor Point.

Except for those listed above, there is no professional service, firm, association, trust, partnership, or corporation in which the officers, directors or any person who will be managing the facility on a day to day basis who has, or which has in this person, a ten percent (10%) or greater interest, and which it is presently intended shall currently, or in the future, provide goods, leases, or services to the facility, or to residents of the facility, of an aggregate value of five hundred dollars (\$500.00) or more within any year. The only exception to this would be the lease by Stan Johnson and Associates to Windsor Point for the building and land.

#### **D. MANAGEMENT**

The community is operated by Windsor Point. Windsor Point has an Executive Director, Jill Spivey, who manages the day-to-day affairs of the community. Two Associate Directors have been appointed under the Executive Director to manage the Health Services Division and the Financial Division. There are also three other Directors who oversee Dietary Services, Marketing and Environmental Services.

Jill Spivey, who has been the Executive Director since 2004, joined the Windsor Point staff in September of 1998. She is a native of North Carolina who attended Meredith College and has lived in Fuquay-Varina since 1987. She has served as the executive director of the Fuquay-Varina Chamber of Commerce and later sold real estate in the area. Jill has also served in a variety of volunteer positions in both the community and her church. In 1998 she joined the Windsor Point staff as a Marketing Representative and was promoted to Marketing Director in early 2000. In June, 2003, Jill was named Associate Director of Marketing & Independent Relations. In this position, she was responsible for not only marketing, but also became an advocate for the community's independent residents. Jill is a strong leader with proven problem-solving abilities who has great affinity with our residents. Windsor Point is happy to have Jill on the management team.

Sharon Jones is the Associate Director of Finance. Sharon joined the Windsor Point staff in 1998 and is a native of North Carolina and has lived in Fuquay-Varina since 1992. Her prior experience in the financial industry has truly been an asset to Windsor Point as she handles business situations concerning residents and employees, as well as Windsor Point in general.

Amanda Green is the Associate Director of the Health Care Service Division and is a licensed nursing home administrator. Amanda joined the Windsor Point staff in January 2013 and brings with her over fifteen years of experience as a nursing home administrator. Prior to receiving her administrator's license, Amanda spent seven years as a social worker/admissions coordinator in a nursing home. Amanda is a graduate of East Carolina University and her attention to detail and compassion for the elderly are invaluable to the efficient operation and high standards maintained in our Kelly Health Care Center.

Profiles of other directors are available to the public through marketing.

## **E. RESIDENTS' ASSOCIATION**

Windsor Point has a residents' association that is independent of the management. All residents are eligible for membership. The Association elects officers and holds scheduled meetings. Members of the Association serve on various committees that address resident life. Windsor Point works closely with the members of the Association, its officers, and its committees to ensure that residents have a vehicle to voice concerns or support for policies of the community. The Marketing Director acts as the liaison between the residents' Association and Windsor Point.

A representative of Windsor Point meets with the residents of Windsor Point on a semi-annual basis. Industry trends, rate increases, financial, and all other pertinent information are discussed with the residents at this time.

## **F. CRIMINAL VIOLATION STATEMENT**

No officer, director, or senior staff member of the community has been convicted of a felony, pleaded no lo contendre to a felony charge, or been held liable or enjoined in a civil action by final judgment, where the felony or civil action involved fraud, embezzlement, fraudulent conversion, or misappropriation of property. No officer, director, or senior staff member of the community is subject to a currently effective injunctive or restrictive court order, or within the past five years has had any State or federal license or permit suspended or revoked as a result of an action brought by a governmental agency or department, where such order or action arose out of or related to business activity of health care, including actions affecting a license to operate a foster care facility, nursing home, retirement home, home for the aged, or facility subject to Article 64 or a similar law in another state. All staff working at Windsor Point goes through a criminal record check before employment.



## **G. LOCATION AND DESCRIPTION OF PHYSICAL PROPERTY**

The campus of Windsor Point is located at 1221 Broad Street in Fuquay-Varina, North Carolina. It is situated on 17 beautifully landscaped acres. The community is conveniently located within easy access of shopping centers, churches, and community and recreational facilities.

Fuquay-Varina is that rare town that can still brag of quaintness, quietness, friendliness, and security. The town has become renowned for its picturesque beauty and for the treasure hunting that takes place in local antique shops and specialty stores. However, located within minutes of Fuquay-Varina are: four major hospitals, four national universities, several small colleges, three major golf courses, several shopping malls, an international airport, dynamic communities, parks, and lakes, and other superb cultural and health care resources. Fuquay-Varina can truly boast of a growing, vital infrastructure.

## **H. FACILITY FEATURES**

The community consists of a central complex made up of independent living units, health care facilities, and common areas. One of the primary aspects of the campus is the Florence Thompson Community Center. Included in the Community Center is the Clyde Evans Social Hall for cultural events, community affairs, and entertainment. Other amenities include a convenience store, library, media center, access to WI-FI, arts and activities room, beauty and barbershop, multi-purpose auditorium, and dining room. Pharmacy services are available as well as check cashing and postal services in our business center. Located adjacent to the Community Center is the Kelly Health Facility, which includes on-site physical therapy and a clinic for minor treatments and assessments. The S. Ray Johnson Wellness Center includes an indoor pool, hot tub, fitness room and garden room for residents' relaxation and is available year round.

Windsor Point consists of 29 cottages, 72 two-bedroom/two-bath apartments, 40 one-bedroom and studio apartments, 40 Independent Plus apartments with limited supportive living services in our Regency Court, 45 nursing home beds, and 55 Assisted Living beds that include a 20 bed Alzheimer's unit in our Kelly Health Care Center.

The community is designed to promote active, independent retirement living while providing for residents' existing and future health and personal care needs. Windsor Point's on-site health center offers access to comprehensive, quality health care. The Kelly Health Facility provides short-term and continuing inpatient care for residents. Residents of the community also have access to: physical, speech, and occupational therapy, and dental, optical, and podiatry care. While residents generally have their own personal physicians, limited medical services are provided to independent living residents. High standards are maintained to ensure that residents receive services that are among the best in North Carolina.

## **I. ESTIMATED NUMBER OF RESIDENTS**

The COMMUNITY averages approximately 300 residents.

## **J. FULL DISCLOSURE PRACTICE**

Windsor Point discloses to residents of the community all policies and summary financial information related to the retirement center. This information is provided for residents' personal use only. A current Disclosure Statement is made available to all residents and prospective residents and is filed with the Department of Insurance annually or more often if material facts warrant. This Disclosure Statement is revised on an annual basis.

## **K. PROTECTIONS AGAINST CONFLICTS OF INTEREST**

Tipping and other forms of gratuities to staff of the community are strictly prohibited. However, if approved by the resident council, a gift fund may be set up for Christmas and other special occasions. This is strictly voluntary and money will be given through the council only.

Staff is prohibited from purchasing the property of residents directly from residents, unless approved by the Executive Director. While Windsor Point has a notary on staff, our employees are prohibited from witnessing resident documents. Windsor Point will not take on power of attorney for or guardianship of residents, although Windsor Point is authorized to take on this role if appointed by a court of proper jurisdiction. Windsor Point will help make arrangements for competent, unrelated third parties to provide assistance to or representation of residents in need when family members or other support persons are not available.

## **L. CONFIDENTIALITY**

Residents' records are made available to staff on a need-to-know basis only and in compliance with the new HIPAA regulations. Financial statements and medical records are kept in controlled areas. No resident records are made available to other residents or to the residents' Association, its officers, or its committees.

### III. POLICIES

#### A. ADMISSION

Windsor Point's Admission Committee reviews all applications from prospective residents prior to their admission. Residents must be at least 62 years of age at admission, except that a spouse may be no less than 55 years of age. In special circumstances and solely at the discretion of Windsor Point, an exception may be made to the age requirement. If a prospective resident is under the age of 62 and is accepted for occupancy, the Entrance Fee charged is adjusted on the following basis:

<u>Age</u>	<u>Percent Entrance Fee Increased</u>
62	0
61	1.0
60	2.1
59	3.2
58	4.3
57	5.4
56	6.5
55	7.6
54	8.7
53	9.8
52	10.9
51	12.0
50	13.1

Once a prospective resident has been approved by Windsor Point, the resident will select or be assigned an appropriate Living Unit and a 10% deposit will be required at that time. The Living Unit is specified in writing in the Resident's Agreement, which must be executed by the resident and a representative of Windsor Point. Prior to availability of the unit, Windsor Point will notify the resident and request final qualification information. The resident may choose to defer occupancy until a later date, but such deferral will forfeit the right to occupy the selected Living Unit. If the resident chooses to defer occupancy, the resident will remain on the priority waiting list until a comparable unit becomes available. If the resident chooses not to defer occupancy, the effective date of occupancy is the date when the Living Unit is available for the resident to move into. Until the date of occupancy, Windsor Point reserves the right to re-evaluate resident's admission qualifications and to withdraw its acceptance of the executed Resident's Agreement.

It is the objective of Windsor Point to create and maintain an interesting and stimulating environment through the admission of new residents. However, Windsor Point will in no case discriminate with regard to a prospective resident's race, religion, ethnic or national origin, or geographical location.

## **B. HEALTH CRITERIA**

**All prospective residents must meet Windsor Point's admission criteria and be approved by the Admission Committee.**

**1. Independent Living** - Prospective residents must be in reasonably good health, mobile, and able to care for themselves at the time of admission. Applicants must, at their own expense, have their physician perform a physical examination in order to complete Windsor Point's Medical Admission Reports within (45) days before the Date of Occupancy.

Prospective residents do not need to demonstrate a history free of diseases, surgery, or hospitalization. However, independent living excludes those persons who are dependently frail and those who require assistance on a continuing basis. Applicants requiring assistance are evaluated on an individual basis and must have made satisfactory arrangements that meet Windsor Point's approval and that will provide for their safety and well being prior to their admission. Applicants for independent living must be able to demonstrate clarity and alertness to their surroundings and must be able to conduct daily living activities without regular assistance. No resident will be accepted for independent living that has a history of wandering, unless they are accompanied by a spouse who is able to take care of them.

The Admission Committee is responsible for making the decision whether a prospective resident meets these criteria. The Committee may use any of a number of factors to make such a judgment, including physician reports or opinions, medical examinations and tests, and personal interviews. If a resident is admitted to a level of care that is inappropriate, then the resident will be required to move to an appropriate level of care to meet their health care needs.

**2. Independent Living – Royal Treatment** - For residents who are able to live independently, but would like additional services, Windsor Point offers the Royal Treatment. This service is available in designated sections of the Thompson Building for a specified monthly rate. Residents partaking of this service enjoy around-the-clock availability of a staff member. Royal Treatment residents are entitled to a continental breakfast, choice of lunch or dinner daily, escort service to meals and activities, medication reminders, help with laundry and a staff member available 24 hours a day, as well as all other services offered in independent living.

**3. Independent Plus Living Services** - In Regency Court, Windsor Point has forty apartments for individuals requiring prompting with daily living activities. Prospective residents interested in this level of care are required, at their own expense, to have their physician perform a physical examination before the Date of Occupancy. This is primarily a prompting unit, designed for residents who are not able to live entirely independently, but still maintain the ability to function well on their own. Independent Plus offers cable television, three meals daily, medication monitoring, laundry service, planned activities and outings, and around the

clock staff. Our staff also acts a liaison between the doctor and resident, scheduling appointments and providing transportation. Residents need to be able to take care of most of their personal needs at this level, like bathing, dressing, transferring, and eating. Residents also must be stable on all medications. Residents are regularly assessed to determine the appropriate level of care.

**4. Independent Plus – Care Plus** – In Regency Court, should continual help be needed in bathing or dressing, the resident may enroll in our Care Plus program. The service provided here is a temporary service for a specified monthly rate and should not be confused with assisted living services offered in Chelsea or Hayes Hall. We have four spaces available in this program at any given time. When enrolled in this program, a Windsor Point staff person will assist the resident with his or her bathing or dressing. If a resident becomes incontinent, has issues with transferring, mobility, feeding, or excess medication then they will be reassessed and transferred to a higher level of care. Final acceptance for enrollment in this program is made on an individual basis.

**5. Assisted Living Services** - In Chelsea and Hayes Halls we offer licensed Assisted Living which is located on the first floor of the main building and offers our residents private and semi-private rooms. Here we offer assistance with daily living activities. This includes assistance with dressing, bathing, eating, transferring, mobility, toileting, and personal grooming. In Chelsea and Hayes Halls, medication is kept in the medication room and administered by qualified staff unless the resident's physician has approved self-administration of medication for the resident. Meals are overseen by a registered dietician. Hayes Hall is our memory care unit and services there are individualized based upon each resident's specific needs. Cost of therapy, medication, ambulance transport, and personal supplies are the responsibility of the resident. Nursing care is not provided at this level. As with any of our Continuing Care residents, Assisted Living residents with continuing care contracts have the option to move throughout the community depending on their current health care status by following the guidelines set up in the disclosure statement and the continuing care contract.

**6. Skilled Nursing** - services are available in Devon Hall. This unit offers nursing care around the clock with licensed staff. Speech, physical and occupational therapy is available on site when prescribed by the resident's physician. Meals are overseen by a registered dietician, including special diets and snacks which are provided daily. Unless, approved by the resident's physician, all medication is kept locked in the medicine room and administered by certified staff. Room and board, cable TV, most scheduled transportation, activities, personal grooming, meals, snacks, and general nursing care are all covered in the daily rate. Costs of therapy, medication, ambulance transport, and personal supplies are the responsibility of the resident.

## **C. FINANCIAL AND INSURANCE CRITERIA**

Applicants are required to provide a comprehensive confidential financial statement including income, assets, and debts acceptable to Windsor Point demonstrating that the applicant has

sufficient financial resources. Verification of financial information by banks, trust officers, etc. is required. Windsor Point has a committee review all information and make a determination of financial eligibility. However, it is the responsibility of every resident to seek financial advice on their ability to meet future costs and identify any personal financial risks, if any. In no way is Windsor Point financially liable for debts incurred by residents due to lack of funds.

A prospective resident must be enrolled in, or apply for and secure, the Hospital Insurance Benefits Program under Part A of Public Law 89-67 (Medicare) or an equivalent program. The resident must also secure and pay the premium for the Medicare Supplementary Medical Insurance Benefits Program under Part B of Public Law 89-67 and/or any other public hospital or medical insurance benefits program which may be enacted as a successor or supplement to Medicare. In addition, it is recommended that the resident maintain supplemental private health insurance.

None of the above insurance programs, however, takes into account the costs incurred for long term care. For this reason, it is recommended that all residents apply for long-term care insurance. Windsor Point may assist residents in applying for this insurance. When residents utilize long-term care insurance, it is the resident's responsibility to file for reimbursement payments from their insurance company.

If a prospective resident is not eligible for Medicare coverage or Long Term Care Insurance, the resident should apply for and maintain similar private health insurance coverage which is acceptable to Windsor Point. Windsor Point provides alternative long term care insurance carriers if needed.

The resident must authorize, as necessary, any provider of health care services, including Windsor Point, to receive reimbursement under the insurance required by Windsor Point. The resident must assign any benefits accruing to the resident under the insurance to the appropriate provider of health care services. If the resident is entitled to medical care by a government agency, the resident must make application for such care or payment. The resident must also grant and deliver to Windsor Point a limited Power of Attorney for the purpose of permitting and instructing Windsor Point to act as the resident's agent or attorney-in-fact in all matters relating to the above insurance benefits.

Any insurance benefits paid from Federal, State, or other sources will, (as between Windsor Point and the resident), be paid or credited first against any payment made by Windsor Point for such services, for whatever reason; next against any charge due from the resident in respect to the covered health care services; next, against any payment made by the resident for the health care services involved.

Residents are required to authorize Windsor Point to release medical records for insurance purposes. HIPAA regulations will be followed. Residents must also provide Windsor Point proof of appropriate insurance coverage at all times. Windsor Point is in no way responsible for any medical costs or monthly fees if insurance or Medicare refuses to pay for any reason.

Windsor Point does accept insurance payments; however payment is the responsibility of each resident and is due on the first of each month regardless of when insurance reimbursements are received. Any overpayment of insurance will be credited to the resident's account. Any lapse in insurance or failure to obtain insurance is not the responsibility of Windsor Point. The resident will be responsible for all charges incurred. Windsor Point may, from time to time, request updated financial statements and verification of financial status. It is the resident's responsibility to check with Windsor Point to make sure that the insurance they carry is accepted by Windsor Point. At this time Windsor Point does not accept any HMOs.

#### **D. RESIDENT DISCLOSURE REQUIREMENTS**

All residents must reveal their complete financial position to Windsor Point during the application process. Windsor Point is not responsible for the financial support of or the cost of care for residents. Transfer of assets or monies that adversely affect the resident's financial welfare, or incomplete, false, or misleading financial disclosures are grounds for termination of the Resident's Agreement, regardless of whether a resident has paid the Entrance Fee or any Monthly Service Fees which are due. **Any substantial change in financial status should be disclosed promptly.**

#### **E. CHANGE IN HEALTH STATUS**

It is the responsibility of the resident or resident's responsible party to disclose any change in health status or any occurrences that would directly affect the welfare and care of the resident. Windsor Point assumes no responsibility for undisclosed health issues. Failure to disclose health changes may require the resident to leave Windsor Point.

While the change in health status may be cause for automatic cancellation of the original resident's agreement, Windsor Point may allow such a resident to enter directly into the Kelly Health Facility if a new resident's agreement is executed and the appropriate entrance fee is paid.

#### **F. CANCELLATION OR TERMINATION**

##### **1. Prior to Occupancy – Terms for Automatic Cancellation**

The Resident's Agreement may be automatically terminated prior to occupancy if any of the following events, as listed, occur.

1. A health reversal which would make the Resident ineligible, in the opinion of Windsor Point, to occupy the designated unit. While the change in health status may be cause for automatic cancellation of the original resident's agreement, Windsor Point may allow such a resident to enter directly into the Kelly Health Facility if a new resident's agreement is executed and the appropriate entrance fee is paid.

For married prospective residents requesting dual occupancy, if the medical condition of one spouse changes prior to the date of occupancy, that spouse may be admitted directly into the Kelly Health Facility, pending approval of Windsor Point's Medical Director.

However, the remaining spouse must move into an Independent Living Unit, Independent Plus Unit or an Assisted Living Unit.

2. This Agreement will be automatically terminated upon the death of any resident, except that in the event of dual occupancy of the Living Unit, this Agreement shall continue in effect until the death or withdrawal from Windsor Point of the second resident.

3. Windsor Point may cancel, by written notice, any executed Resident's Agreement within thirty (30) days of the execution of the Agreement if, within the judgment of Windsor Point, the resident's physical or emotional condition will not permit adaptation to the Community. If cancellation does occur, any upgrades, customization, and any decorative items that have to be replaced in order to sell the unit will be charged to the resident. This includes carpet cleaning, painting, etc.

In the event of any of the above reasons for an automatic cancellation of the contract prior to taking residency at Windsor Point, all deposits held by Windsor Point will be returned within thirty (30) days of the cancellation, less a service charge not to exceed the greater of one thousand dollars (1,000.00) or two percent (2%) of the entrance fee plus any customization as explained below.

## **2. Prior to Occupancy – Other**

The party contracting with the provider may rescind the contract within 30 days following the later of the execution of the contract or the receipt of a disclosure statement. The resident is then entitled to a full refund of any Deposit or Entrance Fee paid to Windsor Point less a service charge not to exceed the greater of one thousand dollars (1,000) or two percent (2%) of the entrance fee. If cancellation does occur, any upgrades, customization, and any decorative items that have to be replaced in order to sell the unit will be charged to the resident. This includes carpet cleaning, painting, etc. If the resident cancels the contract after the thirty (30) day period, the refund may be delayed until a replacement resident is obtained for the unit.

The resident to whom the contract pertains is not required to move into the facility before the expiration of the 30 day period. All Independent residents are encouraged to take occupancy of a unit no later than thirty (30) days after signing the resident Agreement. However, no unit will be held more than 45 days after signing the resident Agreement. After 45 days, the balance of the entrance fee is due and monthly fees will be assessed. (Independent Plus residents or Health Care residents are required to move in within 31 days of signing the Resident Agreement).



### **3. After Taking Occupancy –**

**Date of Occupancy is defined as the date monthly fees are assessed and entrance fees begin to be amortized whether or not the resident has moved into the unit.**

Windsor Point may cancel, by written notice, any executed Resident's Agreement within thirty (30) days of the execution of the Agreement if, within the judgment of Windsor Point, the resident's physical or emotional condition will not permit adaptation to the Community. If cancellation does occur, any upgrades, customization, and any decorative items that have to be replaced in order to sell the unit will be charged to the resident. This includes carpet cleaning, painting, etc.

The resident may terminate this Agreement upon giving Windsor Point thirty days advance notice in writing. The notice requirement shall be waived, however, during the sixty (60) day Trial Period described below in Section H. Upon termination, the resident may be due a refund under the provisions set forth in Section VI-G.

Windsor Point may terminate any Resident's Agreement if the resident: fails to pay the Monthly Service Fee or other proper charges; fails to maintain insurance coverage required by Windsor Point; fails to provide Medicare, other insurance, or personal reimbursement that is owed to Windsor Point or other health care providers; fails to follow standard policies of Windsor Point; engages in activities or conduct which cause harm to occupants of Windsor Point; or, provides incomplete, false, or misleading financial, medical, or other information during or subsequent to the application process.

Windsor Point will give the resident 30 days to find alternative living arrangements and to withdraw from Windsor Point, unless Windsor Point determines that circumstances require a more immediate withdrawal. No matter the circumstance, no refund is given to a resident until Windsor Point receives an Entrance Fee from a replacement resident that is acceptable to Windsor Point. If the resident chooses to leave before the end of this thirty day period, the resident will be charged for these days or this amount will be deducted from their refund.

Residents may also terminate the Resident's Agreement after the Trial Period by giving Windsor Point thirty (30) days advance notice in writing. If the resident chooses to leave before the end of this thirty day period, the resident will be charged for this time or this amount will be deducted from the refund. Upon termination, if the resident is due a refund, the refund is given 30 days after receipt of an Entrance Fee from a replacement resident acceptable to Windsor Point. This refund is based on resale of the original unit the resident occupied at Windsor Point. If termination does occur, any upgrades, customization, and any decorative items that have to be replaced in order to sell the unit will be charged to the resident, including carpet cleaning, painting, etc. For additional information on refunds after a resident has taken occupancy, please refer to Section VI-G.

**Monthly Service Fees paid to Windsor Point are not refundable to the resident in part or in full after occupancy by resident except in Kelly Health Care.**

Upon termination, the resident is required to vacate the Living Unit and leave it in good condition, except for reasonable wear and tear. The resident is liable to Windsor Point for all costs incurred in restoring the Living Unit to good condition. **The termination date for computing any refund or any outstanding payments due or accrued is the date the resident's Living Unit is actually vacated and accepted by Windsor Point.**

No refund is made by Windsor Point to any resident until all fees and charges for which the resident is responsible have been paid. Windsor Point is authorized to apply the refund against any such fees and charges. Upon payment of the refund to the resident, less any deductions for outstanding fees or charges Windsor Point will have no further obligation to the resident or the resident's heirs, executors, administrators, or assigns.

**Any refund of entrance or monthly fees will be made payable to either the resident, the resident's estate, or the clerk of court unless a court order indicates otherwise.** Any legal costs incurred by Windsor Point in order for a resident to receive a refund will be deducted from that refund or billed to the resident or the resident's responsible party.

No refund is given to a resident until Windsor Point receives an Entrance Fee from a replacement resident that is acceptable to Windsor Point.

## **G. TERMINATION BY ONE RESIDENT**

If any two residents enter into the Resident's Agreement jointly and one resident later decides to terminate the Agreement, any refund due to the terminating resident is paid only upon the receipt of a replacement resident acceptable to Windsor Point. This refund is based on resale of the original unit the resident occupied at Windsor Point.

## **H. TRIAL PERIOD**

Residents who pay an Entrance Fee have 60 days of occupancy as a Trial Period. If the resident withdraws from Windsor Point within the Trial Period, the resident is guaranteed a full refund of the Entrance Fee less any outstanding charges due Windsor Point and the amount necessary to restore the Living Unit to a condition acceptable for reoccupation of the unit, plus a service charge not to exceed the greater of one thousand dollars (\$1,000.00) or two percent (2%) of the entrance fee. This will include any customization or decorative items like wallpaper that has to be replaced in order to resell the unit or carpet cleaning or replacement, or painting. Refunds are payable to the resident 30 days after receipt of an Entrance Fee from a replacement resident acceptable to Windsor Point. This refund is based on resale of the original unit the resident occupied at Windsor Point.

**Monthly Service Fees paid to Windsor Point during the Trial Period are not refundable to the resident in part or in full after occupancy by resident except in Kelly Health Care.**

## **I. MOVES WITHIN THE FACILITY**

Windsor Point can require a resident to move from an Independent Living Unit to an Independent Plus Unit or the Kelly Health Facility, if Windsor Point determines that the resident's physical or mental condition precludes them from living independently. The decision to transfer any resident is preceded, where possible and practical, by consultation with the resident, the resident's family, or a party responsible for the resident. However, Windsor Point reserves the exclusive right to make the final decision for all residents. A transfer will not affect the Resident's Agreement executed by the resident, except as it refers to the specific Living Unit assigned to the resident. If the resident has to move from one level to the next within one year then the resident will be responsible for the cost of bringing the unit up to a condition to resell.

Any resident may be moved to an accommodation outside of the community if the resident needs care that is beyond the scope of the community and its personnel. One example would be an extended hospitalization for an acute illness. Another example would be institutionalization for mental illness or a contagious or dangerous disease.

For the duration of the resident's stay outside of the community, the resident is responsible for paying the Monthly Service Fee. Should the move become a permanent one, the Resident's Agreement is terminated and the resident will no longer be responsible for paying the Monthly Service Fee. Any refund due to the resident is returned in accordance with the guidelines set forth above.

Windsor Point reserves the right to change the Living Unit of any resident to meet the requirements of any law or to meet the regulations of the Fire Department, Department of Public Health, the Division of Facility Services, or any other duly constituted authority or agency.

If a resident relocates to an Independent Plus Unit or the Kelly Health Care Center, the resident is responsible for the Monthly Service Fee of the Living Unit with the higher Monthly Service Fee. If the Living Unit that is being vacated is not released to Windsor Point within ten (10) days after the transfer, the resident is responsible for the Monthly Service Fee of both Living Units until the vacated Living Unit is released by the resident to Windsor Point and accepted by Windsor Point for re-occupation.

If any resident relocates to another Living Unit within the same level, the resident is responsible for the Monthly Service Fee of the new Living Unit from the date the new Living Unit is ready for occupancy. The resident is also responsible for the Monthly Service Fee of the Living Unit being vacated until the Living Unit is released by the resident to Windsor Point

and accepted by Windsor Point for reoccupation. In addition, the resident is also responsible for the cost of the move and any cost of bringing the unit being vacated up to resale condition.

If any resident accepts an interim Living Unit with the approval of Windsor Point and plans to relocate to a selected Living Unit when it becomes available, the resident will pay the Monthly Service Fee for the interim Living Unit until it is released and accepted by Windsor Point. At that point, the resident will begin paying the Monthly Service fee for the newly available Living Unit. In addition, unless otherwise agreed upon by Windsor Point, the resident will be responsible for all moving costs.

During any move within the community, if relocation exceeds ten days, the resident shall be responsible for the Monthly Service Fees of both Living Units beginning on the eleventh day. Any adjustment to the Monthly Service Fee is made when the resident accepts the new Living Unit in writing. If the Entrance Fee for the new Living Unit is higher than the Entrance Fee for the Living Unit being vacated, the resident must pay the difference between the two Entrance Fees. However, if the Entrance Fee for the new Living Unit is the same or less than the Entrance Fee for the Living Unit being vacated, then no refund of the difference is made to the resident.

## **J. MARRIAGES AND SECOND OCCUPANTS**

If a resident is the sole occupant of a Living Unit and wishes to invite another resident of the community to share the Living Unit, the dual occupancy must be approved by Windsor Point. If approval is given, there is no adjustment of the Entrance Fees paid by either party. However, the Monthly Service Fee will convert to the dual occupancy rate for the shared Living Unit.

If a resident is the sole occupant of a Living Unit and wishes to invite a non-resident to share the Living Unit, the prospective resident is required to undergo the standard application process and to execute a Resident's Agreement. If approved by Windsor Point, the new resident must pay one-half of the published occupancy Entrance Fee for that Living Unit. The Monthly Service Fee for the shared Living Unit will convert to the dual occupancy rate. The above policy includes residents who marry non-residents of the community. If the prospective resident does not meet all of Windsor Point's Admission Criteria, Windsor Point may grant admission subject to limited financial and service responsibilities on the part of Windsor Point; or the resident may choose to leave Windsor Point at which time a refund will be given when the vacated unit as been resold.

## **K. INABILITY TO PAY**

If a resident fails to pay the Monthly Service Fee after notice of delinquency has been given and satisfactory payment has not been made, Windsor Point reserves the right to terminate

the Resident's Agreement. Any refund due to the resident is returned in accordance with the guidelines set forth in the resident's Contract.

## **L. SUBSIDY BY WINDSOR POINT**

If a resident is unable to continue to pay a part or all of a Monthly Service Fee, Windsor Point at its sole discretion may subsidize the resident's Monthly Service Fee in part or in whole. Of course, Windsor Point will only consider subsidy where it poses no financial risk to Windsor Point or to the community.

Should Windsor Point subsidize a resident's Monthly Service Fee or any other cost for services or care which Windsor Point is not obliged to pay on behalf of the resident: then the aggregate amount of subsidy furnished by Windsor Point to the resident will become a debt of the resident and is payable by the resident or the resident's estate. No interest is added to this debt.

Windsor Point may from time to time request financial statements from any resident whose monthly service fee is subsidized by Windsor Point.

If a resident's sources of income fail to meet financial obligations, the resident is expected to make every effort to obtain assistance from family or other available means, to the extent that the resident is eligible to receive such assistance. When no other financial assistance is available the resident Agreement may be terminated.

## **M. WINDSOR FOUNDATION**

The Windsor Foundation is a non-profit foundation that is overseen by Florence Johnson, Jill Spivey - Windsor Point's Executive Director, and the current president of the Windsor Point Resident's Association. The purpose of the Windsor Foundation is to promote the physical, economic and social well-being of the residents of Windsor Point as well as to be an outlet for memorial gifts. From time to time residents or residents' families may make non-taxable donations to the Foundation. These donations may be used, upon the approval of the directors, to subsidize a resident's stay here at Windsor Point.

## **IV. SERVICES**

In exchange for the Monthly Service Fee, Windsor Point will provide a resident with certain specified services. Additional services not covered by the Monthly Service Fee will require separate payment by the resident. Both types of services are described below:

1. **Meals:** The Monthly Service Fee covers 365 meals a year per resident in the Independent Living Units. Independent residents are required to use one fourth of these meals per quarter. Any meals not used during a quarter will be forfeited. Up to six carry-over meal

credits a month may be used for family or friends or other residents. Guest meal credits must be carried over from meals missed in the previous months.

For residents of Regency Court Independent Plus and the Kelly Health Facility, three meals per day will be provided in their designated dining rooms. A continental breakfast is also included for independent residents in Royal Treatment. No meal credits will be issued to the residents of Regency Court or Kelly Health Care.

Windsor Point makes additional meals available to the Independent Living Unit residents at published charges. In Kelly Health Care when a physician prescribes special diets, they are made available to the resident at no extra charge. Dietary supplements, such as Ensure, Sustacal, etc. are considered treatment and charged accordingly.

Meals may be delivered to Independent Living Units on a short-term basis, subject to approval from Windsor Point. Otherwise, there is a small charge for meal delivery to Independent Living Units. All residents are encouraged to eat in the main dining room where wait staff is available for residents who need assistance. Menu Service is available at most meals.

Guests are welcome at all meals except certain holiday dinners and special functions which require reservations and are for Windsor Point residents only. There is an additional charge for guest meals. A catering service is available to residents at cost and private dining is available by appointment with a special charge for wait staff and clean-up.

At least two entrees are available at each meal. Variety is a major consideration in menu design so that a wide range of personal tastes can be accommodated. Also, resident input is requested so that meals reflect the preferences of members of the community.

Windsor Point utilizes the services of a Registered Dietitian so those nutrition programs can be offered to residents and so that therapeutic diets for residents of the Kelly Health Facility can be prepared.

Reservations for guests are required twenty-four hours in advance. Policies for Regency Court and Kelly Health Care residents eating in the independent dining room are available from the marketing department.

2. **Utilities:** The Monthly Service Fee includes the cost of electricity, water, and sewer service, light, heat, and air conditioning. However, each resident is responsible for the cost of telephone and cable services. In Regency Court and Kelly Health Care Center basic cable is included in monthly fees.
3. **Furnishings:** Windsor Point provides carpeting, blinds, range, refrigerator, oven, microwave, and dishwasher for each Independent Living Unit, as specified in published literature. Washers and dryers are available in most units. Light bulbs are supplied and

changed in all outside fixtures by Windsor Point Staff. If requested by resident, light bulbs in Independent units are changed by maintenance staff and are available at cost. All other Living Unit furnishings and furniture are provided by the resident.

Rooms in the Kelly Health Facility are furnished with all appropriate items. A resident may choose to substitute personal furnishings, subject to approval by Windsor Point.

- 4. Security, Fire, and Emergency Services:** Windsor Point provides 24-hour security services for the living areas and grounds of the community. Personnel are available to respond to emergency calls at all times. They patrol the grounds and check unfamiliar vehicles or pedestrians. The staff is also linked by radio to the nursing station located within the Kelly Health Facility. Finally, security staff and key personnel have passkeys that allow entry into all Living Units for emergency purposes. A daily check system is implemented to ensure the health and welfare of all residents.

Each Independent Living Unit and all areas of the Kelly Health Facility are equipped with smoke alarms and emergency call systems. Also, all public areas have a smoke detector and are connected to a central panel monitored by staff of the community. Fire extinguishers are located in all public areas, and fire drills are conducted routinely in the Kelly Health Facility.

An emergency generator system is used to provide back-up power to the Kelly Health Facility and to selected kitchen equipment so that there can be limited service during a power outage.

- 5. Housekeeping:** All residents are expected to maintain the Living Units in a clean, sanitary, and orderly condition. However, several routine housekeeping services are included in the Monthly Service Fee, specifically vacuuming, dusting, and cleaning of units once per week. Time spent on each Living Unit will vary with the size of the Living Unit. Windsor Point determines time spent. Additional housekeeping services may be purchased at published rates, subject to approval of Windsor Point.

In our Regency Court Units, housekeeping services are provided on a weekly basis and for incidentals as needed. Housekeeping services are provided daily in the Kelly Health Facility for no additional charge.

Windsor Point provides pest control in our facility on a quarterly basis at no extra charge to the resident. If additional treatment is required, residents may be responsible for the cost, depending upon the circumstances.

- 6. Laundry:** The Monthly Service Fee includes the weekly changing of resident's bed linens, if desired by a resident. Windsor Point can make arrangements for a resident's personal laundry or dry cleaning for an additional charge. However, personal laundry (but not dry

cleaning) is provided at no cost to residents of the Kelly Health Facility. Laundry for Regency Court is picked up and returned once a week.

7. **Maintenance:** Windsor Point maintains and repairs the community's property and equipment in the Living Units and the common facilities at no extra charge to the resident unless repairs are necessitated due to the actions of the resident or persons under the resident's charge. Work orders will be scheduled according to their priority.

Windsor Point will periodically redecorate Living Units and common areas when deemed necessary by Windsor Point. Any other redecoration scheduled by the resident will require management approval and be at the resident's expense. Handyman services may be purchased through the management staff. Repairs, maintenance, and replacement of resident's own property will be the responsibility of the resident. Light bulbs will be replaced by maintenance. Bulbs are available at cost for the cottages and apartments.

Any structural or physical change of any kind such as painting, wallpapering or replacement of floor treatments or appliances within the living accommodations will be made only after approval by management. The resident is responsible for the cost of any changes made for aesthetic reasons and is required to use contractors approved or provided by Windsor Point.

All items, except pictures attached to walls, will remain. The cost of any change requested by the resident will be borne by the resident unless otherwise agreed to in writing. The value of any such improvements will not be considered when computing a refund formula and the Corporation will have vested ownership in such improvements.

If a resident smokes in his/her apartment or cottage, their unit must be environmentally cleaned on a quarterly basis (or more often, if deemed necessary by Windsor Point management) to remove the scent of smoke from the air. The cost of this cleaning will be paid for by the resident.

8. **Trash Removal:** Windsor Point removes trash from designated trash collection areas located throughout the community. Collection times and places will be given to each resident upon entrance into the community. All independent living residents are responsible for transporting personal refuse to the designated collection areas. Recycling is the responsibility of each resident who wants to participate and bins for recycling are available on the property.

In Regency Court and Kelly Health Care, trash is picked up as needed. Recycling is the responsibility of each resident who wants to participate and bins for recycling are available on the property.

9. **Grounds:** The Monthly Service Fee includes the basic maintenance of all outdoor spaces, and the provision of attractive landscaping for the grounds of the community. A resident may purchase additional landscaping services from Windsor Point. Personal planting of



flowers, trees, or shrubs must be approved by Windsor Point, is at the resident's own expense, and must be maintained by the resident.

10. **Storage:** Limited, separate, locked storage space is assigned to specific units for residents residing in the main building. Enclosed storage is connected to each Living unit in the freestanding apartment buildings.
11. **Parking:** Each Living Unit will be provided with one parking space at no extra charge. Due to limited space, no RVs, boats, trailers, or abandoned vehicles can be stored on the grounds.
12. **Scheduled Transportation:** The community provides **scheduled** transportation to shopping areas at no extra charge. Most transportation for activities scheduled by Windsor Point is at no additional expense. Pre-scheduled transportation to medical appointments within a fifteen-mile radius is also provided for residents on a weekly basis. Pre-scheduled transportation for doctor appointments outside this fifteen-mile area is provided twice a month. Every effort is made to accommodate specific times, however, it may be necessary to re-schedule some appointments to a time or date when transportation is available. There may also be a fee for mileage outside a 15 mile radius or excessive medical appointments.

Residents who organize special activities or who require transportation at unscheduled times may be required to pay an extra fee. There may be a nominal fee for residents that have continual medical appointments. (Ex. Dialysis three times a week)

Many residents use Windsor Point transportation. This means, at times, residents have to wait to be picked up at appointments. Every effort is made to provide timely and efficient transportation to all our residents. **All transportation provided by Windsor Point must be scheduled in advance through the transportation director.** All residents must sign a transportation waiver in order to take advantage of this service.

Transportation to appointments for services (such as therapy) already offered at Windsor Point will be provided according to availability on the transportation schedule and will incur a nominal charge per trip.

Windsor Point offers an accompaniment service for residents who have medical appointments outside of the community and who need assistance. The service is available by appointment only, and there is a nominal charge per trip. The cost of any transportation by ambulance or other transportation service is the responsibility of the resident.

13. **Community Facilities:** The community offers numerous common areas for use by residents. These include a multi-purpose auditorium, a large dining room, lounges throughout the complex, library, activity rooms, lobby areas, a business center, a pharmacy, a convenience store, a wellness center with indoor pool and exercise room, and a beauty and barber shop. All of these facilities are available to residents at no extra charge, except for special dining

arrangements or special group activities or services provided. Some charges may be necessary for the use of supplies in arts and crafts areas and for store purchases. Such charges are published in Windsor Point literature.

14. **Community Activities:** The community provides programs and opportunities designed to meet the physical, social, and psychological needs of residents. Most of these activities are free to those who wish to participate. However, special trips or cultural events may require a charge to the resident.
15. **Pets:** Residents are allowed to keep pets that are appropriate in size, subject to prior approval by Windsor Point. Residents must abide by administrative rules regarding pets and must have a signed, written plan for disposition of the pet if the resident becomes unable to care for the animal. At a minimum, residents are required to maintain necessary vaccinations as required by law; to keep pets on a leash at all times when on public grounds; to clean up after pets; and, to pay for any damage caused by pets to property of the community. Windsor Point reserves the right to deny any pets, if it is determined that the resident can no longer care for the pet or if the pet presents a problem to the community. An extensive pet policy is executed upon entrance to Windsor Point.
16. **Deliveries:** Residents may arrange for newspaper and magazine deliveries or may utilize services such as UPS or Federal Express at their own expense.
17. **Information Resources:** Residents are informed of events in the community through a variety of sources. There are bulletin boards, bulletins, activity calendars, and newspapers placed throughout the complex. The Resident's Association will also be kept informed of current and future events.
18. **Insurance:** Windsor Point maintains insurance coverage for the community's facilities and equipment. Residents need to maintain insurance coverage for personal property. Policies are readily available and are similar to policies issued to renters.
19. **Mail:** Each resident in independent apartments is assigned an individual, locked postal box. Cottages have mailboxes outside the cottage. Items too large to be placed in the mailbox may be picked up at the receptionist's desk. Mail for residents of Regency Court and the Kelly Health Facility is handled through a central mail receptacle; such mail is picked up and distributed on a daily basis to each room.
20. **Alcoholic Beverages:** Independent Residents are allowed to consume alcoholic beverages in their units and in designated areas at designated times. It is resident's responsibility to limit their usage of alcohol so they will not be impaired. It is also the resident's responsibility to confer with their doctor to ensure that their prescribed medicines do not have an adverse reaction to the consumption of alcohol. It is the resident's responsibility to ask for help if he/she inadvertently drinks too much. Residents are responsible for any destruction to property or injury to themselves or others due to alcohol use. Windsor Point reserves the

right to limit alcohol use if it determines there is a problem with a resident's alcohol consumption.

Residents may be asked to sign a waiver if they choose to consume alcohol.

21. **Drugs:** Prescription and non-prescription drug costs are the responsibility of each resident. All residents except those in the Kelly Health Facility may purchase prescription drugs from whatever source they choose. In Regency Court and the Kelly Health Facility, medication is usually purchased from the Windsor Point Pharmacy, a private pharmacy on the facility premises. If residents choose to use another Pharmacy, while in Regency Court or the Health Care Facility, the resident's family will be responsible for obtaining refills. Refills should be provided in time to ensure the resident has the needed medication. If it becomes necessary for Windsor Point to provide medication for residents, the resident will be responsible for these charges.

22. **Keys:** Upon taking occupancy at Windsor Point all residents are given keys to their apartment or cottage as well as their storage unit. Upon vacating this unit, all keys must be returned to a member of Windsor Point management staff. If the resident is changing units on Windsor Point property, keys will be given for the resident's new unit. Monthly will be adjusted to that of the new unit only when keys to the resident's old unit have been returned to Windsor Point management.

There will be a \$5.00 charge for replacement keys and a \$150 charge for rekeying locks to apartments or cottages.

23. **Royal Treatment** Royal Treatment is available on certain floors of the Thompson Building for a specified monthly rate published in this Disclosure Statement. Residents partaking of this service will be entitled to a continental breakfast and a choice of lunch or dinner daily, escort service to meals and activities, medication reminders, help with laundry and a staff member available by cell phone 24 hours a day as well as all other services offered in independent living.

24. **Health Care Services:** Services provided by Windsor Point which are included in the base fee for Health Care Residents are: living accommodations, three meals daily plus snacks, basic nursing care, activities, housekeeping, scheduled transportation and all utilities except for telephone service.

25. **Health Care Services Available at Extra Charge:** Services that are not covered by Windsor Point for Health Care Residents are: physicians, therapy, ambulance transportation, medical/surgical specialists and practitioners, hospital costs, all drugs and special treatments, wheelchairs, hair salon services and basic supplies.

## **V. KELLY HEALTH CARE FACILITY**

WINDSOR POINT has received a Certificate of Need from the North Carolina Department of Human Resources. The Certificate of Need provides the authorization for license of the 45 skilled nursing beds and 55 Assisted Living beds. These beds, along with a clinic and support spaces, are housed in the Kelly Health Facility. In addition to the continuing care contract, the Kelly Health Care Facility is governed by the guidelines of the Division of Facility Services. The skilled nursing unit is Medicare certified. If a resident moves directly into an Assisted Living bed in the Kelly Health Care Facility, there will be an entrance fee as disclosed on page 37.

This disclosure statement applies to all residents of Windsor Point since the entrance fee entitles them to continuing care at Windsor Point – or lifetime rights to the community. In addition, residents moving into the Kelly Health Care Center will sign a separate contract outlining services and regulations pertaining to the Health Care Center. They have access to other levels of lodging and care and are given priority to independent units not pre-sold.

### **A. HEALTH CARE SERVICES IN THE FACILITY**

The Kelly Health Facility consists of forty-five (45) skilled nursing beds, and fifty-five (55) Assisted Living beds that include a twenty (20) bed Alzheimer's unit. Admission into the Kelly Health Facility by continuing care residents requires appropriate medical forms to be filled out by the residents' doctor and must be approved by Windsor Point. However, a physician may admit a resident for up to seventy-two (72) hours of temporary inpatient care without a request.

If no bed in the Kelly Health Facility is available at the appropriate level, Windsor Point is responsible for finding an alternative health care facility for residents until such time as an appropriate bed is available in the community. If Windsor Point's Medical Director determines that the Kelly Health Facility cannot meet the resident's needs, the resident will be transferred to an appropriate health care facility selected by Windsor Point. During the time that the resident is in another facility, the resident will continue to pay the resident's Monthly Service Fee to Windsor Point. The resident also will continue to have all other rights and obligations set forth in the executed Resident's Agreement. If it is determined that the resident will not return to Windsor Point, the Resident's Agreement will be terminated. No matter the circumstance, no refund is given to a resident until Windsor Point receives an Entrance Fee from a replacement resident that is acceptable to Windsor Point.

Upon admission to the Health Care Center, residents agree to abide by Windsor Point's health care contract which must be signed prior to admission to this unit. The health care contract outlines Windsor Point's health care policies. Residents also agree to abide by any health care regulations as dictated by the state of North Carolina.

## **B. FREE HEALTH CARE DAYS**

All Independent or Independent Plus residents of the community who have paid an Entrance Fee can accrue 15 free days of inpatient nursing care per calendar year, beginning with the date of occupancy. A maximum of 30 days may be accumulated at any one time. Eligible days may not be transferred from one resident to another and will not be advanced by Windsor Point or borrowed from another resident.

When a resident enters a unit of the Kelly Health Facility on a temporary inpatient basis, the resident will continue to pay the same Monthly Service Fee plus the cost of extra meals, as before the admission until the accumulated eligible days are exhausted. If third party insurance reimburses Windsor Point for any free days, the resident is credited with as many free days as paid for by the insurance, up to the maximum of 30 days.

When the eligible days are exhausted, the resident will pay, in addition to the same Monthly Service Fee, 50% of the published per diem rate for inpatient care services for the next 30 days, plus the cost of additional meals. If third party insurance reimburses Windsor Point for the care, the proceeds are refunded to the resident up to the amount paid to Windsor Point by the resident for that care.

After 30 days of paying 50% of the daily rate, the resident will be reviewed by the Resident Assessment Team to determine if he/she needs to become a permanent inpatient of the Kelly Health Care Center. If a resident becomes a permanent inpatient, the resident will pay only the same Monthly Service Fee as before the admission until all eligible days are exhausted. When the eligible days are exhausted, the resident's Monthly Service Fee will become the published rate for the appropriate level of care.

The procedure for becoming a permanent resident of the Kelly Health Care Center is as follows: the Director of Nursing will recommend that the Windsor Point Assessment Team review the resident for possible permanent placement in the Kelly Health Care facility. If the Windsor Point Assessment Team decides that the resident will no longer be able to live in their original level of care for an indeterminate amount of time, the resident will either need to give up their unit or assume the monthly service fees for both units.

All fees charged for temporary or permanent inpatient care in the Kelly Health Facility covers the facilities, staff, and routine supplies. Pharmacy expenses and physician fees are billed separately and may be covered by insurance. Occupational therapy, physical therapy, speech therapy, hydrotherapy, lab work, and ambulance service is provided at an additional cost and may also be paid by insurance. Any cost not covered by insurance is the responsibility of the resident.

If a resident is enrolled in long term care insurance, a percentage of the resident's fee for a stay in the Kelly Health Facility may be covered after an elimination period has been satisfied

and eligibility requirements have been met. All proceeds from the insurance would be paid directly to the resident unless already assigned by the resident to Windsor Point.

During a temporary or permanent stay in the Kelly Health Care Facility, residents and their visitors are required to follow all policies and procedures of the facility, including visiting hours, cooperation with staff, and adherence to physician orders.

It is the resident's responsibility to check with Windsor Point to make sure that the insurance they carry is accepted by Windsor Point. At this time Windsor Point does not accept any HMOs.

### **C. EMERGENCY SERVICES**

Personnel in the Kelly Health Care Facility are available around the clock to respond to calls and to determine the level of assistance needed. However, in addition to activating the emergency call system, residents are advised to call 911 immediately when the situation warrants. Residents are required to authorize Windsor Point to release medical records for emergency or non-emergency treatment.

### **D. WINDSOR POINT ADDITIONAL HEALTH CARE SERVICES**

Windsor Point either provides or assists with arrangements for the following additional services:

- 1. Physician Care:** All residents at Windsor Point must have a personal physician. If the resident or potential resident does not have a personal physician, Windsor Point will assist in arranging for a physician or physicians for residents. The community's Medical Director is the primary physician for residents in the Health Care Center. If for some reason Windsor Point's medical director is not the resident's choice for a physician, it is the responsibility of the resident or the resident's responsible party to select a physician that adheres to state and federal guidelines as well as those of Windsor Point. All costs associated with physician care, i.e. lab work, etc. will be the direct responsibility of the resident. All physicians must follow all State and Federal guidelines as well as Windsor Point policies and procedures.
- 2. Patient Examination:** A resident must agree to submit to a medical examination when requested by the Community's Medical Director, if it is shown that the Medical Director has reasonable cause for concern for the resident's health and well-being.
- 3. Hospitalization:** Windsor Point assists all residents with arrangements for inpatient hospital care. Windsor Point will maintain transfer agreements with several area hospitals to facilitate placement of the Community's occupants. All costs associated with inpatient hospital care, including non-medical incidental charges, are the responsibility of the resident, but may be covered by insurance.

**4. Surgical Procedures and Diagnostic Tests:** Windsor Point assists all residents with arrangements for surgery, treatment by specialists, and diagnostic tests provided off-site. All costs associated with such surgery, treatment, or tests, including non-medical incidental charges, are the responsibility of the resident, but may be covered by insurance.

**5. Care Administered While Traveling:** Health care services received by a resident while traveling is the responsibility of the resident, but may be covered by resident's insurance. It is the responsibility of each resident to maintain his or her personal insurance.

## **E. HEALTH CARE SERVICES NOT COVERED BY WINDSOR POINT**

Windsor Point is not responsible for the payment of health care services not covered by Medicare Part A or Part B, except to the extent such services is covered by a resident's private health insurance plan. These non-covered services include, but are not limited to, prescription drugs, dental work, hearing aids, eyeglasses, orthopedic devices, and podiatrist care, wheelchairs, walkers, etc. Windsor Point will not be responsible for psychiatric or psychological services other than those covered by a resident's private health insurance.

## **F. PRE-EXISTING CONDITIONS**

Windsor Point is not responsible for the cost of care associated with a pre-existing condition that is concealed or misrepresented by the resident.

## **G. PRIVATE DUTY PERSONNEL**

Windsor Point requires approval for the use of all Private Duty Personnel including, but not limited to, nurses, nurse aides, sitters, and in-home companions. If you are interested in Private Duty Personnel, residents must adhere to the Windsor Point Private Duty Personnel Policy which may be obtained at the front desk.

All costs associated with the use of Private Duty Personnel are the responsibility of the resident. Upon approval, Private Duty Personnel may be used by a resident in the following circumstances: (I) if the resident is independent and it is determined by the Windsor Point Resident Assessment Team that the resident can maintain their independent unit with assistance and without causing harm to that resident and others. (However, Windsor Point reserves the right to deny the request for private duty personnel and require the resident to move to another level of care if the Windsor Point Assessment Team feels that this would be more beneficial to the resident.) (II) during short term emergency situations if the resident needs temporary care prior to being transferred to a more appropriate level of care; or (III) if the resident occupies a bed in the Kelly Health Facility and desires the additional services of Private Duty Personnel.

Windsor Point assumes no responsibility for the actions of private duty sitters if employed by residents or their families. All private duty personnel must adhere to guidelines set up for private duty sitters. These guidelines include, but are not limited to, background checks, parking, smoking, and dress. In addition, sitters must sign in and out and wear name tags distributed by Windsor Point at all times they are on the property.

## **H. AUTHORIZATION**

Each resident must authorize Windsor Point to act in the resident's behalf to obtain transportation to, admission into, and treatment at area hospitals in an emergency. Windsor Point will notify the resident's family or other responsible parties in an emergency. Each resident must also authorize Windsor Point to act in the resident's behalf for emergency treatment and care recommended by an attending physician when the resident is unable to make decisions and the resident's family or other responsible parties cannot be reached to make decisions.

## **VI. FEES**

If two residents execute the Resident's Agreement jointly, the Living Unit, services, fees, and charges specified in the Agreement will apply to both residents. If the two residents are husband and wife, each is individually responsible for payments due under the Resident's Agreement. If the two residents are not husband and wife, each is liable for one-half of the payments due under the Resident's Agreement.

### **A. APPLICATION AND REGISTRATION FEE**

Each prospective resident has to pay a non-refundable application fee of \$200.00. If Windsor Point does not accept the prospective resident for the waiting list or for occupancy, the application fee will not be refunded.

### **B. ENTRANCE FEES**

Windsor Point makes available all the services and facilities outlined in an executed Resident's Agreement in return for the resident's payment of a non-refundable application fee of \$200.00, an Entrance Fee and Monthly Service Fees. Each prospective resident will have a choice between two resident Payment Plans - the Life Occupancy Plan and the 50% Life Equity Plan. These two plans, detailed in the charts of this Disclosure Statement, differ only in the amount of the deposit required and the refund returned to the resident or the resident's estate after occupancy is terminated. If the resident is offered and accepts an incentive on his/her entrance fee, this reduced entrance fee will be amortized over the first 25 months of residency at Windsor Point.



Upon execution of a Resident's Agreement by Windsor Point and the Prospective resident, a Reservation Deposit in the amount of 10% of the specified Entrance Fee for the selected or assigned Living Unit is due. Upon final approval for admission into the community, the balance of the Entrance Fee is payable to Windsor Point and must be received no later than two weeks prior to the date of occupancy or 45 days after signing the resident agreement, whichever comes first.

The Entrance Fee paid by the resident is a condition of entrance into the community and Windsor Point reserves the right to apply these funds against its capital indebtedness or to use these funds for any purpose deemed proper within the scope of all applicable state laws, generally accepted accounting principles, and Windsor Point's corporate charter.

The Entrance Fee is a payment that assures a resident a place in a facility for a term of years or for life. It represents a prepayment of many of the services Windsor Point provides in the basic service package, including a significant amount of future health care services (i.e. health center credit days, discounts on future health center per diems and health promotion & prevention services). Entrance fees will continue to amortize until the resident leaves the Windsor Point Community or until the Entrance Fee amortization is complete.

### **C. MONTHLY SERVICE FEE**

A non-refundable Monthly Service Fee for each Living Unit is due by the 5th day of each month, for services to be rendered in that month. The Monthly Service Fee will vary with the type of Living Unit occupied, as evidenced in the chart of this Disclosure Statement. A resident may also incur additional fees and charges if the resident chooses to receive services that are not included in the standard Monthly Service Fee. At this time there are no credits given for absentee residents unless they are absent from the property for more than 90 consecutive days. A written request must be submitted prior to departure that includes the date leaving, and the date of return. There are no reductions or allowances given to residents who may choose not to use any services covered in the monthly fees. It is at Windsor Point's discretion to grant credits and to decide on the amount of credit given.

Windsor Point is and will continue to be dedicated to providing quality services, facilities, and care at the lowest feasible cost. To do so, Windsor Point must maintain a sound financial base for the continued operation of the community. Therefore, all Monthly Service Fees are subject to periodic adjustments according to economic requirements and conditions and the extent of services offered. If a resident's Monthly Service Fee is adjusted, the resident is responsible for payment of the adjusted fee. No increase in the Monthly Service Fee will take effect earlier than thirty (30) days after written notice of the increase is given to the resident.

#### **D. NON-BINDING RESERVATION FEE**

For any resident interested in coming into Windsor Point at a future date, or wanting to be in line for a specific unit, a waiting list is provided. A refundable deposit of \$1,000.00 will place a resident on a waiting list. With this deposit, the resident is given a priority number. This number will place them in line for a specific type of unit. This deposit will not secure rates for a unit. However, it can be applied to the entrance fee when a resident moves in.

#### **E. MOTORIZED PERSONAL VEHICLE SURCHARGE**

There will be an annual surcharge of \$200.00 for all scooter/ motorized personal vehicles. This charge is to help defray the cost of repairs caused by scooters/ motorized vehicles to public areas. In addition, repairing or replacing carpets, walls, and equipment damaged by scooters in resident's units will be charged to the resident. In an effort to keep all residents safe, scooters are not allowed in any dining room. **(Residents using scooter/motorized personal vehicles will be held accountable for the scooter policies of Windsor Point.)**

## LIFE OCCUPANCY RESIDENT ENTRANCE FEES

100% of the Life Occupancy Fee is amortized over the first 50 months of residency.

Non-refundable Application Fee - \$200

<b>INDEPENDENT LIVING</b>	<b>OCCUPANCY</b>		<b>MONTHLY</b>	
	<b>SINGLE</b>	<b>DOUBLE</b>	<b>SINGLE</b>	<b>DOUBLE</b>

### **COTTAGES**

TWO BEDROOM	\$170,000	\$175,000	3,297	4,297
TWO BEDROOM W/GARAGE	175,000	180,000	3,297	4,297
TWO BEDROOM DELUXE	180,000	185,000	3,297	4,297

### **APARTMENTS**

TWO BEDROOM	950 sq. ft.	105,000	110,000	2,906	3,906
ONE BEDROOM	600 sq ft	80,000	85,000	2,727	3,727
	700 sq ft	84,000	89,000	2,727	3,727
	800 sq ft	89,000	94,000	2,727	3,727
STUDIO	400 sq ft	58,000	63,000	2,310	3,310
	500 sq ft	60,000	65,000	2,310	3,310
	600 sq ft	64,000	69,000	2,310	3,310

### **ROYAL TREATMENT**

ONE BR - ROYAL TREATMENT	80,000	85,000	3,290	4,290
TWO BR - ROYAL TREATMENT	105,000	110,000	4,095	5,095

### **REGENCY COURT- INDEPENDENT PLUS**

			<b>SINGLE</b>	<b>DOUBLE</b>
Alcove	\$55,000	\$60,000	3,190	4,190
One Bedroom	\$75,000	\$80,000	4,679	5,679
Suite	\$75,000	\$80,000	5,532	6,532

### **CARE PLUS – REGENCY COURT ONLY**

ADDITIONAL \$300.00/mo

## 50% LIFE EQUITY RESIDENT ENTRANCE FEES

50% of the Life Equity resident Fee is amortized over the first 25 months of residency  
 The remaining 50% is returned to the resident or the resident's estate after occupancy is terminated.

Non-refundable Application Fee \$200

<b>INDEPENDENT</b>	<b>OCCUPANCY</b>		<b>MONTHLY</b>		
	<b>SINGLE</b>	<b>DOUBLE</b>	<b>SINGLE</b>	<b>DOUBLE</b>	
<b>COTTAGES</b>					
TWO BEDROOM	215,000	220,000	3,297	4,297	
TWO BEDROOM W/GARAGE	221,500	226,500	3,297	4,297	
TWO BEDROOM DELUXE	228,000	233,000	3,297	4,297	
<b>APARTMENTS</b>					
TWO BEDROOM	950 sq. ft.	133,500	138,500	2,906	3,906
ONE BEDROOM	600 sq ft	102,500	107,500	2,727	3,727
	700 sq ft	107,700	112,700	2,727	3,727
	800 sq ft	114,200	119,200	2,727	3,727
STUDIO	400 sq ft	73,900	78,900	2,310	3,310
	500 sq ft	76,500	81,500	2,310	3,310
	600 sq ft	81,700	86,700	2,310	3,310
<b>ROYAL TREATMENT</b>					
ONE BR – ROYAL TREATMENT	102,500	107,500	3,290	4,290	
TWO BR – ROYAL TREATMENT	133,500	138,500	4,095	5,095	
<b>REGENCY COURT- INDEPENDENT PLUS</b>			<b>SINGLE</b>	<b>DOUBLE</b>	
Alcove	\$70,000	75,000	\$3,190	4,190	
One Bedroom	97,500	102,500	4,679	5,679	
Suite	97,500	102,500	5,532	6,532	
<b>CARE PLUS – REGENCY COURT ONLY</b>		ADDITIONAL	\$300.00/mo		

## **KELLY HEALTH CARE CENTER**

	<u>Entrance Fees*</u>	<u>Semi-private</u>	<u>Private</u>	<u>Semi-to-Private</u>
<b>CHELSEA HALL</b>	\$6,000*	3,697	5,280	6,336
<b>HAYES HALL</b>	\$6,000	4,752		6,547

\*Health Care Entrance Fees are amortized over 6 months.

## **NURSING HOME**

### **DAILY RATE**

SEMI-PRIVATE	\$197
PRIVATE ROOM	250
SEMI-PRIVATE CONVERTED TO PRIVATE	285

## F. MONTHLY STATEMENTS

Windsor Point will furnish monthly statements to all residents showing the Monthly Service Fee and all additional fees and charges due from the resident.

## G. CONDITIONS FOR REFUND

A resident or a resident's estate may be entitled to a refund of the Entrance Fee upon the death of the resident or upon the resident's withdrawal from the community. All refunds will be paid to the resident, the resident's estate, or to the Clerk of Court, unless a court order indicates otherwise.

The specific refund provision governing each resident must be chosen by the resident and is included in the executed Resident's Agreement. The two choices provided to residents are as follows:

**Non-refundable Entrance Fee:** A non-refundable Entrance Fee may be charged which accrues to Windsor Point as income at a rate of 2% per month of occupancy. If the resident decides to leave Windsor Point before 100% of the Entrance Fee has been realized as income by Windsor Point, the resident is due a refund of the Entrance Fee, less the following: 2% of the fee for each month of occupancy; any amount the resident owes Windsor Point; and, the amount necessary to restore the Living Unit to a condition acceptable for re-occupation. If the Living Unit is occupied any portion of a month, then no refund is due for that month. Refunds are payable to the resident only upon the receipt of an Entrance Fee from a replacement resident acceptable to Windsor Point. This refund is based on resale of the original unit the resident occupied at Windsor Point. Monthly Service Fees are not refundable. **If the resident is offered and accepts an incentive on his/her entrance fee, this reduced entrance fee will be amortized over the first 25 months of residency at Windsor Point. Health Care entrance fees will amortize over a 6 month period.**

**50% Refundable Entrance Fee:** A 50% Refundable Entrance Fee may be charged which accrues to Windsor Point as income at a rate of 2% per month of occupancy until 50% of the Entrance Fee has been realized by Windsor Point as income. Thereafter, any refund to the resident is limited to 50% of the Entrance Fee originally paid, less any outstanding charges due to Windsor Point and the amount necessary to restore the Living Unit to a condition acceptable for re-occupation. If the resident leaves Windsor Point before 50% of the Entrance Fee has been realized as income by Windsor Point, the resident is due a refund of 50% of the Entrance Fee, less the following: 2% of the fee for each month of occupancy; any amount the resident owes Windsor Point; and, the amount necessary to restore the Living Unit to a condition acceptable for re-occupation. If the Living Unit is occupied any portion of a month, then no refund is due for that month. Refunds are payable to the resident only upon the receipt of an Entrance Fee from a replacement resident acceptable to Windsor

Point. This refund is based on resale of the original unit the resident occupied at Windsor Point. Monthly Service Fees are not refundable.

**Monthly Fees:** Monthly Service Fees paid to Windsor Point are not refundable to the resident in part or in full. The only exception to this policy will be for residents who pass away while living in the Kelly Health Care Center. Any insurance premiums paid above the amount of the monthly fee or any credits above the amount of the monthly fee will be reimbursed to the resident within 30 days of the resident leaving Windsor Point. As long as personal effects are maintained in the room space, residents will continue to be charged a monthly service fee.

**H. NOTIFICATION OF FEE INCREASES**

Monthly fees are established at the level needed to meet the operating expenses of Windsor Point. Monthly Fee changes are compared to changes in the Consumer Price Index to measure whether Windsor Point's costs are in line with changes in the general economy. The Consumer Price Index is not a controlling factor in fee increases, but it is used only for comparison purposes. Monthly fees are periodically compared to fees of other life care communities. Windsor Point will give at least 30 days notice of changes in fees. Windsor Point will use sound management practices to ensure that fees are kept down while still maintaining a high quality of care.

**I. MONTHLY FEE CHANGES OVER LAST 5 YEARS**

	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
Independent - Cottages	3068	3122	3184	3248	3297
Independent - 2 Bedroom Apartment	2705	2752	2807	2863	2906
Independent - 1 Bedroom Apartment	2538	2582	2634	2687	2727
Independent - Studio Apartment	2149	2187	2231	2276	2310
Royal Treatment 2 Bedroom Apartment	3810	3877	3955	4034	4095
Royal Treatment 1 Bedroom Apartment	3061	3115	3177	3241	3290
Independent Plus Suite	5148	5238	5343	5450	5532
Independent Plus 1 Bedroom	4355	4431	4520	4610	4679
Independent Plus Alcove	2969	3021	3081	3143	3190
Assisted Living – Private	4735	5000	5100	5202	5280
Assisted Living – Semi-Private	3385	3500	3571	3642	3697
Assisted Living – Semi-to-Private	5683	6000	6120	6242	6336
Memory Care – Semi-Private	3959	4500	4590	4682	4752
Memory Care – Private	6086	6200	6324	6450	6547
Nursing – Private - Daily	236	236	241	246	250
Nursing – Semi-Private - Daily	186	186	190	194	197
Nursing – Semi-to-Private	270	270	275	281	285

\*In order to increase our rates without negatively impacting current Windsor Point residents, a two-tiered price level was implemented June 1, 2005. New resident rates apply to any

resident entering Windsor Point or a new level of care. Existing resident rates are the increases residents receive in their current level of occupancy. If an existing resident moves to a new unit or a different level of care, the new resident pricing will apply.

**J. AVERAGE DOLLAR AMOUNT CHANGES OVER LAST 5 YEARS**

	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
Independent	\$ 51	46	53	55	42
Royal Treatment	\$ 68	61	70	72	55
Independent Plus	\$ 81	73	85	86	66
Chelsea Hall	\$ 90	232	97	98	76
Hayes Hall	\$ 99	328	107	109	84
Skilled Nursing	\$ 7	0	5	5	4

**K. OPERATING RESERVES**

Continuing care facilities are required to maintain operating reserves equal to 25% of their operating costs projected for the 12 month period covered by the most recent disclosure statement filed with the Department of Insurance if occupancy levels remain in excess of 90%. Additionally, facilities must maintain 50% of total projected operating costs projected for the same 12 month period if occupancy rates are lower than 90%.

Based on occupancy levels and Windsor Point’s forecasted operating expenses, the operating reserves for 2019 are \$2,470,962.25. This represents 25% of our net operating expense projected for 2019. Income and advances from owners are the primary sources of funds for the operating reserves of Windsor Point. The Executive Director and Treasurer of Windsor Point serve as the custodians of these funds and make all investment decisions. Operating reserves are kept in the form of cash, cash equivalents, bonds, stocks, and/or U.S. Treasury obligations and are a restricted asset.

**L. FACILITY DEVELOPMENT AND EXPANSION**

Stan Johnson & Associates LLC has completed all phases of Windsor Point at a total cost of \$22,896,472.00. Part of Phase II and III are financed by a loan from Windsor Point CCRC to Stan Johnson and Associates in the amount \$2,571,960. This money is secured by a Promissory Note. The annual interest rate is variable based on the monthly Federal applicable rate. The rate is reviewed and revised annually. The interest is payable monthly. In the event of default, Windsor Point has the right to declare the remainder of the debt due and payable at once. Failure to exercise this option shall not constitute a waiver of the right for Windsor Point to exercise the same at any other time. As of June 2002, Stan Johnson & Associates LLC is paying \$40,000.00 a month to Windsor Point.



Stan Johnson & Associates LLC refinanced a previous mortgage related to Phases I, II, and III with proceeds of a loan from Branch Bank and Trust Company totaling \$13,000,000.00. The loan is amortized over thirteen years and will be paid in full on 10/1/28. The interest rate is a thirteen year fixed swap rate of 3.35% and the principal and interest payments are payable monthly.

Stan Johnson & Associates LLC owns the land, buildings, and equipment, which are leased to Windsor Point. Windsor Point's lease payments are \$206,242 a month. Windsor Point's minimum lease payments shall be no less than Stan Johnson & Associates LLC's mortgage payments unless waived by Stan Johnson & Associates.

Stan Johnson and Associates LLC has constructed a community center, which features a pharmacy, convenience store, dining room, auditorium, and billiards room., a health care facility consisting of 45 beds and 55 assisted living beds - of which 20 are memory care beds. The second floor of the community has 40 Independent Plus Units and the third floor has 31 one-bedroom and studio units. Stan Johnson & Associates has also constructed three 27-unit apartment buildings each containing 24 two-bedroom apartments and 3 one-bedroom apartments. Stan Johnson & Associates has also constructed 29 individual houses and the S. Ray Johnson Wellness Center with pool and exercise room.

The owners of Windsor Point have provided all of the funds needed for the operating reserve requirement for North Carolina General Statute 58-64-33.

Revenue from Entrance fees shall be computed in accordance with the American Institute of Certified Public Accountants Statement of Position 90-8 "Financial Accounting and Reporting by Continuing Care Retirement Communities". Entrance fees are amortized over the remaining life expectancy of each individual resident. Windsor Point, Inc. is authorized to issue one hundred thousand (100,000) shares of stock at (\$1.00) par value. Current shares issued and outstanding equal one thousand (1,000) shares.

At this time, no future expansion is expected.

## **VII. MISCELLANEOUS**

### **A. RIGHTS, PRIVILEGES, & LIMITATIONS**

The rights and privileges of a resident under an executed Resident's Agreement are personal and nontransferable and will not include any proprietary interest in the property or facilities of the community or the assets of Windsor Point.

## **B. INABILITY TO MANAGE AFFAIRS**

Each resident must agree that if the resident becomes incapable of governing him or herself or incapable of managing personal affairs, Windsor Point will have an interest in the matter which will entitle it to institute legal action for determination of resident's competency. Each resident must also agree to designate a guardian or trustee to be appointed if the need arises. Windsor Point, or a representative of Windsor Point, will become the appointee only if a court of proper jurisdiction determines that appointment of the guardian or trustee named by the resident is not in the best interest of the resident or the resident's estate.

## **C. PERSONAL BELONGINGS**

Windsor Point will not be responsible for the loss of any property belonging to the resident due to theft, mysterious disappearance, fire, or any other cause. This includes hearing aids, glasses, jewelry, dentures, etc. Each resident has the responsibility of providing insurance to cover any such loss.

Upon termination of a resident's occupancy of a Living Unit, Windsor Point will have the right to remove promptly from the Living Unit all property belonging to the resident and have the property stored for the resident. Either the resident or the resident's estate is responsible for payment of any storage fees and will reimburse Windsor Point for expense it incurs.

## **D. SUBROGATION RIGHTS**

If a resident is injured by a third party, Windsor Point will have the right of subrogation for all of Windsor Point's costs and expenses incurred because of the injury, Windsor Point will have the right, in the name of the resident or otherwise, to take all necessary steps and procedures to enforce the payment of the costs and expenses by the person responsible for the injury. Each resident must agree to cooperate fully and assist Windsor Point in recovering its costs and expenses.

## **E. ACCIDENT OR INJURY CAUSED BY OTHERS, POWER OF ATTORNEY**

The resident shall appoint in writing by a Power of Attorney a person of the resident's choosing to act in the resident's behalf as attorney-in-fact in case of accident or injury to the resident and shall promptly provide this information to Windsor Point in writing. If the resident shall fail to designate an attorney-in-fact, Windsor Point, in such event, may sue and enforce cause of action of the resident for injury or damages so resulting in the name of the resident, or in the name of Windsor Point.

If the resident fails to appoint an attorney-in-fact, the resident hereby nominates and appoints Windsor Point as the resident's attorney-in-fact, enabling Windsor Point to undertake such suit or seek reimbursement. The resident thereby grants to Windsor Point the

power and authority to seek, sue for, institute any legal action, or preceding for, settle, compromise, and give releases for all such claims or cause of action, or to do any other act in connection therewith and to appoint an agent or agents to exercise the power herein conferred upon resident's attorney-in-fact; hereby ratifying and confirming all action taken by Windsor Point pursuant to Article 2 of the North Carolina General Statutes, Chapter 32 A, and this Power of Attorney shall not be affected by the resident's subsequent incapacity or mental incompetence either physically or mentally, and this power of Attorney shall remain in full force and effect until the same shall be duly revoked by the resident, or otherwise revoked as provided in the General Statutes of North Carolina.

All costs and expenses reasonably incurred by Windsor Point (including, but not limited to the fees and expenses of an attorney retained by Windsor Point to pursue such claim) shall be paid and / or reimbursed to Windsor Point, either from settlement, judgment, or otherwise, and the balance of any collection made on behalf of the resident shall be paid to the resident's account or, in the event of the death of the resident will be paid to the resident's estate, or to the appropriate person or entity entitled thereto.

## **F. COMPLIANCE WITH APPLICABLE LAWS**

Windsor Point will operate in full compliance with all applicable laws and rules, regulations, and ordinances promulgated by lawful governmental authority. Windsor Point will also have the right to change a resident's Living Unit to meet the requirements of law or the regulations of a Fire Department, Department of Public Health, or other duly-constituted governmental authority or agency.

## **G. ARBITRATION**

*This Agreement shall be governed by and construed in accordance with the laws of the State of North Carolina, whether or not the parties remain in North Carolina. In the event either party wishes to seek the enforcement of any remedy or bring any claim arising from or otherwise related to the this Agreement or to Windsor Point, the parties shall submit the matter to binding arbitration, and the arbitration proceeding shall be administered in accordance with the rules presently established by the American Arbitration Association (AAA) for Consumer claims (including the Consumer-Related Disputes Supplementary Procedures and the Consumer Due Process Protocol established by AAA), unless otherwise mutually agreed upon by the parties. The costs of the arbitration shall be borne equally by the parties; however, the party initiating arbitration shall be solely responsible for costs charged in accordance with AAA's rules as these costs pertain to initiating an arbitration claim. The results of the arbitration shall be binding upon the parties and may, at the request of either party, be reduced to a final judgment.*

*Should arbitration between the parties become necessary or ensue, the parties agree that Wake County, North Carolina is a convenient forum and is the only forum in which a claim arising from or related to Windsor Point or to this Agreement may be arbitrated. In any action to enforce or defend the forum selection, choice of law or arbitration provisions of this Agreement, the party receiving enforcement shall, at the conclusion of the action, be entitled to recover its cost and expenses associated with obtaining this enforcement including, but not limited to reasonable attorneys' fees and all other litigation or arbitration expenses incurred in connection therewith. Further, all injunctive relief provided with regard to the enforcement of these provisions shall be without bond.*

*Without waiving the arbitration provisions of this Agreement, the parties agree that, should litigation between the parties for any reason becomes necessary or ensues, state courts located Wake County, North Carolina and the federal courts for the Eastern District of North Carolina are convenient forums and are the only forums in which a claim arising from or related to Windsor Point may be filed, maintained, or litigated, and both parties submit to the jurisdiction of these courts and waive their right to commence or maintain litigation in any other forum.*

## **H. RIGHTS OF MANAGEMENT**

The absolute right of management is reserved to Windsor Point and its administrators. No resident will have a right to accept or reject any prospective resident. No resident will have a right to manage the community or a right to determine admission policies or the terms of admission of any other resident.

## **I. RIGHT OF ENTRY**

Each resident must grant duly-authorized employees of Windsor Point the right of entry into resident's Living Unit for managerial purposes at reasonable times or for emergency purposes at any time, as required.

## **J. WAIVER OF BREACH**

The failure of Windsor Point in any one or more instances to insist upon the strict performance, observance, or compliance by the resident with any of the terms or provisions of the Resident's Agreement, this Disclosure Statement, or published community policies, rules, and regulations cannot be construed to be a waiver or relinquishment by Windsor Point of its right to insist upon strict compliance by the resident with all the terms or provisions of

the Resident's Agreement, this Disclosure Statement, or published COMMUNITY policies, rules, and regulations.

## **K. USE OF APPLIANCES AND VEHICLES**

Should a resident demonstrate an inability to safely use scooters, cars, golf carts, the range, refrigerator, disposal unit, or other appliances in the resident's Living Unit, Windsor Point will have the right to turn off power to the appliance or to remove the appliance or vehicle. If the resident is unable to safely utilize appliances in his or her kitchen, the resident will then be responsible for the cost of extra meals in the community's dining facilities.

## **L. RECORDING DEVICES**

Audio, video or photographic recordings within the building are prohibited unless prior approval has been given by Administration.

## **M. GUESTS**

A resident may receive visitors in the resident's Living Unit, subject to reasonable terms and conditions that Windsor Point may establish. Overnight guests are permitted in a resident's Living Unit, provided that Windsor Point is notified of the guest's stay. Guests may also use the community's guest accommodations, if available, by appointment and for a reasonable charge. However, Windsor Point reserves the right to limit or terminate the stay of any guest, at any time, and for any reason. Residents are responsible for injuries or damages caused by their guests.

## **N. MEDICARE STATUTES**

As of the date of this Disclosure Statement, the Medicare statutes referenced in the Disclosure Statement are fully functioning. Windsor Point assumes that the Medicare program will continue to function and provide reimbursement in essentially the same manner as it now does. Should the Medicare statutes be substantially modified or eliminated, Windsor Point will amend this Disclosure Statement and related documentation, such as the Resident's Agreement, to reflect the modifications or eliminations.

## **O. DEDUCTION OF FEES AS MEDICAL EXPENSES ON RESIDENT'S INCOME TAXES**

The Internal Revenue Service has ruled in its Publication 502 and in a number of rulings on individual cases that a part of Residence and Care Fees and Monthly Service Fees of life care community residents may be treated as an expense incurred for obtaining medical care. In the various rulings, the deductions allowed taxpayers were the fees attributable to providing medical care for all its residents prorated among the resident rather than the amount expended by the retirement center for the medical care of each individual resident.

Life Occupancy and 50% Equity Residence and Care Fees include a lump sum for prepaid medical care. That amount meets the Internal Revenue Service requirement that it is an advance payment as a condition for the community to provide lifetime care that includes medical care. The deductible prepaid medical care proportion of the Residence Entrance Fee and Care Fee should be in the range of 20% - 30%. These percentages will vary from year to year based upon medical costs incurred by Windsor Point.

A part of the Monthly Service Fee is also deductible as a medical care cost. The deductible proportion of a resident's monthly service fee is determined in the same manner as the deduction of a resident's entrance fee. After each calendar year Windsor Point will provide each resident with a statement for use in preparing tax returns.

This information gives in our opinion, based on our research in the practices of other life care communities, our interpretation of the Internal Revenue Service regulations and rulings.

However, Windsor Point cannot guarantee that the Internal Revenue Service will allow this deduction. The matter of any resident's tax responsibility is between the resident and the Internal Revenue Service. Windsor Point recommend that residents consult their tax advisor and follow his or her guidance. Windsor Point, Inc. assumes no responsibility for residents' tax liability. Windsor Point will, of course, provide statements and records, if needed, to support fees and expenses for medical care.

## **P. IMPUTED INTEREST**

Imputed interest will apply to those residents age 64 or younger and who choose the 50% equity contract option. In 1984, the U.S. Congress passed the Deficit Reduction Act which defined certain transactions that were considered "below market loans," meaning that money was transferred from one individual to another without interest or at interest below that generally or commercially available. Proponents of the legislation argue that such transactions have the effect of reducing tax revenues. They reason that these monies could have been invested, and the interest paid on the investments would be taxable. Therefore the law assumes, or imputes, an interest as if these loan monies had otherwise been invested and creates a tax liability on the imputed interest for the "lender" of the money.

The Internal Revenue Service has not yet issued regulations that clearly address the degree to which refundable entry fees to continuing care retirement centers might be construed by the IRS to be "loans" subject to imputed interest taxation. Congress has sought to clarify the issue with later legislation, and seems to intend to exclude entry fees that are refundable over short terms (such as the Windsor Point fee which is refundable over 25 months). Without final regulations from IRS, final guidance regarding any individual tax liability arising from payment of an entry fee is not possible.

## **Q. INCENTIVES**

Occasionally, Windsor Point will offer incentives to residents. Some examples might be reduced rates for a short period of time, reduced entrance fees, golf packages, payment on insurance premiums, etc. These incentives will vary in length of time offered and amounts. They are offered at the sole discretion of Windsor Point and are advertised for varying lengths of time and qualifications on receiving them. Incentives will never be offered that will affect the financial stability of Windsor Point.

If the resident is offered and accepts an incentive on his/her entrance fee, this reduced entrance fee will be amortized over the first 25 months of residency at Windsor Point.

# WINDSOR POINT INC.,

## Balance Sheet

March 2019

### ASSETS

Current Assets

CASH

CASH ON HAND - EMERGENCY FUND	3,700.00
CASH - BUSINESS CENTER	2,500.00
CHECKING-FID - BUSINESS CENTER	2,500.00
CHECKING - PAYROLL - FID	287,511.13
CHECKING - GENERAL - BBT	2,846,882.19
BB&T	500,000.00
CERTIFICATE OF DEPOSIT - FIDELITY BANK	1,284,053.77
CHECKING - SPECIAL ACCOUNT	1,569,103.26
CERTIFICATES OF DEPOSIT	1,303,715.24
BB&T MONEY MKT	1,165,865.29
CASH IN BANK - PATIENT FUND	6,386.32

TOTAL CASH

8,972,217.20

ACCOUNTS RECEIVABLE

RESIDENT REFUND	1,181.36
A/R PRIVATE	77,470.10
A/R - MEDICARE	148,620.27
A/R MEDICARE PART B	46,359.65
ALLOWANCE FOR BAD DEBTS	(135,000.00)
A/R - ALZTHEMERS	34,607.68
A/R - INDEPENDENT PLUS	17,887.41
A/R - NURSING SNF PVT	15,034.15
A/R - INDEPENDENT LIVING	(11,008.51)
A/R - ASSISTED LIVING	16,066.94
OFFICE SPACE	1,585.00
EMPLOYEE ADVANCE	(517.42)
ACCRUED INTEREST RECEIVABLE	5,272.40
OTHER RECEIVABLES	(18,364.61)

TOTAL ACCOUNTS RECEIVABLE

199,194.42

PREPAID EXPENSES

PREPAID INSURANCE	14,818.82
PREPAID EXPENSE	10,644.77

TOTAL PREPAID EXPENSES

25,463.59

TOTAL Current Assets

9,196,875.21

Fixed Assets

FIXED ASSETS

OFFICE EQUIPMENT	46,660.37
ACCUM. DEPR- OFFICE EQUIP.	(45,319.59)
VEHICLES	441,995.27
ACCUM. DEPR.-VEHICLES	(246,923.65)
FURNITURE'S FIXTURES	310,945.46
ACCUM DEPR. - FURNITURE & FIXTURE	(149,557.50)
DEPARTMENTAL EQUIPMENT	366,529.97
ACCUM. DEPR. - DEPT EQUIPMENT	(157,736.94)



LEASE IMPROVEMENT	1,227,872.25	
ACCUM. DEPR. -LEASEHOLD IMPR.	(399,069.10)	
SOFTWARE	25,353.09	
ACCUM DEPR - SOFTWARE	(12,824.51)	
TOTAL FIXED ASSETS		1,407,925.12
OTHER ASSETS		
CD'S - OPERATING RESERVES	2,507,326.94	
NOTES RECEIVABLE-STAN JOHNSON	2,509,042.99	
TOTAL OTHER ASSETS		5,016,369.93
TOTAL Fixed Assets		6,424,295.05
Other Assets		
DUE FROM SWANSBORO PROJECT		710.99
TOTAL Other Assets		710.99
TOTAL ASSETS		15,621,881.25
LIABILITIES		
Current Liabilities		
ACCOUNTS PAYABLE		
A/P AND ACCRUED EXPENSES	169,869.29	
PATIENT PERSONAL FUNDS	5,336.16	
DEFERRED REVENUE-CURRENT	1,267,123.41	
INSURANCE REIMBURSEMENT-ROOF	700,553.10	
OTHER EMPLOYEE DEDUCTIONS	2,344.46	
GARNISHMENTS PAYABLE	681.70	
ACCRUED VACATION	32,633.82	
OTHER TAXES	88,500.00	
SALARIES PAYABLE	141,917.50	
FEDERAL UNEMPLOYMENT	3,973.79	
STATE UNEMPLOYMENT	1,071.06	
TOTAL CURRENT LIABILITIES		2,414,004.29
TOTAL Current Liabilities		2,414,004.29
Long-Term Liabilities		
DEFERRED REVENUE		5,448,393.02
CONTRACTUALLY REFUNDABLE FEES		785,712.34
TOTAL Long-Term Liabilities		6,234,105.36
TOTAL LIABILITIES		8,648,109.65
EQUITY		
STOCKHOLDER'S EQUITY		
CAPITAL STOCK	1,000.00	
DIVIDENDS PAID	(300,000.00)	
TOTAL STOCKHOLDERS EQUITY		(299,000.00)
Retained Earnings		6,786,634.53
Year-to-Date Earnings		486,137.07
TOTAL EQUITY		6,973,771.60
TOTAL LIABILITIES & EQUITY		15,621,881.25

# WINDSOR POINT INC.,

## Income Statement

Year-to-Date Only, March 2019 - current month

3 Months Ended  
March 31, 2019

### Fees

#### ROUTINE SERVICES

PATIENT REV-MEDICARE	39,211.98	1.4 %
MEDICARE ALTERNATIVE	21,041.22	0.7 %
MEDICARE ALTERNATIVE C/A	256.71	0.0 %
MED ALTERNATIVE PART B	(341.10)	0.0 %
PATIENT REV. INDEPENDENT LIV.	1,018,243.57	35.3 %
PATIENT REV.- INDEPENDENT PLUS	353,241.17	12.3 %
PATIENT REV.- NURSING SNF PVT	367,005.61	12.7 %
MEDICARE PART A	78,418.89	2.7 %
VBP FACTOR	(1,834.04)	-0.1 %
PATIENT REV. - ASSISTED LIVING	358,177.27	12.4 %
PATIENT REV-R H/ALZTHEMERS PVT	217,626.16	7.6 %

#### TOTAL ROUTINE SERVICES

2,451,047.44 85.1 %

#### PHYSICAL THERAPY

PT-MEDICARE PART A	16,420.09	0.6 %
PT-MEDICARE PART B	13,728.60	0.5 %
PT-SNF PRIVATE	59.40	0.0 %
CONTRACTUAL ALLOWANCE	(16,420.09)	-0.6 %
PT - C/A PART B	(2,106.10)	-0.1 %

#### TOTAL PHYSICAL THERAPY

11,681.90 0.4 %

#### SPEECH THERAPY

SPEECH - MEDICARE PART A	12,118.02	0.4 %
SPEECH-MEDICARE PART B	8,834.76	0.3 %
CONTRACTUAL ALLOWANCE	(12,073.99)	-0.4 %
ST - C/A PART B	(536.28)	0.0 %

#### TOTAL SPEECH THERAPY

8,342.51 0.3 %

#### BILLABLE MEDICAL SUPPLIES

MEDICARE PART A	424.36	0.0 %
ASSISTED LIVING	5,027.23	0.2 %
INDEPENDENT	264.17	0.0 %
ALZTHIMERS	3,076.04	0.1 %
INDEPENDENT PLUS	83.00	0.0 %
SNF PRIVATE	14,692.26	0.5 %
CONTRACTUAL ADJUSTMENT	(424.36)	0.0 %

#### TOTAL BILLABLE MEDICAL SUPPLIES

23,142.70 0.8 %

#### OCCUPATIONAL THERAPY

MEDICARE PART A	16,240.72	0.6 %
MEDICARE PART B	313.96	0.0 %
CONTRACTUAL ADJUSTMENT	(16,240.72)	-0.6 %

**3 Months Ended  
March 31, 2019**

OT - C/A PART B	(47.60)	0.0 %
TOTAL OCCUPATIONAL THERAPY	266.36	0.0 %
LEGEND DRUGS - PVT	1,754.27	0.1 %
LEGEND DRUGS		
MEDICARE PART A LEGEND DRUGS	9,163.96	0.3 %
LEGEND DRUG/LEGEND DRUGS	(9,163.96)	-0.3 %
TOTAL LEGEND DRUGS	0.00	0.0 %
OTHER REVENUE		
ENTRANCE FEES EARNED	334,171.56	11.6 %
INTEREST INCOME	17,082.98	0.6 %
APPLICATIONS FEES & WAITING FEES	2,600.00	0.1 %
RESIDENT GUEST INCOME	1,940.00	0.1 %
CONVENIENT STORE REVENUE	20,583.14	0.7 %
RESIDENT MEALS REVENUE	549.00	0.0 %
REPAIR & MAINTENANCE INCOME	(7,667.09)	-0.3 %
OFFICE SPACE INCOME	5,420.00	0.2 %
UNUM MUTUAL REV	779.74	0.0 %
PRIOR YEAR ADJUSTMENT	9,137.71	0.3 %
TOTAL OTHER REVENUE	384,597.04	13.4 %
TOTAL Fees	2,880,832.22	100.0 %
NET INCOME	2,880,832.22	100.0 %
GROSS PROFIT	2,880,832.22	100.0 %
Expenses		
PROPERTY OWNERSHIP & USE		
DEPR - DEPARTMENTAL EQUIP	6,114.00	0.2 %
DEPR - LEASEHOLD IMPROV	14,514.00	0.5 %
DEPR - OFFICE EQUIPMENT	141.00	0.0 %
DEPR - FURNITURE & FIXTURE	6,114.00	0.2 %
DEPR - SOFTWARE	1,215.00	0.0 %
RENT - BLDG	612,000.00	21.2 %
PROPERTY TAXES	88,500.00	3.1 %
INSURANCE - FIXED ASSETS	6,856.34	0.2 %
SMALL EQUIPMENT EXPENSE	4,169.01	0.1 %
TOTAL PROPERTY OWNERSHIP & USE	739,623.35	25.7 %
PLANT OPERATION & MAINTENANCE		
SALARIES & WAGES-PLANT OP	58,453.75	2.0 %
PAYROLL TAXES-PLANT OP	4,267.09	0.1 %
EMPLOYEE BENEFITS-PLANT OP	9,561.80	0.3 %
MAINTENANCE CONTRACTOR-PLANT	4,991.09	0.2 %
OTHER CONTRACT SVCS-PLANT OP	750.50	0.0 %

**3 Months Ended  
March 31, 2019**

REP. & MAINT. - BLDG.	62,591.29	2.2 %
REP. & MAINT.-EQUIPMENT	7,966.91	0.3 %
POOL OPERATING EXPENSE	496.78	0.0 %
REP. & MAINT. - GROUNDS	923.81	0.0 %
EXTERMINATING-PLANT OP	3,160.06	0.1 %
TRASH DISPOSAL-PLANT OP	14,481.59	0.5 %
ELECTRICITY-PLANT OP	71,717.28	2.5 %
FUEL-PLANT OP	33,361.34	1.2 %
WATER-PLANT OP	24,644.81	0.9 %
SMALL EQUIPMENT EXP-PLANT OP	559.32	0.0 %
<b>TOTAL PLANT OPERATION &amp; MAINTENANCE</b>	<b>297,927.42</b>	<b>10.3 %</b>
<b>HOUSEKEEPING</b>		
SALARIES & WAGES-HOUSEKEEP	45,952.69	1.6 %
PAYROLL TAXES-HOUSEKEEP	3,719.64	0.1 %
EMPLOYEE BENEFIT-HOUSEKEEP	6,782.20	0.2 %
HOUSEKEEPING SUPPLIES	29,157.27	1.0 %
CONTRACTOR OUTSIDE SVCS-HOUSE	1,261.68	0.0 %
<b>TOTAL HOUSEKEEPING</b>	<b>86,873.48</b>	<b>3.0 %</b>
<b>DIETARY</b>		
SALARIES & WAGES-DIETARY	88,393.65	3.1 %
SUPERVISOR SALARIES-DIETARY	17,121.94	0.6 %
PAYROLL TAXES-DIETARY	8,188.11	0.3 %
EMPLOYEE BENEFIT-DIETARY	15,435.50	0.5 %
RAW FOOD	52,160.25	1.8 %
FOOD SUPPLIES	107,228.93	3.7 %
KITCHEN SUPPLIES	16,593.27	0.6 %
DIETARY CONSULTANT	1,750.00	0.1 %
OTHER CONTRACTOR OUTSIDE SERV	199.00	0.0 %
REVENUE OFFSET-DIETARY	(370.32)	0.0 %
<b>TOTAL DIETARY</b>	<b>306,700.33</b>	<b>10.6 %</b>
<b>NURSING SERVICES</b>		
SALARIES-DON	16,250.43	0.6 %
SALARIES-RN'S	48,152.54	1.7 %
SALARIES-LPN	61,917.42	2.1 %
SALARIES - AIDES & ORDERLY	70,525.39	2.4 %
SALARIES - MEDICAL RECORDS	6,085.84	0.2 %
SALARIES - QUALITY ASSURANCE	32,100.21	1.1 %
PAYROLL TAXES-NURSING SVCS	18,474.13	0.6 %
EMPLOYEE BENEFIT-NURSING SVCS	31,427.78	1.1 %
TRAINING,TRAVEL&TUITION-NURSE	125.00	0.0 %
MEDICAL SUPPLIES	22,563.79	0.8 %
OFFICE SUPPLIES	11,574.27	0.4 %
MEDICAL DIRECTOR	6,000.00	0.2 %
MEDICAL PMTS. RESIDENT & VA PATIENTS	1,266.58	0.0 %
<b>TOTAL NURSING SERVICES</b>	<b>326,463.38</b>	<b>11.3 %</b>

*3 Months Ended*  
*March 31, 2019*

LAUNDRY AND LINEN		
SALARIES & WAGES-LAUNDRY	13,985.46	0.5 %
PAYROLL TAXES-LANUDRY	1,092.01	0.0 %
EMPLOYEE BENEFIT-LAUNDRY	2,073.85	0.1 %
LINEN AND BEDDING	72.92	0.0 %
TOTAL LAUNDRY AND LINEN	17,224.24	0.6 %
SOCIAL SERVICES		
SALARIES & WAGES-SOC. SVCS	7,814.77	0.3 %
PAYROLL TAXES-SOC. SVCS	581.12	0.0 %
EMPLOYEE BENEFIT-SOC. SVCS	1,153.05	0.0 %
TRAINING, TRAVEL, TUITION	157.38	0.0 %
TOTAL SOCIAL SERVICES	9,706.32	0.3 %
PATIENT ACTIVITIES		
SUPERVISOR SALARIES-PT. ACT	6,143.08	0.2 %
PAYROLL TAXES-PT. ACT	456.83	0.0 %
EMPLOYEE BENEFITS-PT. ACT	908.77	0.0 %
CONTRACT SERVICES-PT. ACT	150.00	0.0 %
CABLEVISION TV EXPENSE	3,649.52	0.1 %
TOTAL PATIENT ACTIVITIES	11,308.20	0.4 %
ADMINISTRATIVE & GENERAL		
SALARIES ADMINISTRATOR	16,250.33	0.6 %
SALARIES - OTHERS	97,304.72	3.4 %
PAYROLL TAXES	3,994.56	0.1 %
EMPLOYEE BENE. (HOSP INS, W/C)	17,390.10	0.6 %
PROMO & PUB REL-HELP WANTED	629.83	0.0 %
PROMO & PUB REL - OTHER	40,298.66	1.4 %
TELEPHONE	8,466.05	0.3 %
MEMBERSHIP DUES & SUBSCRIPTIONS	990.00	0.0 %
INSURANCE - GENERAL	10,906.10	0.4 %
COPIER EXPENSE	3,904.74	0.1 %
LICENSE FEES	1,351.00	0.0 %
LIBRARY EXPENSE	150.05	0.0 %
TAXES-OTHER	9,598.50	0.3 %
CRIMINAL BACKGROUND EXPENSE	156.00	0.0 %
TRANSPORTATION OPERATING EXP	472.97	0.0 %
OFFICE SUPPLIES	697.26	0.0 %
POSTAGE	1,485.83	0.1 %
CONSULTING	3,208.88	0.1 %
LEGAL & ACCOUNTING	8,507.70	0.3 %
ENTERTAINMENT & Meals	207.08	0.0 %
RESIDENT REFUND	(200.00)	0.0 %
UNIFORM/T-SHIRT EXP	3,796.55	0.1 %
BUILDING DECORATIONS EXPENSE	(1,365.10)	0.0 %
EMPLOYEE DRUG TEST EXPENSE	430.45	0.0 %
BANK SERVICE CHARGE	58.89	0.0 %
CREDIT CARD EXPENSE	6,327.02	0.2 %

**3 Months Ended  
March 31, 2019**

UNION MUTUAL OFFSET	1,126.28	0.0 %
TOTAL ADMINISTRATIVE & GENERAL	<u>236,144.45</u>	8.2 %
PHYSICAL THERAPY		
CONTR. O/S SERV.MEDICARE PT A	8,171.40	0.3 %
CONT. O/S SERV.-MEDICARE PT B	8,781.90	0.3 %
TOTAL PHYSICAL THERAPY	<u>16,953.30</u>	0.6 %
SPEECH THERAPY		
CONTR. O/S SERV.-MEDICARE PT A	6,070.82	0.2 %
CONTR. O/S SERV.-MEDICARE PT B	6,314.68	0.2 %
TOTAL SPEECH THERAPY	<u>12,385.50</u>	0.4 %
LAB		
LAB-MEDICARE PART A	4,110.83	0.1 %
TOTAL LAB	<u>4,110.83</u>	0.1 %
X-RAY		
X-RAY MEDICARE PART A	4,120.25	0.1 %
TOTAL X-RAY	<u>4,120.25</u>	0.1 %
OCCUPATIONAL THERAPY		
CONTR. O/S SERV.-MEDICARE PT A	8,181.56	0.3 %
CONTR. O/S SERV. MEDICARE PT B	202.42	0.0 %
TOTAL OCCUPATIONAL THERAPY	<u>8,383.98</u>	0.3 %
LEGEND DRUGS		
BILLABLE LEGEND DRUGS	21,572.81	0.7 %
MEDICARE PART A	1,062.52	0.0 %
TOTAL LEGEND DRUG	<u>22,635.33</u>	0.8 %
LIFE SUSTAINING EQUIPMENT		
EQUIPMENT RENTAL	510.98	0.0 %
TOTAL LIFE SUSTAINING EQUIPMENT	<u>510.98</u>	0.0 %
INDEPENDENT PLUS		
SUPERVISORY SALARY/IND PLUS	7,649.84	0.3 %
SALARIES-HSKPG IND PLUS	4,423.04	0.2 %
SALARY & WAGES/IND PLUS AIDES	33,732.89	1.2 %
INDEPENDENT PLUS ACT. DIRECTOR	4,469.60	0.2 %
PAYROLL TAXES - IND PLUS	4,045.32	0.1 %
EMPLOYEE BENE. (HOSP INS, W/C)	7,243.47	0.3 %
PATIENT ACTIVITIES SUPPLIES	(209.54)	0.0 %
TOTAL INDEPENDENT PLUS	<u>61,354.62</u>	2.1 %
INDEPENDENT		
SALARIES - ACT DIRECTOR	5,957.90	0.2 %
PAYROLL TAXES - INDEPENDENT	495.10	0.0 %
EMPLOYEE BENE. (HOSP INS, W/C)	1,009.95	0.0 %
INDEPENDENT ACTIVITIES	2,890.13	0.1 %
CONTRACTOR OUTSIDE SERV. - IND	325.00	0.0 %
TOTAL INDEPENDENT	<u>10,678.08</u>	0.4 %

**3 Months Ended  
March 31, 2019**

INDEPENDENT ROYAL TREATMENT		
SALARIES, WAGES-IND. ROYAL DOMESTIC	20,777.96	0.7 %
PAYROLL TAXES-IND ROYAL DOMESTIC	1,602.97	0.1 %
EMPLOYEE BENEFITS-IND ROYAL TREATMENT	2,649.60	0.1 %
TOTAL INDEPENDENT-ROYAL TREATMENT	<u>25,030.53</u>	0.9 %
ASSISTED LIVING		
SUPERVISOR SALARY-A.L.	15,222.86	0.5 %
SALARIES-PERSONAL CARE A/L	114,034.73	4.0 %
PAYROLL TAXES-A.L.	10,403.05	0.4 %
EMPLOYEE BENEFIT-A.L.	18,212.67	0.6 %
TOTAL ASSISTED LIVING	<u>157,873.31</u>	5.5 %
SALARY & WAGES CONVENIENT STOR	5,688.47	0.2 %
PAYROLL TAXES	472.70	0.0 %
CONVENIENT STORE SUPPLIES	20,717.79	0.7 %
EMPLOYEE BENEFIT-COVENIENT	832.58	0.0 %
PATIENT PERSONAL ITEMS		
PATIENT PERSONNAL ITEM EXPENSE	203.55	0.0 %
TOTAL PATIENT PERSONAL ITEMS	<u>203.55</u>	0.0 %
TRANSPORTATION EXPENSE		
SALARIES & WAGES-TRNSP.	5,861.98	0.2 %
PAYROLL TAXES-TRANSP.	475.22	0.0 %
EMPLOYEE BENEFITS-TRANSP.	800.90	0.0 %
VEHICLE DEPRECIATION	3,435.00	0.1 %
VEHICLE EXPENSE	3,786.91	0.1 %
TOTAL TRANPORTATION EXPENSE	<u>14,360.01</u>	0.5 %
TOTAL Expenses	<u>2,398,282.98</u>	83.2 %
OPERATING PROFIT	<u>482,549.24</u>	16.8 %
Other Income & Expenses		
INTEREST INCOME	3,587.83	0.1 %
TOTAL Other Income & Expenses	<u>3,587.83</u>	0.1 %
PROFIT BEFORE TAXES	<u>486,137.07</u>	16.9 %
NET PROFIT	<u>486,137.07</u>	16.9 %

**WINDSOR POINT INCORPORATED**  
**STATEMENT OF CASH FLOWS**  
**FOR THE THREE MONTHS ENDED MARCH 31, 2019**

**OPERATING ACTIVITIES**

Net income	\$ 486,137
Adjustments to reconcile net income to net cash provided by operating activities:	
Depreciation	31,533
Recognition of deferred revenue	(334,172)
Entrance fee deposits (net of refunds)	428,805
Changes in operating assets and liabilities:	
Accounts receivable	26,604
Prepaid expenses	6,957
Accounts payable	24,425
Accrued expenses	92,265
Resident funds	-
Net cash provided by operating activities	<u>762,554</u>

**INVESTING ACTIVITIES**

Purchase of property and equipment	(427,416)
Insurance reimbursement (roof)	700,553
Payments received on loans to related party	62,917
Net cash provided by investing activities	<u>336,054</u>

**FINANCING ACTIVITIES**

Dividends paid	<u>(300,000)</u>
Net cash used in financing activities	(300,000)

Net increase in cash	798,608
CASH, BEGINNING OF YEAR	<u>10,680,936</u>
CASH, END OF YEAR	<u>\$ 11,479,544</u>



**Windsor Point Incorporated**  
**Financial Statements**  
**Years Ended December 31, 2018 and 2017**

Windsor Point Incorporated  
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## INDEPENDENT AUDITOR'S REPORT

To the Board of Directors and Stockholders of  
Windsor Point Incorporated

### ***Report on the Financial Statements***

We have audited the accompanying financial statements of Windsor Point Incorporated (a North Carolina corporation) which comprise the balance sheet, related statements of income and retained earnings, cash flows, and the related notes to the financial statements as of December 31, 2018, and 2017.

### ***Management's Responsibility for the Financial Statements***

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditor's Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### ***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Windsor Point Incorporated as of December 31, 2017, and the results of its operations and its cash flows for the years then ended in accordance with accounting principles generally accepted in the United States of America.

Cary, North Carolina  
May 28, 2019

Windsor Point Incorporated  
Balance Sheets  
December 31, 2018 and 2017

Assets		2018	2017
Current assets			
Cash			
Checking	\$	4,419,862	\$ 4,054,978
Money market		3,786,411	3,743,869
Cash on hand		3,700	-
		8,209,973	7,798,847
Accounts receivable		220,527	151,116
Accrued interest receivable		5,272	6,664
Prepaid expenses		32,421	31,187
Total current assets		8,468,193	7,987,814
Property and equipment			
Office equipment		46,660	46,660
Departmental equipment		366,530	243,826
Furniture and fixtures		310,945	288,047
Leasehold improvements		957,872	827,241
Vehicles		285,057	285,057
Software		24,876	13,916
		1,991,940	1,704,747
Less accumulated depreciation		(979,898)	(853,769)
Property and equipment, net		1,012,042	850,978
Other assets			
Reserves required by State statute - restricted		2,470,962	2,507,327
Notes receivable - related party		2,572,671	2,976,657
		5,043,633	5,483,984
Total assets		\$ 14,523,868	\$ 14,322,776

See accompanying notes.

Windsor Point Incorporated  
Balance Sheets  
December 31, 2018 and 2017

Liabilities and Stockholders' Equity

	2018	2017
Current liabilities		
Accounts payable	\$ 145,444	\$ 207,370
Accrued expenses	184,198	184,550
Deferred revenue	1,267,123	1,180,517
Total current liabilities	1,596,765	1,572,437
Long term liabilities		
Deferred revenue	5,353,760	4,458,213
Contractually refundable fees	785,712	1,131,712
Total long term liabilities	6,139,472	5,589,925
Total liabilities	7,736,237	7,162,362
Stockholders' equity		
Common stock, \$1 par, 100,000 shares authorized, 1,000 shares issued and outstanding	1,000	1,000
Retained earnings	6,786,631	7,159,414
Total stockholders' equity	6,787,631	7,160,414
Total Liabilities and Stockholders' Equity	\$ 14,523,868	\$ 14,322,776

See accompanying notes.

Windsor Point Incorporated  
 Statements of Income and Retained Earnings  
 For the Years Ended December 31, 2018 and 2017

	<u>2018</u>	<u>2017</u>
Revenues		
Resident fees	\$ 10,708,056	\$ 10,796,100
Other resident services	16,421	12,135
Miscellaneous resident income	99,708	84,327
Other	38,020	(6,119)
Total revenues	<u>10,862,205</u>	<u>10,886,443</u>
Operating expenses		
Nursing services	2,567,939	2,718,984
Housekeeping	307,498	336,930
Dietary	1,296,343	1,281,427
Plant operation and maintenance	1,192,165	1,241,882
Laundry and linen	91,663	55,678
Social services	40,617	41,191
Patient activities	56,080	50,774
Administrative and general	1,157,571	1,133,078
Depreciation	112,392	75,419
Rent	2,450,400	2,448,040
Property taxes and insurance	353,342	339,830
Transportation	66,928	77,702
Other	122,858	120,259
Total operating expenses	<u>9,815,796</u>	<u>9,921,194</u>
Net income from operations	1,046,409	965,249
Other income (expense)		
Interest income	80,808	64,229
	<u>80,808</u>	<u>64,229</u>
Net income	1,127,217	1,029,478
Retained earnings at beginning of year	7,159,414	7,329,936
Dividends	<u>(1,500,000)</u>	<u>(1,200,000)</u>
Retained earnings at end of year	<u>\$ 6,786,631</u>	<u>\$ 7,159,414</u>

See accompanying notes.

Windsor Point Incorporated  
 Statements of Cash Flows  
 For the Years Ended December 31, 2018 and 2017

	2018	2017
Cash Flows From Operating Activities		
Net income	\$ 1,127,217	\$ 1,029,478
Adjustments to reconcile net income to net cash provided by operating activities		
Depreciation	112,392	75,419
Recognition of deferred revenue	(1,089,452)	(1,405,665)
Net increase in entrance fee deposits	1,706,166	1,670,301
(Increase) decrease in operating assets		
Accounts receivable	(69,411)	55,776
Accrued interest receivable	1,392	2,125
Deposits	33,176	33,176
Prepaid expenses	(1,234)	10,382
Increase (decrease) in operating liabilities		
Accounts payable	(61,926)	6,663
Accrued expenses	(352)	(3,890)
	1,757,968	1,473,765
 Cash Flows From Investing Activities		
Purchases of property and equipment	(287,193)	(520,366)
Payments received on related party note receivable	403,986	415,321
	116,793	(105,045)
 Cash Flows From Financing Activities		
Dividends paid	(1,500,000)	(1,200,000)
	(1,500,000)	(1,200,000)
 Net (decrease) increase in cash	374,761	168,720
 Cash, beginning of year	10,306,174	10,137,454
 Cash, end of year	\$ 10,680,935	\$ 10,306,174

See accompanying notes.

Windsor Point Incorporated  
Notes to Financial Statements  
December 31, 2018 and 2017

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**Note 1 - Description of Business**

Windsor Point Incorporated (the Company), incorporated July 7, 1995, is a continuing care retirement community, which provides housing, health care and other related services to its residents. The Company began operations in March 1999.

**Note 2 - Basis of Presentation and Significant Accounting Policies**

**Basis of Presentation**

The Company operates and maintains its books and records on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America ("U.S. GAAP").

**Use of Estimates**

The preparation of financial statements in conformity with U.S. GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities, and the reported revenues and expenses. Actual amounts could differ from these estimates.

**Cash Equivalents**

For purposes of the statement of cash flows, cash includes amounts on hand and amounts on deposit at financial institutions. The Company occasionally will have amounts on deposit at financial institutions that exceed the FDIC insurance limit.

**Accounts Receivables**

Accounts receivables are stated at the amount management expects to collect from outstanding balances and are stated net of allowances for doubtful accounts. The allowance for doubtful accounts was \$135,000 and \$78,000 at December 31, 2018 and 2017, respectively.

**Property and Equipment**

Equipment is valued at cost. Maintenance and repair costs are charged to expense as incurred. Depreciation is computed using the straight-line method for financial reporting purposes, based on the estimated useful lives of the assets.

**Advertising**

The Company expenses advertising costs as they are incurred.



Windsor Point Incorporated  
Notes to Financial Statements  
December 31, 2018 and 2017

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**Note 2 - Basis of Presentation and Significant Accounting Policies, continued**  
**Income Taxes**

The Company has elected, under the Internal Revenue Code, to be taxed as an S corporation. Under such election, each shareholder reports his proportionate share of income or loss on his personal tax return. Accordingly, no provision or liability for federal and state income taxes has been included in the financial statements. Management has evaluated the effect of the guidance provided by the provision of generally accepted accounting principles related to Accounting for Uncertainty in Income Taxes. Management has evaluated all tax positions that could have a significant effect on the financial statements and determined the Company had no uncertain income tax positions at December 31, 2018. Management has determined that there are five open tax years as of December 31, 2018.

**Note 3 - Operating Reserve**

Operating reserves required by State statute consist of the following:

	2018	2017
Certificates of deposit	\$ 2,470,962	2,507,327

**Note 4 - Deferred Revenue - Entrance Fees**

Residents must pay an entrance fee before being admitted to the Windsor Point community. Entrance fees are retained by the Company at a rate of 2% per month. If a resident leaves Windsor Point before the entrance fee is fully realized, they will be refunded the unrealized portion. For certain residents of Windsor Point, the Company will realize as income an amount no greater than 50% of the entrance fee paid. The balance of contractually refundable entrance fees for 50% equity contracts was \$785,712 and \$1,131,712 at December 31, 2018 and 2017, respectively.

For financial reporting purposes, entrance fees are amortized over the remaining life expectancy of the residents in accordance with the American Institute of Certified Public Accountants Audit and Accounting Guide for *Health Care Organizations*. The remaining life expectancy of each resident is adjusted annually.

**Note 5 - Leases**

The Company leases land and buildings from Stan Johnson & Associates, LLC, a related company. The Company is responsible for repairs, taxes and other expenses. This is a five year lease with two five year extensions and an annual increase of 1%. Rent charged to operations was \$2,450,400 and \$2,448,040 for the years ended December 31, 2018 and 2017. Future lease payments are:

	2019	2,474,904
	2020	2,499,653
	2021	2,524,650
	2022	2,549,896
	Total	\$ 10,049,103

Windsor Point Incorporated  
Notes to Financial Statements  
December 31, 2018 and 2017

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**Note 6 - Other Related Party Transactions**

In addition to the lease described in Note 5, the Company has identified the following related party transactions with stockholders and companies in which there is common ownership:

	2018	2017
Note receivable from related company, due on demand, with a variable rate based on the monthly Federal applicable rate.	\$ 2,571,960	\$ 2,976,657

**Note 7 - Cash Flow Information**

Total cash for cash flow purposes consists of the following:

	2018	2017
Checking	\$ 4,419,862	\$ 4,054,978
Money market account	2,446,331	3,743,869
Reserves required by State statute - Certificates of deposit	3,811,042	2,507,327
Cash on hand	3,700	-
	\$ 10,680,935	\$ 10,306,174

**Note 8 - Concentration of Credit Risk**

Cash accounts at banks are insured by the Federal Deposit Insurance Corporation up to \$250,000. Amounts in excess of insured limits were approximately \$6,322,800 and \$6,147,567 at December 31, 2018 and 2017, respectively.

**Note 9 - Capital Structure**

The Company has one class of stock, designated as common stock. The holders of the common stock have the right to vote on any and all matters of the corporation. Upon the dissolution of the corporation, the holders of the common stock shall have the right to receive the net assets of the corporation.

Dividends, if any, shall be payable on each share of stock when and in the matter declared by the Board of Directors.

**Note 10 - Cafeteria Plan**

The Company has adopted a cafeteria plan. Under this plan regular full time employees are eligible for participation in the Company's cafeteria plan after the ninety-day introductory period. The cafeteria plan is an IRS qualified plan under Section 125, which allows employees to select from cash or pre-tax dependent care reimbursement, medical/disability expenses reimbursement, employee share of medical insurance and/or vacation reimbursement.

Windsor Point Incorporated  
Notes to Financial Statements  
December 31, 2018 and 2017

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**Note 11 - Subsequent Events**

Management has evaluated subsequent events through May 28, 2019, the date that the financial statements were available for issue and has determined that there are no additional adjustments and/or disclosures required.

**Windsor Point Incorporated**  
**Forecasted Financial Statements**  
**For Each of the Five Years Ending December 31, 2023**

Windsor Point Incorporated  
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## Independent Accountant's Compilation Report

To the Board of Directors and Stockholders of  
Windsor Point Incorporated  
Fuquay-Varina, North Carolina

We have compiled the accompanying forecasted balance sheets, statements of income, retained earnings, and cash flows of Windsor Point Incorporated as of December 31, 2019 through 2023 and for the five years then ending, in accordance with attestation standards established by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of a forecast information that is the representation of management and does not include evaluation of the support for the assumptions underlying the forecast. We have not examined the forecast and, accordingly, do not express an opinion or any other form of assurance on the accompanying statements or assumptions. Furthermore, there will usually be differences between the forecasted and actual results because events and circumstances frequently do not occur as expected, and those differences may be material. We have no responsibility to update this report for events and circumstances occurring after the date of this report.

Cary, North Carolina  
May 28, 2019

Windsor Point Incorporated  
Forecasted Balance Sheets  
Years Ending December 31, 2019 through 2023

ASSETS	2019 Year 1	2020 Year 2	2021 Year 3	2022 Year 4	2023 Year 5
Current Assets					
Cash	\$ 4,516,457	\$ 4,611,303	\$ 4,708,140	\$ 4,807,011	\$ 4,907,958
Temporary Investments	4,377,591	5,001,678	5,690,246	6,476,126	7,326,143
Patient Receivables (less contractual allowances)	171,483	177,485	183,697	190,126	196,780
Prepays & Other Current Assets	38,485	39,832	41,226	42,564	43,956
Total Current Assets	<u>9,104,016</u>	<u>9,830,298</u>	<u>10,623,309</u>	<u>11,515,827</u>	<u>12,474,837</u>
Property & Equipment					
Property & Departmental Equipment	1,742,728	1,803,723	1,866,853	1,932,193	1,999,820
Transportation Equipment	291,043	291,043	291,043	291,043	291,043
Less Accumulated Depreciation	(1,000,476)	(1,070,172)	(1,145,591)	(1,257,983)	(1,372,791)
Total Equipment	<u>1,033,295</u>	<u>1,024,594</u>	<u>1,012,305</u>	<u>965,253</u>	<u>918,072</u>
Other Assets					
Note Receivable - Related party	2,156,949	1,730,658	1,292,420	842,068	379,265
Reserves Required by State Statute-Restricted	2,516,973	2,563,901	2,611,766	2,660,588	2,710,386
Total Other Assets	<u>4,673,922</u>	<u>4,294,559</u>	<u>3,904,186</u>	<u>3,502,656</u>	<u>3,089,651</u>
	<u>\$ 14,811,233</u>	<u>\$ 15,149,451</u>	<u>\$ 15,539,800</u>	<u>\$ 15,983,736</u>	<u>\$ 16,482,560</u>

See summary of significant forecast assumptions, accounting policies and accountants' report.

Windsor Point Incorporated  
Forecasted Balance Sheets  
Years Ending December 31, 2019 through 2023

LIABILITIES AND STOCKHOLDERS' EQUITY	2019 Year 1	2020 Year 2	2021 Year 3	2022 Year 4	2023 Year 5
<b>Current Liabilities</b>					
Accounts Payable	\$ 149,676	\$ 154,032	\$ 158,514	\$ 163,127	\$ 167,874
Payroll Related Accruals	189,559	195,074	200,751	206,593	212,605
Deferred Revenue	1,294,050	1,319,931	1,346,330	1,373,257	1,400,722
Total Current Liabilities	<u>1,633,285</u>	<u>1,669,037</u>	<u>1,705,595</u>	<u>1,742,977</u>	<u>1,781,201</u>
<b>Long Term Liabilities</b>					
Deferred Revenue	5,818,276	6,293,667	6,778,565	7,273,161	7,777,649
Contractually Refundable Fees	785,712	785,712	785,712	785,712	785,712
Total Liabilities	<u>8,237,273</u>	<u>8,748,416</u>	<u>9,269,872</u>	<u>9,801,850</u>	<u>10,344,562</u>
<b>Stockholders' Equity</b>					
Common Stock, \$1 par value, 100,000 shares authorized; 1,000 issued and outstanding	1,000	1,000	1,000	1,000	1,000
Additional Paid In Capital	-	-	-	-	-
Retained Earnings	6,572,960	6,400,035	6,268,928	6,180,886	6,136,998
Total Stockholders' Equity	<u>6,573,960</u>	<u>6,401,035</u>	<u>6,269,928</u>	<u>6,181,886</u>	<u>6,137,998</u>
Total Liabilities and Stockholders' Equity	<u>\$ 14,811,233</u>	<u>\$ 15,149,451</u>	<u>\$ 15,539,800</u>	<u>\$ 15,983,736</u>	<u>\$ 16,482,560</u>

See summary of significant forecast assumptions, accounting policies and accountants' report.



Windsor Point Incorporated  
Forecasted Statements of Income and Retained Earnings  
Years Ending December 31, 2019 through 2023

	2019 Year 1	2020 Year 2	2021 Year 3	2022 Year 4	2023 Year 5
<b>REVENUES</b>					
Monthly Fees-Nsg/Ind Plus/AL/Alzh	\$ 4,645,212	\$ 4,738,116	\$ 4,832,880	\$ 4,929,539	5,028,129
Monthly Fees-Independent	5,256,124	5,361,247	5,468,472	5,577,842	5,689,399
Earned Entrance Fees	1,268,677	1,294,050	1,319,931	1,346,330	1,373,257
Meal Revenue	10,500	11,000	11,500	12,000	12,500
Investment Income	34,473	37,828	41,510	45,684	50,183
Interest Income	45,000	45,000	45,000	45,000	45,000
Miscellaneous	25,000	25,000	25,000	25,000	25,000
<b>Total Revenues</b>	<u>11,284,986</u>	<u>11,512,241</u>	<u>11,744,293</u>	<u>11,981,395</u>	<u>12,223,468</u>
<b>EXPENSES</b>					
Nursing/Ind Plus/Assisted Living	2,623,150	2,679,548	2,737,158	2,796,007	2,856,121
Dietary	1,324,214	1,352,685	1,381,768	1,411,476	1,441,823
Social Services	41,490	42,382	43,293	44,224	45,175
Patient Activities	57,286	58,518	59,776	61,061	62,374
Laundry & Linen	93,634	95,647	97,703	99,804	101,950
Housekeeping	314,109	320,862	327,761	334,808	342,006
General & Administrative	1,307,958	1,336,079	1,364,805	1,394,148	1,424,122
Plant Operations & Maintenance	1,217,797	1,243,980	1,270,726	1,298,047	1,325,955
Property, Ownership & Use	360,939	368,699	376,626	384,723	392,995
Lease Expense	2,474,905	2,499,653	2,524,649	2,549,894	2,575,392
Transportation	68,367	69,837	71,338	72,872	74,439
Depreciation	114,808	117,276	119,797	122,373	125,004
<b>Total Expenses</b>	<u>9,998,657</u>	<u>10,185,166</u>	<u>10,375,400</u>	<u>10,569,437</u>	<u>10,767,356</u>
<b>Net Income</b>	1,286,329	1,327,075	1,368,893	1,411,958	1,456,112
Beginning Retained Earnings	6,786,631	6,572,960	6,400,035	6,268,928	6,180,886
Dividends	<u>(1,500,000)</u>	<u>(1,500,000)</u>	<u>(1,500,000)</u>	<u>(1,500,000)</u>	<u>(1,500,000)</u>
<b>Ending Retained Earnings</b>	<u>\$ 6,572,960</u>	<u>\$ 6,400,035</u>	<u>\$ 6,268,928</u>	<u>\$ 6,180,886</u>	<u>6,136,998</u>

See summary of significant forecast assumptions, accounting policies and accountants' report.

Windsor Point Incorporated  
Forecasted Statements of Cash Flows  
Years Ending December 31, 2019 through 2023

	2019 Year 1	2020 Year 2	2021 Year 3	2022 Year 4	2023 Year 5
<b>Cash Flows from Operating Activities</b>					
Monthly Fees-Nsg/Ind Plus/Asst Lvg/Alzheimer	\$ 5,017,117	\$ 5,115,969	\$ 5,222,247	\$ 5,361,780	\$ 5,468,794
Monthly Fees-Independent	5,256,124	5,361,247	5,468,472	5,577,842	5,689,399
Entrance Fees-net	1,268,677	1,294,050	1,319,931	1,346,330	1,373,257
Meal Revenue	10,500	11,000	11,500	12,000	12,500
Investment Income	34,473	37,828	41,510	45,684	50,183
Interest Income	45,000	45,000	45,000	45,000	45,000
Miscellaneous	25,000	25,000	25,000	25,000	25,000
<b>Total Operating Cash Receipts</b>	<b>11,656,891</b>	<b>11,890,094</b>	<b>12,133,660</b>	<b>12,413,636</b>	<b>12,664,133</b>
Nursing/Independent Plus/Assisted Living/Alzheimer	2,613,557	2,669,677	2,726,999	2,785,552	2,845,362
Dietary	1,324,214	1,352,685	1,381,768	1,411,476	1,441,823
Social Services	41,490	42,382	43,293	44,224	45,175
Patient Activities	57,286	58,518	59,776	61,061	62,374
Laundry & Linen	93,634	95,647	97,703	99,804	101,950
Housekeeping	314,109	320,862	327,761	334,808	342,006
General & Administrative	1,308,750	1,337,426	1,366,199	1,395,486	1,425,514
Plant Operations & Maintenance	1,217,797	1,243,980	1,270,726	1,298,047	1,325,955
Property, Ownership & Use	360,939	368,699	376,626	384,723	392,995
Lease Expense	2,474,905	2,499,653	2,524,649	2,549,894	2,575,392
<b>Total Operating Cash Disbursements</b>	<b>9,806,681</b>	<b>9,989,529</b>	<b>10,175,500</b>	<b>10,365,075</b>	<b>10,558,546</b>
<b>Cash Flows Provided by Operating Activities</b>	<b>1,850,210</b>	<b>1,900,565</b>	<b>1,958,160</b>	<b>2,048,561</b>	<b>2,105,587</b>
Purchase of Property & Equipment	(35,845)	(60,995)	(63,130)	(65,340)	(67,627)
Note Receivable - Stan Johnson & Assoc.	415,721	426,291	438,239	450,352	462,803
<b>Cash Flows Provided by Investing Activities</b>	<b>379,876</b>	<b>365,296</b>	<b>375,109</b>	<b>385,012</b>	<b>395,176</b>
<b>Cash Flows from Financing Activities</b>					
Dividends paid	(1,500,000)	(1,500,000)	(1,500,000)	(1,500,000)	(1,500,000)
<b>Cash Flows Used by Financing Activities</b>	<b>(1,500,000)</b>	<b>(1,500,000)</b>	<b>(1,500,000)</b>	<b>(1,500,000)</b>	<b>(1,500,000)</b>
<b>Net Increase in Cash</b>	<b>730,086</b>	<b>765,861</b>	<b>833,269</b>	<b>933,573</b>	<b>1,000,763</b>
Cash at Beginning of Year	10,680,935	11,411,021	12,176,882	13,010,151	13,943,724
<b>Cash at End of Year</b>	<b>\$ 11,411,021</b>	<b>\$ 12,176,882</b>	<b>\$ 13,010,151</b>	<b>\$ 13,943,724</b>	<b>\$ 14,944,487</b>

See summary of significant forecast assumptions, accounting policies and accountants' report.

Windsor Point Incorporated  
 Forecasted Statements of Cash Flows  
 Years Ending December 31, 2019 through 2023

	2019 Year 1	2020 Year 2	2021 Year 3	2022 Year 4	2023 Year 5
Supplemental Disclosure of Cash Flow Information					
Interest paid	\$ <u>          -</u>	\$ <u>          -</u>	\$ <u>          -</u>	\$ <u>          -</u>	\$ <u>          -</u>
Income taxes paid	\$ <u>          -</u>	\$ <u>          -</u>	\$ <u>          -</u>	\$ <u>          -</u>	\$ <u>          -</u>

See summary of significant forecast assumptions, accounting policies and accountants' report.

Windsor Point Incorporated  
Fuquay-Varina, North Carolina  
Summary of Significant Forecast Assumptions and Accounting Policies  
December 31, 2019 through 2023

**NATURE OF THE FORECASTS** - This financial forecast presents, to the best of management's knowledge and belief, the Company's expected financial position, results of operations, and cash flows for the forecast period. Accordingly, the forecast reflects its judgement as of May 29, 2018, the date of this forecast, of the expected conditions and its expected course of action. The assumptions disclosed herein are those that management believes are significant to the forecast. There will usually be differences between the forecasted and actual results, because events and circumstances frequently do not occur as expected, and those differences may be material.

**OPERATIONS** - Windsor Point Incorporated (the Company) was incorporated July 7, 1995, to serve as a continuing care retirement community.

**BASIS OF ACCOUNTING** - The Company operates and maintains its books and records on the accrual basis of accounting in accordance with generally accepted accounting principles.

**FIXED ASSETS** - The Company leases the facilities and most of its furniture and equipment from Stan Johnson & Associates, LLC, (a related company). The Company purchased vehicles, furniture and equipment during the years ended December 31, 1998 through 2018. Depreciation is computed on the straight-line method, based on the estimated useful lives of the assets.

**NOTE RECEIVABLE - STAN JOHNSON & ASSOCIATES** - This note represents loans that are used to finance buildings at Windsor Point. The annual interest rate is variable based on the mid-term federal applicable rate. Payments are made at borrowers option. The loan is secured by personal guarantees of Stan and Florence Johnson.

**INCOME TAXES** - For income tax purposes, the Company recognized income and expense on the accrual basis. The Company, with the consent of its shareholders, has elected under the Internal Revenue Code to be an "S" Corporation. In lieu of corporation income taxes, the shareholders of an "S" corporation are taxed on their proportionate share of the Company's taxable income. Therefore, no provision or liability for income taxes has been included in these financial statements.

**DIVIDENDS** - Dividend distributions are at the discretion of the Board of Directors. Dividends are forecasted based on the income taxes projected to be incurred by the stockholders since the income of the Company is reported on the stockholders' income tax returns.

**REFUNDABLE ENTRANCE FEES** - The Company has two types of residence and care fee agreements that it offers its residents. Under both of these agreements, a portion of each resident's entrance and care fee may be refundable after the resident terminates his/her stay at Windsor Point. For life occupancy contracts and fifty percent equity contracts, this refund is due and payable within thirty days after the vacated residence is re-occupied. For our forecast we assumed that all residents will choose the life occupancy contract option since approximately ninety-five percent of current residents have chosen this option.

**STATEMENT OF CASH FLOW** - For simplification, the Company has adjusted nursing expenses for all accrued expenses. This method of allocation of accrued expenses has no impact on the overall cash from operations.

Windsor Point Incorporated  
Fuquay-Varina, North Carolina  
Summary of Significant Forecast Assumptions and Accounting Policies  
December 31, 2019 through 2023

FORECAST ASSUMPTIONS -

Monthly service fees were increased each year by 2%. The Company's monthly fees have generally increased at an annual rate of 1.75% to 3.5% for the past five years.

Investment income was computed by assuming approximately a .50% return on investments from entrance fee deposits, operating reserves, and other excess cash held for temporary investments.

Direct costs include nursing services, dietary, social services, patient activities, laundry and housekeeping. Indirect costs include general and administrative, plant operations and maintenance, and property ownership and use.

Salaries were computed by taking the actual salary rates paid by Windsor Point for the prior year, and inflating them by approximately 2.21% per year. Planned increases and reductions in staff were taken into account in calculating salaries.

Employee benefits and payroll taxes, such as FICA taxes, unemployment taxes, insurance, etc., generally average 13% of salaries. This percentage was used for each year.

Supply costs such as medical supplies, drugs, raw food, and other supplies were obtained through past experience and inflated each year by 2.21%.

Dietary costs have been computed using the same inflation rates as supply costs, and assuming that all residents will eat three meals per day in the facility.

Other costs such as travel, repairs, insurance, taxes, etc., were derived through past experience and inflated each year by 2.21%. Fixed costs such as amortization and lease payments were not inflated. Depreciation was based upon the useful lives of the equipment.

Windsor Point Incorporated leases its facilities to include most furniture and equipment from Stan Johnson & Associates, LLC, (a related company). The Lease payments approximate Stan Johnson & Associates minimum mortgage payment requirements plus an amount agreed upon by the management of Windsor Point Incorporated and Stan Johnson & Associates, LLC.

We have computed the operating reserve requirement for North Carolina General Statute 58-64-33 at 25% of the total operating cost projected for each subsequent 12 month period for year 2019 through 2023. The facility has historically maintained an occupancy level of at least 88% - 90%. Operating cost excludes depreciation, amortized expenses, and extraordinary items. Income and advances from owners shall be the primary sources of funds for the operating reserves. The treasurer of Windsor Point will be the custodian of these funds and shall only release funds upon the approval of the Department of Insurance. Operating reserves are kept by the Company in the form of cash, cash equivalents and temporary cash investments.

Windsor Point Incorporated  
Fuquay-Varina, North Carolina  
Summary of Significant Forecast Assumptions and Accounting Policies  
December 31, 2019 through 2023

FORECAST ASSUMPTIONS -

Windsor Point Incorporated states in its resident agreement that entrance fees will be amortized over a period of 50 months (2% every month). For financial reporting purposes these entrance fees are amortized using the remaining life expectancy of the residents. We assumed terminations would occur based on prior years experience.

**Windsor Point Incorporated**  
**Explanation of Significant Differences**

**Windsor Point Incorporated**  
**Explanation of Material Differences**  
**For the Year Ended December 31, 2018**

The following explanation is furnished pursuant to Section 58-64-30 of the General Statutes of North Carolina. The explanation pertains to material differences between Windsor Point Incorporated Forecasted Balance Sheets, Statements of Operations and Cash Flows for the year ended December 31, 2018, included in the Disclosure Statement dated May 31, 2018 and the actual financial position, results of operations and cash flows as of and for the year ended December 31, 2018, as shown in the audited financial statements. See the summary Balance Sheets, Statements of Operations and Cash Flows behind this narrative for amounts and percentages.

For purposes of this narrative, "material" differences are considered to be variances of \$500,000 or 10% of line item amounts.

1. Temporary Investments - Temporary investments were less than forecasted by \$476K (11.27%) due to the higher expenses incurred for the year and the increase in the purchase of property & equipment.
2. Resident Receivables - Resident receivables were greater than forecasted by \$77K (54.09%). The forecasted financials did not take into account employee turnover in the Billing/AR department that occurred in 2018. Medicare billing is specialized and training a new employee takes months.
3. Property & Departmental Equipment - Property and departmental equipment was greater than forecasted by \$416K (32.20%). There were leasehold improvements of \$131K, furniture & fixtures of \$23K and departmental equipment of \$123K which comprises the majority of expenditures which were not anticipated when preparing the forecast. Renovations to the healthcare center totaled approximately \$121K and a new server totaling \$26K, was not included in the forecast for 2018.
4. Accumulated Depreciation - Accumulated depreciation was greater than forecasted by \$118K (13.74%) due to the greater than forecasted purchase of property and equipment.
5. Accounts Payable - Accounts payable for the year was \$68K (31.85%) less than forecasted. Forecast reflected a larger workers compensation deposit paid in 2018.
6. Deferred Revenue - Deferred revenue for the year was \$1.1M (20.07%) greater than forecasted. Entrance fees for the year were higher than forecast, resulting in a higher Deferred Revenue balance.
7. Contractually Refundable Fees - Contractually refundable fees for the year was \$346K (30.57%) lower than forecasted. Higher number of residents with refundable fees vacated in 2018 as was forecasted.
8. Retained Earnings - Retained earnings for the year was \$546K (7.44%) lower than forecasted. Forecasted net income was \$25K greater than actual. Dividends paid in 2018 was \$400K higher than forecasted.
9. Misc. Income - Misc. income was \$102K (287.97%) greater than forecasted due to higher convenience store income than reported on the forecast.
10. Laundry & Linens - Laundry & linens expenses were greater than forecasted by \$35K (61.17%). Actual wages were higher than forecasted for the year.



**Windsor Point Incorporated**  
**Explanation of Material Differences**  
**For the Year Ended December 31, 2018**

11. Housekeeping - Housekeeping was less than forecast by \$37K (10.66%) due to a lower wages paid compared to forecast.
12. Transportation - Transportation was lower than forecasted by \$12K (15.68%). Vehicle depreciation for 2018 was less than forecasted.
13. Depreciation - Depreciation expenses were greater than forecasted by \$36K (45.89%). Forecasted amount for property & equipment purchases were lower than actual in 2018.
14. Cash flows from Operating Activities - Cash from meal revenue was lower than forecasted by \$3K (37.17%). Meals sold to non-residents was lower than forecasted for the year. Cash from misc. income was greater than forecasted by \$132K (528.82%). Convenience store income was higher than forecasted for the year.
15. Laundry & Linen - Cash used for laundry & linen was greater than forecasted by \$35K (61.17%). Actual wages were greater than forecasted for the year.
16. Housekeeping - Cash used for housekeeping was less than forecast by \$37K (10.66%) due to a lower wages paid compared to forecast.
17. General & Administrative - Cash used for general & administrative was greater than forecasted by \$156K (13.85%). Actual wages and employee benefits were greater than forecasted for the year.
18. Transportation - Transportation was lower than forecasted by \$12K (15.68%). Vehicle depreciation for 2018 was less than forecasted.
19. Depreciation - Depreciation expenses were greater than forecasted by \$36K (45.89%). Forecasted amount for property & equipment purchases were lower than actual in 2018.
20. Purchase of Property & Equipment - Cash used to purchase property and equipment was greater than forecasted by \$261K (981.46%). There were leasehold improvements of \$131K, furniture & fixtures of \$23K and departmental equipment of \$123K which comprises the majority of expenditures which were not anticipated when preparing the forecast. Renovations to the healthcare center totaled approximately \$121K and a new server totaling \$26K, was not included in the forecast for 2018.
21. Dividends Paid - Dividends paid was greater than forecasted by \$400K (36.36%).

Windsor Point, Inc.  
Fuquay-Varina, North Carolina  
Balance Sheet -- Comparison of Forecast to Actual  
For the Year Ending December 31, 2018  
Threshold > \$500,000 or 10%

	2018 Actual	2018 Forecast	Amount Over (Under) Forecast	Variance	
<b>ASSETS</b>					
<b>Current Assets</b>					
Cash	\$ 4,423,562	\$ 4,140,133	\$ 283,429	6.85%	
Temporary Investments	3,786,411	4,226,119	(439,708)	-10.40%	<b>1</b>
Resident Receivables	220,527	143,120	77,407	54.09%	<b>2</b>
Prepays & Other Current Assets	37,693	40,815	(3,122)	-7.65%	
<b>Total Current Assets</b>	<u>8,468,193</u>	<u>8,550,187</u>	<u>(81,994)</u>	-0.96%	
<b>Property &amp; Equipment</b>					
Property & Departmental Equipment	1,706,883	1,291,121	415,762	32.20%	<b>3</b>
Transportation Equipment	285,057	291,043	(5,986)	-2.06%	
Less Accumulated Depreciation	(979,898)	(861,498)	(118,400)	13.74%	<b>4</b>
<b>Total Equipment</b>	<u>1,012,042</u>	<u>720,666</u>	<u>291,376</u>	40.43%	
<b>Other Assets</b>					
Note Receivable - Stan Johnson & Assoc	2,572,671	2,554,628	18,043	0.71%	
Reserves Required by State Statute-Restricted	2,470,962	2,554,126	(83,164)	-3.26%	
<b>Total Other Assets</b>	<u>5,043,633</u>	<u>5,108,754</u>	<u>(65,121)</u>	-1.27%	
<b>Total Assets</b>	<u>\$ 14,523,868</u>	<u>\$ 14,379,607</u>	<u>\$ 144,261</u>	1.00%	
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>					
<b>Current Liabilities</b>					
Accounts Payable	\$ 145,444	\$ 213,404	\$ (67,960)	-31.85%	<b>5</b>
Payroll Related Accruals	184,198	189,920	(5,722)	-3.01%	
Deferred Revenue	1,267,123	1,462,454	(195,331)	-13.36%	<b>6</b>
<b>Total Current Liabilities</b>	<u>1,596,765</u>	<u>1,865,778</u>	<u>(269,013)</u>	-14.42%	
<b>Long Term Liabilities</b>					
Deferred Revenue	5,353,760	4,051,913	1,301,847	32.13%	<b>6</b>
Contractually Refundable Fees	785,712	1,131,713	(346,001)	-30.57%	<b>7</b>
<b>Total Long Term Liabilities</b>	<u>6,139,472</u>	<u>5,183,626</u>	<u>955,846</u>	18.44%	
<b>Total Liabilities</b>	<u>7,736,237</u>	<u>7,049,404</u>	<u>686,833</u>	9.74%	
<b>Stockholders' Equity</b>					
Common Stock	1,000	1,000	-	0.00%	
Retained Earnings	6,786,631	7,332,203	(545,572)	-7.44%	<b>8</b>
<b>Total Stockholders' Equity</b>	<u>6,787,631</u>	<u>7,333,203</u>	<u>(545,572)</u>	-7.44%	
<b>Total Liabilities and Stockholders' Equity</b>	<u>\$ 14,523,868</u>	<u>\$ 14,382,607</u>	<u>\$ 141,261</u>	0.98%	

Windsor Point, Inc.  
Fuquay-Varina, North Carolina  
Statement of Income -- Comparison of Forecast to Actual  
For the Year Ending December 31, 2018  
Threshold > \$500,000 or 10%

	2018 Actual	2018 Forecast	Amount Over (Under) Forecast	Variance	
<b>REVENUES</b>					
Resident fees & services	\$ 10,724,477	\$ 11,096,926	(372,449)	-3.36%	
Interest Income	80,808	76,189	4,619	6.06%	
Miscellaneous income	137,728	35,500	102,228	287.97%	<b>9</b>
<b>Total Revenues</b>	<u>10,943,013</u>	<u>11,208,615</u>	<u>(265,602)</u>	-2.37%	
<b>EXPENSES</b>					
Nursing/Ind Plus/Assisted Living	2,567,939	2,777,442	(209,503)	-7.54%	
Dietary	1,296,343	1,308,978	(12,635)	-0.97%	
Social Services	40,617	42,077	(1,460)	-3.47%	
Patient Activities	56,080	51,866	4,214	8.12%	
Laundry & Linen	91,663	56,875	34,788	61.17%	<b>10</b>
Housekeeping	307,498	344,174	(36,676)	-10.66%	<b>11</b>
General & Administrative	1,280,429	1,280,284	145	0.01%	
Plant Operations & Maintenance	1,192,165	1,268,582	(76,417)	-6.02%	
Property, Ownership & Use	353,342	347,136	6,206	1.79%	
Lease Expense	2,450,400	2,472,520	(22,120)	-0.89%	
Transportation	66,928	79,373	(12,445)	-15.68%	<b>12</b>
Depreciation	112,392	77,041	35,351	45.89%	<b>13</b>
<b>Total Expenses</b>	<u>9,815,796</u>	<u>10,106,348</u>	<u>(290,552)</u>	-2.87%	
<b>Net Income</b>	<u>\$ 1,127,217</u>	<u>\$ 1,102,267</u>	<u>\$ 24,950</u>	2.26%	

Windsor Point, Inc.  
Fuquay-Varina, North Carolina  
Statement of Cash Flows -- Comparison of Forecast to Actual  
For the Year Ending December 31, 2018  
Threshold > \$500,000 or 10%

	2018 Actual	2018 Forecast	Amount Over (Under) Forecast	Variance	
<b>Cash Flows from Operating Activities</b>					
Monthly Fees-Nsg/Ind Plus/Asst Lvg/Alzheimer	\$ 5,086,640	\$ 5,165,534	(78,894)	-1.53%	<b>14</b>
Monthly Fees-Independent	5,153,063	4,715,819	437,244	9.27%	
Entrance Fees	1,089,452	1,433,778	(344,326)	-24.02%	<b>14</b>
Meal Revenue	6,597	10,500	(3,903)	-37.17%	<b>14</b>
Investment Income	-	31,189	(31,189)	-100.00%	<b>14</b>
Interest Income	80,808	45,000	35,808	79.57%	<b>14</b>
Miscellaneous	157,204	25,000	132,204	528.82%	<b>14</b>
<b>Total Operating Cash Receipts</b>	<b><u>11,573,764</u></b>	<b><u>11,426,820</u></b>	<b><u>146,944</u></b>	<b>1.29%</b>	
Nursing/Independent Plus/Assisted Living/Alzheimer	2,567,939	2,766,038	(198,099)	-7.16%	
Dietary	1,296,343	1,308,978	(12,635)	-0.97%	
Social Services	40,617	42,077	(1,460)	-3.47%	
Patient Activities	56,080	51,866	4,214	8.12%	
Laundry & Linen	91,663	56,875	34,788	61.17%	<b>15</b>
Housekeeping	307,498	344,174	(36,676)	-10.66%	<b>16</b>
General & Administrative	1,280,429	1,124,709	155,720	13.85%	<b>17</b>
Plant Operations & Maintenance	1,192,165	1,268,582	(76,417)	-6.02%	
Property, Ownership & Use	353,342	347,136	6,206	1.79%	
Lease Expense	2,450,400	2,472,520	(22,120)	-0.89%	
Transportation	66,928	79,373	(12,445)	-15.68%	<b>18</b>
Depreciation	112,392	77,041	35,351	45.89%	<b>19</b>
<b>Total Operating Cash Disbursements</b>	<b><u>9,815,796</u></b>	<b><u>9,939,369</u></b>	<b><u>(123,573)</u></b>	<b>-1.24%</b>	
<b>Cash Flows provided by operating activities</b>	<b><u>1,757,968</u></b>	<b><u>1,487,451</u></b>	<b><u>270,517</u></b>	<b>18.19%</b>	
<b>Cash Flows from Investing Activities</b>					
Purchase of Property & Equipment	\$ (287,193)	\$ (26,556)	(260,637)	981.46%	<b>20</b>
Payments Received on Note Receivable-Related Party	403,986	422,029	(18,043)	-4.28%	
<b>Cash Flows provided by investing activities</b>	<b><u>116,793</u></b>	<b><u>395,473</u></b>	<b><u>(278,680)</u></b>	<b>-70.47%</b>	
<b>Cash Flows from Financing Activities</b>					
Dividends paid	(1,500,000)	(1,100,000)	(400,000)	36.36%	<b>21</b>
<b>Cash Flows (used by) financing activities</b>	<b><u>(1,500,000)</u></b>	<b><u>(1,100,000)</u></b>	<b><u>(400,000)</u></b>	<b>36.36%</b>	
<b>Net Increase in Cash</b>	<b>374,761</b>	<b>782,924</b>	<b>(408,163)</b>	<b>-52.13%</b>	
Cash, Beginning of Year	<u>10,306,174</u>	<u>10,306,174</u>	<u>-</u>	0.00%	
Cash, End of Year	<u><u>10,680,935</u></u>	<u><u>11,089,098</u></u>	<u><u>(408,163)</u></u>	<b>-3.68%</b>	