

Quincy Retirement Community

Statements of Financial Position

November 30, 2024 and December 31, 2023

| | <u>November 30, 2024</u> | <u>December 31, 2023</u> |
|--|--------------------------|--------------------------|
| Assets | | |
| Cash and cash equivalents | \$ 33,609 | \$ 60,888 |
| Investments | 8,767,064 | 7,375,542 |
| Statutory Liquid Reserve | 1,222,270 | 1,222,270 |
| Accounts receivable, net | 2,578,772 | 1,634,574 |
| Assets whose use is limited | 2,321,667 | 3,048,011 |
| Property and equipment, net | 34,141,089 | 32,960,719 |
| Due from affiliates, net | 12,103,411 | 13,090,262 |
| Funds held in trust by others | 6,973,674 | 6,357,673 |
| Other assets | 649,519 | 604,102 |
| | <hr/> | <hr/> |
| Total assets | <u>\$ 68,791,076</u> | <u>\$ 66,354,041</u> |
| Liabilities and Net Assets | | |
| Accounts payable | \$ 320,536 | \$ 652,206 |
| Accrued expenses | 1,120,757 | 1,024,287 |
| Resident deposits | 472,938 | 105,781 |
| Entrance fees payable | 1,197,124 | 754,379 |
| Other liabilities | 349,530 | 340,214 |
| Long-term debt, senior living | 22,991,077 | 23,617,114 |
| Deferred revenue from entrance fees | 17,440,117 | 16,310,148 |
| | <hr/> | <hr/> |
| Total liabilities | <u>43,892,079</u> | <u>42,804,128</u> |
| Net Assets | | |
| Without donor restriction | 17,485,584 | 16,713,604 |
| With donor restriction | 7,413,413 | 6,836,310 |
| Total net assets (deficit) | <hr/> <u>24,898,997</u> | <hr/> <u>23,549,913</u> |
| | <hr/> | <hr/> |
| Total liabilities, net assets and equity | <u>\$ 68,791,076</u> | <u>\$ 66,354,041</u> |

Quincy Retirement Community

Statements of Operations and Changes in Net Assets

Period ended November 30, 2024 and year ended December 31, 2023

| | <u>November 30, 2024</u> | <u>December 31, 2023</u> |
|---|--------------------------|--------------------------|
| Net Assets Without Donor Restrictions | | |
| Revenues, gains and other support: | | |
| Resident services: | | |
| Resident services | \$ 19,886,437 | \$ 21,218,150 |
| Amortization of entrance fees | 1,841,411 | 1,816,284 |
| Total resident services | <u>21,727,849</u> | <u>23,034,434</u> |
| Contributions, gifts, grants and bequests | 269,699 | 532,084 |
| Government stimulus | 65,338 | 41,858 |
| Net assets released from restrictions | <u>97,523</u> | <u>66,536</u> |
| Total operating revenues and other support | <u>22,160,409</u> | <u>23,674,912</u> |
| Expenses: | | |
| Nursing services | 7,467,309 | 8,228,090 |
| Rehabilitation | 1,554,703 | 1,605,007 |
| Recreation and special services | 400,315 | 421,699 |
| Pharmacy | 254,753 | 344,836 |
| Social Services | 93,000 | 97,818 |
| Physician Services | 27,500 | 34,290 |
| Dining Services | 2,012,431 | 2,001,524 |
| Building operations and maintenance | 3,036,438 | 3,154,020 |
| Housekeeping | 274,782 | 307,116 |
| Laundry | 171,536 | 182,002 |
| Management and general | 3,338,752 | 3,553,465 |
| Employee Benefits | 1,124,422 | 1,113,126 |
| Interest | 889,153 | 883,483 |
| Depreciation | 2,223,007 | 2,372,418 |
| Fundraising | <u>60,714</u> | <u>50,459</u> |
| Total expenses before non-recurring expenses | <u>22,928,815</u> | <u>24,349,354</u> |
| Non-recurring expenses, COVID-19 | <u>-</u> | <u>1,450</u> |
| Operating income (loss) before gains and losses | <u>(768,406)</u> | <u>(675,892)</u> |
| Operating income (loss) | <u>(768,406)</u> | <u>(675,892)</u> |
| Other income (loss): | | |
| Investment income, net of investment expense | 525,258 | 522,023 |
| Unrealized gain on investments | 1,015,128 | 918,457 |
| Loss on early extinguishment of debt | <u>-</u> | <u>(22,756)</u> |
| Total other income (loss) | <u>1,540,386</u> | <u>1,417,724</u> |
| Revenues in excess of expenses | <u>771,980</u> | <u>741,832</u> |
| Increase in net assets without donor restrictions | <u>771,980</u> | <u>741,832</u> |

Quincy Retirement Community

Statements of Operations and Changes in Net Assets

Period ended November 30, 2024 and year ended December 31, 2023

| | <u>November 30, 2024</u> | <u>December 31, 2023</u> |
|--|--------------------------|--------------------------|
| Net Assets With Donor Restrictions | | |
| Contributions, gifts, grants and bequests | 57,993 | 145,119 |
| Investment income, net of investment expense | 632 | 829 |
| Unrealized gain on investments | 616,001 | 479,371 |
| Net assets released from restrictions | <u>(97,523)</u> | <u>(66,536)</u> |
| Increase in net assets with donor restrictions | <u>577,104</u> | <u>558,783</u> |
| Increase in net assets | 1,349,084 | 1,300,615 |
| Net Assets, Beginning | <u>23,549,913</u> | <u>22,249,298</u> |
| Net Assets, Ending | <u>\$ 24,898,997</u> | <u>\$ 23,549,913</u> |

Quincy Retirement Community

Statements of Cash Flows

Period ended November 30, 2024 and year ended December 31, 2023

| | November 30, 2024 | December 31, 2023 |
|---|--------------------|--------------------|
| Cash Flows From Operating Activities | | |
| Increase in net assets | \$ 1,349,084 | \$ 1,300,615 |
| Adjustments to reconcile increase (decrease) in net assets (deficit) to net cash provided by (used in) operating activities | | |
| Depreciation | 2,223,007 | 2,372,418 |
| Provision for doubtful collections | 198,550 | 215,711 |
| Proceeds from non-refundable fees and deposits | 3,311,564 | 2,143,929 |
| Amortization of entrance fees | (1,841,411) | (1,816,284) |
| Loss on early extinguishment of debt | - | 22,756 |
| Unrealized gain on investments and change in fair value of funds held in trust by others | (1,631,129) | (1,397,828) |
| Amortization of deferred financing costs | 10,997 | 6,694 |
| Amortization of bond discount | 7,008 | 2,548 |
| Changes in assets and liabilities | | |
| Accounts receivable | (596,156) | (564,214) |
| Entrance fee receivable | (563,834) | 66,836 |
| Other assets | (45,417) | 33,522 |
| Accounts payable | (331,670) | 148,392 |
| Accrued expenses | 96,470 | 191,914 |
| Other liabilities | 8,106 | (195,497) |
| Net cash provided by operating activities | <u>2,195,168</u> | <u>2,531,511</u> |
| Cash Flows From Investing Activities | | |
| Acquisition of property and equipment | (3,403,378) | (2,260,167) |
| Purchases of investments | (372,322) | (194,683) |
| Proceeds from sale of investments | 722,272 | (2,787,681) |
| Due from affiliates, net | 986,852 | 41,039 |
| Net cash used in investing activities | <u>(2,066,576)</u> | <u>(5,201,491)</u> |
| Cash Flows From Financing Activities | | |
| Refunds of entrance fees and deposits | (164,140) | (724,235) |
| Proceeds from refundable entrance fees and deposits, resales | 471,775 | 204,941 |
| Proceeds from refundable entrance fees and deposits, new units | 162,085 | 1,112,112 |
| Principal payments on redemptions of long-term debt | (638,071) | (829,916) |
| Proceeds from issuance of long-term debt | - | 7,123,346 |
| Early payoff of long-term debt | - | (3,618,649) |
| Financing costs paid | (5,972) | (280,426) |
| Net cash (used in) provided by financing activities | <u>(174,322)</u> | <u>2,987,173</u> |
| Net change in cash, cash equivalents and restricted cash | (45,730) | 317,193 |
| Cash, cash equivalents and restricted cash, beginning | <u>546,023</u> | <u>228,830</u> |
| Cash, cash equivalents and restricted cash, ending | <u>\$ 500,293</u> | <u>\$ 546,023</u> |
| Cash and cash equivalents | \$ 33,609 | \$ 60,888 |
| Restricted cash in investments | 485,135 | 485,135 |
| Total cash, cash equivalents and restricted cash | <u>\$ 518,745</u> | <u>\$ 546,023</u> |