

# KEY INDICATORS REPORT

DocuSigned by:



Chief Executive Officer Signature

Date Prepared: 10/10/2020  
**Compass Health, Inc. dba Arroyo Grande Care Center and Wyndham Residence**

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

	2015	2016	2017	2018	2019	Projected 2020	Forecast				Preferred Trend Indicator
							2021	2022	2023	2024	
<b>OPERATIONAL STATISTICS</b>											
1. Average Annual Occupancy by Site (%)		88%	89%	93%	90%	90%	90%	90%	90%	90.00%	N/A
<b>MARGIN (PROFITABILITY) INDICATORS</b>											
2. Net Operating Margin (%)		6.66%	8.00%	10.70%	10.75%	10.00%	10.00%	10.00%	10.00%	10.00%	↑
3. Net Operating Margin - Adjusted (%)		6.66%	8.00%	10.70%	10.75%	10.00%	10.00%	10.00%	10.00%	10.00%	↓
<b>LIQUIDITY INDICATORS</b>											
4. Unrestricted Cash and Investments (\$000)		\$8,803	\$5,929	\$8,772	\$7,531	\$7,500	\$8,000	\$8,000	\$8,000	\$8,000	↑
5. Days Cash on Hand (Unrestricted)		295	295	297	250	250	250	250	250	250	↑
<b>CAPITAL STRUCTURE INDICATORS</b>											
6. Deferred Revenue from Entrance Fees (\$000)		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
7. Net Annual E/F proceeds (\$000)		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
8. Unrestricted Net Assets (\$000)		\$1,480	\$1,500	\$956	\$1,676	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	N/A
9. Annual Capital Asset Expenditure (\$000)		\$95	\$100	\$125	\$100	\$100	\$125	\$125	\$125	\$125	N/A
10. Annual Debt Service Coverage Revenue Basis (x)		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	↑
11. Annual Debt Service Coverage (x)		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	↑
12. Annual Debt Service/Revenue (%)		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	↓
13. Average Annual Effective Interest Rate (%)		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	↓
14. Unrestricted Cash & Investments/ Long-Term Debt (%)		N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	↑
15. Average Age of Facility (years)		8.00	7.90	9.04	9.00	8.9	8.85	8.75	8.50	8.05	↓