



Solomon Senior Living
Summary Community Listing and Statistics



Communities (Owned/Leased and Managed)			Units					Customers - Licensed Capacity				
Tradenname	City	State	SNF	I/L	A/L	Memory	Total	SNF	I/L	A/L	Memory	Total
			Units	Units	Units	Units	Units	Customers	Customers	Customers	Customers	Customers
Dogwood Forest of Alpharetta	Alpharetta	Georgia	~	~	56	20	76	~	~	65	24	89
Dogwood Forest of Cumming	Cumming	Georgia			36	12	48					
Dogwood Forest of Dunwoody	Dunwoody	Georgia	~	~	47	19	66	~	~	47	19	66
Dogwood Forest of Eagle's Landing	Stockbridge	Georgia	~	~	43	18	61	~	~	45	20	65
Dogwood Forest of Fayetteville	Fayetteville	Georgia	~	~	44	18	62	~	~	49	20	69
Dogwood Forest of Gainesville	Gainesville	Georgia	~	85	43	20	148	~	100	43	29	172
Chateau Vestavia Hills	Birmingham	Alabama		93	56	16	165		107	60	17	184
TOTALS				178	325	123	626		207	309	129	645

Communities (Leased and Non-Managed)			Units					Customers				
Tradenname	City	State	SNF	I/L	A/L	Memory	Total	SNF	I/L	A/L	Memory	Total
			Units	Units	Units	Units	Units	Customers	Customers	Customers	Customers	Customers
Brighton Gardens	Various	Various	176		1193	300	1669	176		1288	332	1796
TOTALS			176		1193	300	1669	176		1288	332	1796

New Development			Units					Customers - Licensed Capacity				
Tradenname	City	State	SNF	I/L	A/L	Memory	Total	SNF	I/L	A/L	Memory	Total
			Units	Units	Units	Units	Units	Customers	Customers	Customers	Customers	Customers
Dogwood Forest of Acworth (Under Construction)			0	0	47	48	95	0	0	52	63	115
Other Communities in Development			0	101	93	36	230	0	120	80	60	259
Projection total by 2014			0	101	140	84	325	0	120	132	123	374
Combined Total			176	279	1,658	507	2,620	176	327	1,729	584	2,815



Strategic Drivers for Our Business 2010 - 2025

United States - National



	<u>2000</u>	<u>2010</u>	<u>Growth</u>	<u>2020</u>	<u>Growth</u>	<u>Change from</u> <u>2000 to 2010</u>	<u>2030</u>	<u>Growth</u>
						<u>to 2020</u>		
Alzheimer's Diagnosis	4,500,000	5,300,000	800,000	6,200,000	900,000	100,000	8,600,000	2,400,000
55-64	24,310,000	36,186,000	11,876,000	42,732,000	6,546,000	(5,330,000)	39,328,000	(3,404,000)
65+	35,061,000	40,299,000	5,238,000	55,039,000	14,740,000	9,502,000	72,623,000	17,584,000
75+	16,601,000	18,974,000	2,373,000	22,853,000	3,879,000	1,506,000	33,506,000	10,653,000
80+	9,185,000	11,788,000	2,603,000	13,403,000	1,615,000	(988,000)	19,517,000	6,114,000
85+	4,240,000	6,124,000	1,884,000	7,279,000	1,155,000	(729,000)	9,603,000	2,324,000
Percentage Increase								
80+			33%		15%			41%

Atlanta Metro 28- Country Area Planning to Move to NC, SC, TN, AL, North FL

	<u>2000</u>	<u>2010</u>	<u>Growth</u>	<u>2020</u>	<u>Growth</u>	<u>Change from</u> <u>2000 to 2010</u>	<u>2030</u>	<u>Growth</u>
						<u>to 2020</u>		
Alzheimer's Diagnosis	110,000	120,000	10,000	147,000	27,000	17,000	173,000	26,000
55-64	309,003	490,652	181,649	724,279	233,627	51,978	1,037,789	313,510
65+	320,988	428,588	107,600	692,175	263,587	155,987	1,110,161	417,986
75+	140,912	178,504	37,592	238,677	60,173	22,581	318,162	79,485
80+	57,776	78,487	20,711	182,198	103,711	83,000	169,798	(12,400)
85+	35,509	48,144	12,635	68,169	20,025	7,390	97,559	29,390
Percentage Increase								
80+			36%		98%			57%

1. Demographics - Positive in the Southeast and West with softness in the 80+ market till 2012. An increase of 6.8% of senior adults is the total number of professionally managed seniors housing units (Vant-Age Pointe Capital Management)

2. Acute care financial incentives will promote post-discharge services. Healthcare is the largest line item in the 2012 National Budget, exceeding Defense and Social Security. 2.7T increasing to \$4.6T by 2019. (HCFA)

3. Senior living inventory growth is at 1.0%, well below the average of 4.7%. (NIC)

4. The top fastest growing age cohorts are 60-64 (37.6%), 95-99 (36.2%) and the 100+ (32.4%).

5. 20% of caregivers live 480 miles away.

6. 80% of long term care provided by 43m caregivers.

7. Resident turnover and smaller market service areas may require 10X productivity in sales and marketing to maintain occupancy. (Senior Living 100)

8. Assisted living residents take an average of 9 meds daily and 81% require assistance. (NCAL)

9. Average age 86.9 years, 26% male, need help with 1.6 ADL's (64% bathing, 39% dressing; 26% toileting; 87% meal preparation). (NCAL)