



2000 Cambridge Avenue, Wyomissing, PA 19610-2714
(610) 775-2300

DISCLOSURE STATEMENT

As of
June 30, 2020

Filed October 30, 2020

The Highlands at Wyomissing, a Continuing Care Retirement Community (CCRC), is owned and operated by The Highlands at Wyomissing, a Pennsylvania not-for-profit corporation

THE ISSUANCE OF A CERTIFICATE OF AUTHORITY BY THE INSURANCE DEPARTMENT OF PENNSYLVANIA DOES NOT CONSTITUTE THAT DEPARTMENT'S APPROVAL, RECOMMENDATION, OR ENDORSEMENT OF THE HIGHLANDS AT WYOMISSING, NOR IS IT EVIDENCE OF, NOR DOES IT ATTEST TO, THE ACCURACY OR COMPLETENESS OF THE INFORMATION SET FORTH IN THIS DISCLOSURE STATEMENT.

NOTICE

This Statement is provided in accordance with the provisions of The Pennsylvania Continuing Care Provider Regulation and Disclosure Act 40 P.S. Paragraph 3201 et seq. and was filed with the office of the Insurance Commissioner, Commonwealth of Pennsylvania, Office of Regulation of Companies, 1345 Strawberry Square, Harrisburg, Pennsylvania 17120 on October 31, 2020, as the annual update of the original statement filed on August 26, 1987.

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THE HIGHLANDS AT WYOMISSING

CORE FOCUS

Transforming the Senior Experience!

CORE VALUES

- 1. Ambassador:** Represents The Highlands at Wyomissing in a positive light. Provides internal and external customers with a memorable face-to-face experience. Takes pride in our community.
- 2. Commitment:** Dedicated, adaptable, tolerant, dependable, focused and passionate. Often does more than is required. Reports to work as scheduled and timely.
- 3. Results Driven:** Maintains commitment to goals in the face of obstacles and frustrations. Exerts unusual effort over time to achieve a goal. Has a strong sense of urgency about solving problems and completing work.
- 4. Team Oriented:** Works cooperatively and effectively with others to achieve common goals.
- 5. Innovative:** Is curious. Proposes or develops new approaches, methods, or technologies to do things better, faster, or in less expensive ways.
- 6. Compassionate:** Is empathetic, mindful and kind.

CUSTOMER SERVICE PHILOSOPHY

The Highlands is distinguished by the quality of life experienced by its residents. This reputation is premised on a set of values that guides the governing body and the staff in carrying out their responsibilities and is reflected in our commitment to the four tenets of the Customer Service Philosophy:

1. Safety
2. Kindness
3. Show!
4. Efficiency

The philosophy or reasoning behind our tenets is each tenet represents a discrete behavioral guideline captured in one word. The tenets are arranged in rank of order, in order of priority. The main focus is a concern of Safety for residents, employees and visitors. When staff is faced with two conflicting demands, understanding these priorities will help determine which concern takes precedence. The goal is to eliminate confusion on what should have priority when dealing with any situation that may occur.

1. Safety

- *Definition:* The state of being safe, the condition of being protected against physical, social, spiritual, financial, political, emotional, occupational, psychological, educational or other types or consequences of failure, damage, error, accidents, harm or any other event which could be considered non-desirable to residents.
- The main priority of all staff is to ensure that all Residents, staff and visitors live, work and visit an organization that places safety first and to ensure an accident-free environment. That all facilities are attractive, safe, well maintained.
- All employees work in a manner that promotes safety for both themselves and the resident by following the policies and procedures that were developed by the organization. Some of the applicable policies deal with equipment safety in all areas, universal precautions, resident care, resident transfers, safe food handling.
- Prevent slips, trips and falls – clean up spills promptly. Be prepared for emergencies and know the appropriate actions to take. Correct or report safety concerns promptly and completely. Use protective clothing, equipment and procedures as appropriate. Understand and practice safety policies and procedures.

2. Kindness

- The quality of being friendly, generous and considerate
- Kindness is more important than efficiency.
- Kindness drives resident and other customer (family, visitor, staff) satisfaction and loyalty.
- Each employee is expected to smile, be polite and be engaging and should have interactions before, during and after all that we do for our customers.
- Employees are expected to acknowledge residents, guests and fellow employees with a pleasant greeting as they pass and interact with them throughout their workday.
- Properly welcome our residents and guests in a friendly manner. Being respectful starts with a smile and introducing yourself. Listen to what other people have to say. Use “Please” and “Thank You” in all conversations. Listen to concerns in ways that show you care.

3. Show!

- *Definition:* Be or Allow or Cause to be visible.
- Show is all about the 5 (five) senses – how does THAW look, smell and feel? How well does the food taste and how do things sound throughout the building?
- The appearance of our work environment and community is a direct reflection of the attitude, competence and compassion that characterize our organization. We take pride in our community and do our part to maintain a safe and pleasant environment.

- All facilities should be ready to be on display in pristine condition at any given time. All equipment maintained on a regular basis and all areas maintained by regular and specific cleaning schedules. Everyone should take pride in our community and do our part to maintain a pleasant and clean environment by picking up litter and disposing of it properly and returning equipment to its proper place.
- All employees are to follow the dress code of the organization and, if applicable, their specific department with regards to proper attire, footwear, jewelry, etc. Be neat, clean and professional in appearance. “If you don’t look good, we don’t look good.”
- Supervisors and managers are expected to ensure that their staff are following the established dress code policies.

4. Efficiency

- The ability to accomplish something with the least waste of time and effort.
- Staff members will be held accountable for accomplishing assignments and meeting established goals. Staff members are expected to consult with their supervisor when unclear about how to complete an assignment, meet a goal or handle a situation. Efficiency should not take precedence over Safety, Kindness or Show!

SUMMARY OF INFORMATION

1. The facility name and address:

The Highlands at Wyomissing
2000 Cambridge Avenue
Wyomissing, PA 19610-2714

2. The name and address of the licensed provider is the same as above.

3. The name, location, and telephone number of the person to be contacted to discuss admissions is:

Residential – Jodi A. Gibble, Director of Marketing
Healthcare – Jessica King, MSW, LSW, Clinical Liaison
The Highlands at Wyomissing
2000 Cambridge Avenue
Wyomissing, PA 19610-2714
(610) 775-2300

4. The Highlands at Wyomissing is located on approximately 113 acres on the eastern side of Cambridge Avenue in the southernmost section of the Borough of Wyomissing in Berks County, Pennsylvania. Access is from Cambridge Avenue directly opposite Logan Avenue.

The property is southwest of the city of Reading in a suburban area close to U.S. Route 222 and PA Route 724, adjoining Spring Township, Cumru Township, and Shillington Borough.

Adjoining the immediate parcel on which The Highlands at Wyomissing is built is open property, which is part of the Borough of Wyomissing's parklands.

The Highlands at Wyomissing consists of 238 residential living apartments (ranging from studio to two-bedroom deluxe), 28 two-and three-bedroom duplex villas, 15 three-bedroom with den single family homes (including the Farmstead), central activity, dining, and meeting spaces, the Fitness Center, as well as an 80-bed Medicare-certified nursing care facility, and a 63-apartment personal care center. The residential living apartments and personal care residences are in two and three-floor elevator-serviced buildings. Commons and the nursing care facility are in one-story buildings. All are interconnected. The Personal Care center recently completed major construction and renovation to include 2 (two) secure memory support units with a total of 37 apartments with the remaining units to offer traditional Personal Care services.

Management is planning for the construction of 16 additional villas to our campus. Site development and construction began in July, 2020 with full occupancy to occur by June 30, 2021. The villas are to be duplexes with either two or three bedrooms. Currently, all 16 units have been pre-sold with deposits totaling \$240,000. On August 20, 2020, The Highlands entered into a tax-exempt construction loan (Direct Note Obligation, Series 2020) with Fulton Bank, N.A., issued through the Berks County Industrial Development Authority for \$9,900,000 at a rate of 83% of the 30-day LIBOR plus 150 basis points. The loan will be interest only during the construction phase and the entrance fee proceeds will be used to pay down the construction loan. In addition, Fulton Bank, N.A. also issued a \$3,500,000 Letter of Credit to the Pennsylvania Department of Insurance

and a \$882,000 Letter of Credit to the Borough of Wyomissing. Upon completion of the villas and the release of the Letter of Credit by both the Pennsylvania Department of Insurance and the Borough of Wyomissing, the construction loan will be converted into a short-term loan.

5. The Highlands at Wyomissing provides housing and continuing care services for individuals age sixty-two (62) and older. In double occupancy situations, services will be provided where one occupant is age sixty-two (62) or older and the other occupant is at least age fifty-five (55). The Highlands at Wyomissing will provide up to three (3) accommodations for contract residents who wish to have a dependent child under the age of sixty-two (62) live in their residence. A “dependent child” is an adult child, forty (40) to sixty-one (61) years of age, who requires parental support and supervision to live in a residential setting. A dependent child who qualifies is dependent due to a disability.
6. As of June 30, 2020, The Highlands at Wyomissing had a resident population as follows:

Location	Residents
Residential Living	333
Personal Care	58
Nursing Care	38

7. A sample of the current fees charged to residents, with a Comprehensive Contract (Type A), for occupancy of a one-bedroom residential living apartment is as follows:

Fee Type	Single	Double
Entrance Fee	\$143,900	\$190,900
Monthly Service Fee	\$ 3,280	\$ 4,950

This summary is necessarily brief. Please read the full Disclosure Statement and the attached Residence and Care Agreements for additional details.

8. The “Average Annual Cost of Providing Care and Services, Per Resident” is \$71,209.

DIRECTORS AND OFFICERS

The former Bylaws of The Highlands (pre-Closing) provided that the Board of Directors shall conduct, manage and direct the business and affairs of The Highlands. The Bylaws further provided that the Board of Directors (the "**Board**") shall consist of 13 directors as follows: The President and CEO of The Highlands shall be ex-officio members of the Board of Directors. The remaining twelve (12) Directors (the "**Elected Directors**") shall be approved for nomination by the Board of Directors and elected by the Directors. Two of the Elected Directors shall be residents of The Highlands at Wyomissing. (There is no compensation for members of the Board.)

Pursuant to the Bylaws of The Highlands, the Executive Committee exercises all of the powers and authority of the Board in the management of the business and affairs of The Highlands. The Executive Committee consists of the Chairman, Vice Chairman, Secretary, Treasurer, and President and CEO of The Highlands. In addition, the Board has established a Finance Committee, a Marketing Committee, a Strategy, Policy and Governance Committee, a Performance Review Committee, a Facilities Committee and an Audit and Risk Committee.

The current members of the Board and their principal occupations are described below.¹

Elected Board Members

<u>Name</u>	<u>Residence</u>	<u>Occupation</u>	<u>Committee Assignments</u>	<u>Service Since</u>
Timothy G. Dietrich, Esq., Chairman	Reading, PA	Partner at Barley Snyder, LLP	Executive Committee (Chair); Performance Review Committee (Chair); Strategy, Policy and Governance Committee; Finance Committee	2014
John W. Gruber, M.D., Secretary	Wyomissing, PA	Retired from the practice of Cardiology Associates of West Reading; Resident of The Highlands at Wyomissing	Executive Committee; Performance Review Committee; Strategy, Policy and Governance Committee	2015
David L. George, M.D.	Wyomissing, PA	Retired Physician, Reading Hospital Tower Health	Strategy, Policy and Governance Committee	2018
Barbara J. Kline	Wyomissing, PA	Community Leader, Resident of The Highlands at Wyomissing	Facilities Committee (Chair)	2016
June T. Maier	Reading, PA	Owner of Brookfield Design	Facilities Committee	2016
Michael J. Rowley, CPA, Treasurer	Reading, PA	Chief Operating Officer and Partner at Herbein + Co., Inc.	Executive Committee; Audit and Risk Committee (Chair); Performance Review Committee	2017

¹ See Biographical Affidavits, attached as Exhibit A for new board members.

<u>Name</u>	<u>Residence</u>	<u>Occupation</u>	<u>Committee Assignments</u>	<u>Service Since</u>
Daniel J. Winkler	Mertztown, PA	Senior Project Engineer & Manager for East Penn Manufacturing Co., Inc.	Facilities Committee	2017
Geoffrey Eddowes	Lancaster, PA	Senior Vice President/Senior Operating Officer, Penn Medicine/Lancaster General Health Women and Babies Hospital	Finance Committee, Strategy, Policy and Governance Committee	2018
Faith L. Ott	Fripp Island, SC	CEO/Founder, Sage Age Strategies, Inc.	Marketing Committee	2020
Bruce G. Smith	Wyomissing, PA	Senior Vice President, Fulton Bank	Finance Committee, (Chair)	2020

Ex-Officio Board Members

<u>Name</u>	<u>Residence</u>	<u>Occupation</u>	<u>Committee Assignment</u>	<u>Service Since</u>
Kevin P. DeAcosta, President & CEO	Leesport, PA	President & CEO of The Highlands	Finance Committee; Audit and Risk Committee; Marketing Committee; Strategy, Policy and Governance Committee; Facilities Committee	2012

June Maier of Brookfield Design was utilized as a consultant during fiscal year 2020 as the interior designer for various projects at The Highlands at Wyomissing with a total of \$6,000 paid for design services.

Timothy G. Dietrich, Esq. is a Partner at Barley Snyder, LLP, which provides general legal services to The Highlands. Total fees paid to this firm were \$76,641 in 2020.

Faith L. Ott is the Founder/CEO of Sage Age Strategies, Inc. which provides consulting services to the senior living industry, including The Highlands. Total fees paid to this firm were \$35,327 in 2020.

No other director, officer, or executive listed above has a 10% or greater equity interest in or of The Highlands at Wyomissing or beneficial interest by providing goods, leases, or services to the facility of a value of \$500 or more, nor have any been convicted of a felony or pleaded nolo contendere to a felony charge.

No Board of Directors members or officers have affiliated contracts, or criminal/injunctive actions.

There are no corporate trustees.

The Highlands at Wyomissing is a self-managed corporation.

The Highlands at Wyomissing is a non-stock corporation with no shareholders.

Executive Staff of The Highlands

The day-to-day operations of The Highlands are managed by on-site personnel. Brief resumes of the key members of the executive staff of The Highlands are included below.

Kevin P. DeAcosta, President and CEO, joined The Highlands in September 2000, and was promoted to the position of CFO in January 2004, served as Interim President and CFO from January 2012 through March 2013, and was appointed President and CEO effective March 2013. Mr. DeAcosta received a Bachelor's degree in Accounting at Alvernia University in Reading, Pennsylvania. Prior to coming to The Highlands, Mr. DeAcosta spent ten years in the banking and public accounting industries. At The Highlands, Mr. DeAcosta plans, directs and manages all operations of The Highlands. He develops and maintains effective business and professional relations with members of the Board of Directors, residents, clients, industry organizations, hospitals and churches. Additionally, he works in cooperation with the Board in developing the strategic vision for the organization.

Curtis B. Evans, Chief Operating Officer, joined the Highlands in 2019. Mr. Evans' responsibilities include overseeing and administering the daily operation of Dining Services, Maintenance, Grounds, Information Technology, Support Services, Transportation, and Home Care. Mr. Evans comes to the Highlands with over 30 years experience in senior living; and has a Master's of Science, jurisprudence (MSJ) with a Certificate in Healthcare and Hospital Law.

Marianne Pessognelli, Chief Financial Officer, joined The Highlands in July 2013. Ms. Pessognelli brings 30 years of experience in health care financial management. Ms. Pessognelli was previously employed by Barclay Friends, a Kendal affiliate, as Director of Finance. She holds a Bachelor's degree in Accounting from the University of Delaware in Newark, Delaware and a Master's degree in Business Administration from West Chester University, in West Chester, Pennsylvania. Ms. Pessognelli oversees resident and medical billing, accounts receivable and payable, preparation of the financial statements, risk management, budget preparation, cash and investment management, external reporting and analysis of strategic initiatives.

Jodi Gibble, Director of Marketing, joined The Highlands in 2009. From 2004 to 2009, Mrs. Gibble served as the VP of Marketing & Community Relations for Luthercare in Lititz, Pennsylvania overseeing the sales and marketing efforts of three retirement communities and five childcare programs. Mrs. Gibble was previously employed as the Regional Marketing Director of Newton Senior Living from 2002 to 2004 and the Regional Director of Marketing for Genesis Elder Care from 2000 to 2002 developing and facilitating marketing and sales strategies for assisted living communities. She also served in an operational role as an Executive Director of Mifflin Court (Genesis Eldercare), Shillington, Pennsylvania from 1997 to 2000. Mrs. Gibble holds a Bachelor's of Social Work degree from Bloomsburg University, Bloomsburg, Pennsylvania.

Lorena Lazarchick, Director of Community Life and Engagement, joined The Highlands in November of 1987. Mrs. Lazarchick provides leadership, oversight, management and development for the day-to-day operations of the following departments/areas: Residential Living Programming, Security, Fitness Center, Pastoral Care, and Social Services. She also serves as the liaison between the Board of Directors and management.

Kristen Santangelo, Nursing Home Administrator, joined The Highlands in 2017. Ms. Santangelos' responsibilities include overseeing and administering the daily operation of the community's Nursing Care. Ms. Santangelo holds a Bachelor of Science in Psychology from Kutztown University, Kutztown, PA. Ms. Santangelo become a licensed Nursing Home Administrator in 2005 and spent the eleven years prior to joining The Highlands as the Vice President of Operations with Genesis Health Care.

Todd Saylor, Director of Dining Services, joined The Highlands in April of 2019 and was promoted to the Director position in January, 2020. Mr. Saylor has been an Executive Chef and Dining Services Director for 35 years. Mr. Saylor is a graduate of Johnson and Wales University with a degree in Culinary Arts. Mr. Saylor is also a Certified Dietary Manager, Certified Food Protection Professional, Serve Safe Certified and a Certified Bartender. He began his career in food service working in several restaurants in the Allentown area including the world-famous Patio Restaurant at Hess's Department Store. After College Mr. Saylor worked for the M.W. Wood Company for thirteen years as an Executive Chef and Director of Dining. Mr. Saylor worked at Cura Hospitality as the Director of Product and Systems Development and Corporate Executive Chef for nine years, Sodexo as the Corporate Chef and General Manager for Lehigh Valley Health Network for 3 years. He was the Vice President of Culinary for Unidine Corporation out of Boston for three years and had his own Consulting Company Keystone Culinary Systems and Services for three years before joining The Highlands. At The Highlands Mr. Saylor is responsible for all Dining Services for Residential, Personal Care, Skilled Nursing and all Catering.

John Lopes, Personal Care Administrator, joined The Highlands in November 2016 and has been a Pennsylvania Personal Care Administrator since November 2019. Mr. Lopes is a graduate of Bristol Community College in Massachusetts with a degree in Business Administration. Prior to joining The Highlands in 2016 Mr. Lopes spent 25 years with H&R Block as a District Manager and Franchise Consultant leading multiunit operations in the Central PA and Franchise Operations spanning New Jersey to North Carolina. In Mr. Lopes' current position, he is responsible for the regulatory and day-to-day operations and care of the residents and staff in the Personal Care Center along with the project management and implementation of the Hearthstone Institutes Dementia and Memory Care I'm Still Here training program and the Hearthstone Center of Excellence Project.

FACILITY AND SERVICES PROVIDED

The Highlands at Wyomissing is a Continuing Care Retirement Community (CCRC) offering a full range of residential, lifestyle, and health care services.

Residential living consists of 6 studio (includes the model and guest one-bedroom apartments), 47 one-bedroom, 1 one-bedroom grand, 67 one-bedroom w/den, 3 one-bedroom w/den grand, 54 two-bedroom, 6 two-bedroom combo, 3 two-bedroom plus, 12 two-bedroom extended, 14 two-bedroom special, 4 two-bedroom w/den consolidated, 17 two-bedroom w/den, and 4 two-bedroom deluxe apartments; and various community and activity rooms, storage areas, and laundry facilities. Residential living also includes 13 two-bedroom duplex villas, 15 three- bedroom duplex villas, and 15 three-bedroom w/den single-family homes (including the Farmstead).

The residential living apartment Monthly Service Fee includes:

- Onsite Parking Accommodations
- Twice Monthly Housekeeping (heavy cleaning service once per year)
- Cable Television
- Centrally Located Laundry Facilities
- Indoor/Outdoor Maintenance
- Basic Grounds Care, Including Lawn Services and Snow Removal
- Linen for Bed and Bath Furnished and Laundered Weekly
- Long-Term Care
- Onsite Security 24 Hours Per Day
- Semi-Private Room in Nursing Care or a Studio in Personal Care
- Recreational and Social Events and Programming
- One Meal Per Day
- Medical appointment transportation
- Utilities, Including Electricity, Heat, Air Conditioning, Water , Sewer, Basic Cable TV
- Property Taxes
- 24-hour Emergency Medical Response
- Meal Delivery Service for Ill Residents
- Away Allowance (if away for at least 14 consecutive days)

Services available for an additional charge include:

- Beauty, Barber, Salon and Spa Services
- Cafe
- Communication services
- Gift Shop
- Guest Apartment
- Guest Meals
- Homecare and Companion services
- Maintenance (non-routine)
- Meals (additional)
- Medical Supplies (in Nursing Care and Personal Care)
- Pharmacy (in Nursing Care and Personal Care)
- Room Service (unless medically necessary)

- Storage Lockers (additional)
- Therapies
- Transportation (non-scheduled/non-medical)
- Personal Laundry Service (in Nursing Care and Personal Care)
- Telephone Service (in Nursing Care and Personal Care)

Note: The Monthly Service Fee for villa, Farmstead, and Gaelsong residents includes all services and amenities that are available to residential living apartment residents, with the following exceptions:

- Linens are not furnished or laundered for villa, Farmstead, and Gaelsong residents.
- Villa, Farmstead, and Gaelsong residents receive ten (10) meals per month.
- Villa, Farmstead, and Gaelsong residents pay their own electric/gas bills.

An 80-bed Medicare-certified nursing care facility (which includes 18 designated post-acute rehabilitation beds) and a 63-apartment personal care center provide health care, which, together with the residential living apartments, villas, and Farmstead and Gaelsong single-family homes completes the continuum of care in an atmosphere of security and comfort.

A one-time Entrance Fee is charged upon admission (see Schedule of Entrance Fees on pages 14-15).

All services provided, plus benefits and conditions imposed, are set forth in the Residence and Care Agreements (see Exhibit B).

**he Highlands at Wyomissing
Schedule of Entrance Fees
Comprehensive Contract (Type A)**

Residential Living Type	07/01/2019	07/01/2020
	Single ²	Single ²
Studio	\$110,900	\$110,900
One Bedroom	\$143,900	\$143,900
One Bedroom w/Den	\$186,900	\$186,900
One Bedroom Grand	\$191,900	\$191,900
One Bedroom w/Den Grand	\$198,900	\$198,900
Two Bedroom	\$198,900	\$198,900
Two Bedroom Combination	\$222,900	\$222,900
Two Bedroom Plus	\$222,900	\$222,900
Two Bedroom Extended/Special	\$254,900	\$254,900
Two Bedroom w/Den Consolidated	\$265,900	\$265,900
Two Bedroom w/Den	\$287,900	\$287,900
Two Bedroom Deluxe (#102 & #289)	\$317,900	\$317,900
Two Bedroom Deluxe (#273 & #274)	\$321,900	\$321,900
Two Bedroom Villa (Original)	\$314,900	\$314,900
Three Bedroom Villa (Original)	\$352,900	\$352,900
Two Bedroom Villa (New)	N/A	N/A
Three Bedroom Villa (New)	N/A	N/A
Farmstead	\$504,900	\$504,900
Gaelsong	\$521,900	\$521,900

¹Add \$47,000 to the single Entrance Fee for the double Entrance Fee. Studio is single only.

²Single Entrance Fee, with no refund after 50 months of occupancy.

NOTE: A Modified Contract (Type B) is offered for all residences - Apartments, Villas, Farmstead and Gaelsong. The single Entrance Fee for a Modified Contract (Type B) contract is approximately 25% less than the single Entrance Fee for a Comprehensive Contract (Type A). The double Modified Contract (Type B) Entrance Fee is \$35,000 more than the single Modified Contract (Type B) Entrance fee.

**The Highlands at Wyomissing
Schedule of Monthly Service Fees
Comprehensive Contract (Type A)**

Residential Living Type	07/01/2019		07/01/2020	
	Single	Double	Single	Double
Studio	\$2,580	N/A	\$2,660	N/A
One Bedroom	\$3,180	\$4,810	\$3,280	\$4,950
One Bedroom w/Den	\$3,420	\$5,050	\$3,520	\$5,200
One Bedroom Grand	\$3,550	\$5,230	\$3,660	\$5,390
One Bedroom w/Den Grand	\$3,740	\$5,400	\$3,850	\$5,560
Two Bedroom	\$3,660	\$5,300	\$3,770	\$5,460
Two Bedroom Combination	\$3,660	\$5,300	\$3,770	\$5,460
Two Bedroom Plus	\$3,960	\$5,590	\$4,080	\$5,760
Two Bedroom Extended/Special	\$4,060	\$5,680	\$4,180	\$5,850
Two Bedroom w/Den Consolidated	\$4,540	\$6,200	\$4,680	\$6,390
Two Bedroom w/Den	\$4,540	\$6,200	\$4,680	\$6,390
Two Bedroom Deluxe (#102 & #289)	\$4,640	\$6,270	\$4,780	\$6,460
Two Bedroom Deluxe (#273 & #274)	\$4,640	\$6,270	\$4,780	\$6,460
Two Bedroom Villa (Original)	\$4,390	\$5,990	\$4,520	\$6,170
Three Bedroom Villa (Original)	\$5,110	\$6,690	\$5,260	\$6,890
Two Bedroom Villa (New)	N/A	N/A	\$4,520	\$6,170
Three Bedroom Villa (New)	N/A	N/A	\$5,620	\$6,890
Farmstead	\$5,380	\$6,730	\$5,540	\$6,930
Gaelsong	\$5,660	\$7,000	\$5,830	\$7,210

- Fees may be adjusted periodically, normally not more frequently than annually.
- Residents will receive a 30-day written notice of fee adjustments.
- Studio is single only.

NOTE: A Modified Contract (Type B) is offered for all residences - Apartments, Villas, Farmstead and Gaelsong. The Monthly Service Fees for Modified Contract (Type B) contracts average 18% less than the Monthly Service Fees for the Comprehensive Contract (Type A) contracts, shown above.



**Schedule of Supportive Living Per Diem Rates
Effective: July 1, 2020**

Description	Rates
<u>SUPPORTIVE LIVING FEES:</u>	
Personal Care Services	
Studio	\$196
One Bedroom	\$237
Premium (Contract Residents)	\$41
Memory Support Services	
Studio	\$266
One Bedroom	\$325
Premium (Contract Residents)	\$59
Both Personal Care & Memory Support:	
Respite care--see rates above plus additional rate of:	\$15
Furniture Rental (per month-excluding temporary or respite stays):	
Full Room (bed, chest of drawers, bedside table, high back chair, dining chair, lamp)	\$150
Bed frame with mattress	\$25
Recliner lift chair (limited availability)	\$25
Skilled Nursing	
Semi-Private Room	\$403
Private Room	\$459
Private Room Premium or Bed Hold (<i>Contract Resident Only</i>)	\$56
Rehabilitation	
Private - Medically Necessary or Bed Hold	\$575
Private - Not Medically Necessary	\$1,000
Private - Post Insurance Premium or Bed Hold (<i>Contract Resident Only</i>)	\$172
<u>Supportive Living:</u>	
<p>A charge to hold the room during any absence is assessed at 100% of the current daily rate or per fees listed above. Also, the current daily rate will be charged when insurance coverage has ended.</p>	



Rate Schedule for Miscellaneous Fees
Effective: July 1, 2020

Description	Amount	Frequency
<u>Homecare:</u>		
15-Minute Check-in Visit	\$13.50	Per visit
Up to 45-Minute Visit (Packages)	\$20.50	Per visit
Companionship:	\$23.50	Per hour
Personal Care Support:	\$25.50	Per hour
Holidays (New Years Day, Memorial Day, 4th of July, Labor Day, Thanksgiving Day, Christmas Day)	150% of scheduled rate	Per hour
Discount: for 24/7 schedule	\$1.00	Per hour
Cancellation Fees:		
Shift Cancellation	≤ 24 Hours advance notice	Full shift charged
Service Cancellation	7 days' advance notice required	Full week charged
Mileage	IRS pub. Rates	Per mile
<u>Homecare Health Support:</u>		
Medication Services:		
Med Set-up	\$31.50	Per week
Pre-filled MediPlanner Delivery	\$16.00	Each
Wellness Support:		
Brief visit (less than 10 minutes)	\$13.00	Each
Up to 15 minutes per visit	\$17.50	Each
Medication Administration and Vital Signs:		
Between 8 a.m. and 8 p.m.	\$7.50	Each
Medical Supplies	Prevailing rates	



**Rate Schedule for Miscellaneous Fees
Effective: July 1, 2020**

Description	Amount	Frequency
<u>Dining Service:</u>		
Additional Resident Meals – Residential Living	\$18.00	Per meal
Bistro	A' La Carte	
Holiday Guest Meal (Applicable to all Dining rooms, including Personal Care and Skilled Nursing):		
Memorial Day, 4th of July, Labor Day	\$22.00	Per meal
Easter, Mother's Day, Father's Day, Thanksgiving, Christmas Day, New Years Day	\$24.00	Per meal
(Substituted meals may not be used for a Holiday Guest Meal)		
Guest Meals:		
Residential	\$18.00	Per meal
Healthcare:		
Personal Care & Skilled Nursing		
Breakfast	\$8.00	Per meal
Noon	\$14.00	Per meal
Evening	\$14.00	Per meal
Children's Meals (available in all dining venues):		
Age 6 or under	Free	Per meal
Age 7 to 12	\$8.50	Per meal
Healthcare Meals (Contract residents - all additional meals over the one meal per day and, if applicable, after depletion of the health fund)		
Apartment residents	\$15.00	Per day
Villa residents	\$26.00	Per day
Room Service (non-medical)	\$10.00	Per meal
Consultation - Registered Dietitian	\$50.00	Per consult



**Rate Schedule for Miscellaneous Fees
Effective: July 1, 2020**

Description	Amount	Frequency
Other Fees - Residential Living:		
Away Allowance only applied if away from community for 14 days or longer:		
Days 1 through 14	\$7.00	Per day
Days 15 through 89	\$13.00	Per day
Over 90 Days	15%	Monthly Service Fee
Memorial Service Fee (Community charge)	\$250.00	Weekday
Memorial Service Fee (Community charge)	\$275.00	Weekend
Extended Guest Fee (in your apartment/villa and more than 8 days)	\$85.00	Per night
Guest Suite	\$100.00	Per night
Storage Locker Rental	\$325.00	Per year
Re-Key - additional storage locker	\$240.00	Per extra locker
Wireless Internet Access	\$31.99	Per month
Technology Support Services:		
General Desktop/Laptop support which include the following:	TBD	
Virus scanning and removal		
Software installation		
New device setup		
Printer and/or scanner setup		
"Smart" device setup (Smart TV, Amazon Alexa, etc.)		
Mobile device assistance (Smart Phone, iPad, etc. - non-carrier related)		
Fees will be made available when technology support services are available for purchase through The Highlands.		
Personal Training Fees:		
One Person - half hour private instruction (Fitness Center)	\$25.00	Per session
One Person - five (5) half hour private instruction (Fitness Center)	\$100.00	5 Sessions
One Person - half hour private instruction (In Home)	\$30.00	Per session
One Person - five (5) half hour private instruction (In Home)	\$125.00	5 Sessions
Two Person - half hour private instruction (Fitness Center)	\$40.00	Per session
Two Person - half hour private instruction (In Home)	\$45.00	Per session
SPECIAL: Two (2) half hour private instruction (Fitness Center)	\$15.00	2 Sessions only
for referrals by Therapy Department after Inpatient Rehab Stay		



Rate Schedule for Miscellaneous Fees
Effective: July 1, 2020

Description	Amount	Frequency
<u>Other Fees - Residential Living (continued):</u>		
Housekeeping Fees:		
Bed-Making Fees	\$8.00	Per service
Carpet cleaning (billable in 1/2 hour increments)	\$29.50	Per hour/per staff
Disposal: Furniture, Mattress or Other	Per Trash Service fee schedule	
Light housekeeping (billable in 1/2 hour increments)	\$27.50	Per hour/per staff
Pest Control Services (non-routine)	TBD	At market rate
Rental: (1) card table and (4) chairs	\$15.00	Per day
Rental: (1) rollaway bed (includes linen)	\$8.00	Per day
Rug Cleaning - Fine wool or Non-silk rugs	\$5.00	Per square foot
Rug Rotation	\$25.00	Per person
Sheet Sets (additional)	\$5.00	Per set
Towel Pack (additional)	\$5.00	Per pack
Maintenance Fees:		
Regular maintenance (billable in 1/2 hour increments)	\$34.00	Per hour/per staff
Grounds maintenance (billable in 1/2 hour increments)	\$34.00	Per hour/per staff
Cordmate, including installation	\$255.00	One time charge
Key charges:		
Apartment/Villa door key	\$30.00	Per key
Patio door key	\$30.00	Per key
Mailbox key	\$30.00	Per key
Garage door opener (Villa) - replacement	\$190.00	Per opener
Key Fob - main building - replacement and additional	\$30.00	Per Fob
2-Button Security Pendant (Villa) - replacement	\$100.00	Per Fob
4-Button Security Pendant (Villa) -replacement	\$115.00	Per Fob
Re-Core lockset - additional storage locker	\$240.00	Per extra locker
Re-Core lockset charge	\$240.00	Per instance



**Rate Schedule for Miscellaneous Fees
Effective: July 1, 2020**

Description	Amount	Frequency
<u>Other Fees:</u>		
Healthcare (Personal Care & Nursing Care):		
Ambulance Services	Prevailing rates	
Consultation - Registered Dietitian	\$50.00	Per consult
Durable Medical Equipment	Prevailing rates	
Labeling - Personal Laundry:		
Initial labeling	\$20.00	50 labels
Additional labeling	\$2.00	10 labels
Long Term Care Claim Processing Fee	\$15.00	Per month
Medical Records - production fee	Per PA Department of Health fee schedule	
Medical Supplies	Prevailing rates	
Oxygen (Nursing Care only)	Prevailing rates	
Nutritional Supplements	Prevailing rates	
Personal Laundry Services	\$45.00	Per month
Rehabilitative Supplies	Prevailing rates	
Telephone:		
Local service	\$19.99	Per month
Long distance	Prevailing rates	Per minute
Therapy Services	Prevailing rates	
Toiletry Items	Prevailing rates	
Transport by Wheelchair from Skilled Nursing, Personal Care or Memory Support to Physician offices located on 2nd Floor of Residential Apartments (Per diem residents only)	\$8.00	Round Trip



Rate Schedule for Miscellaneous Fees
Effective: July 1, 2020

Description	Amount	Frequency
Transportation Department:		
Involves the utilization of THAW Vehicles - either standard passenger vehicle or wheelchair van.		
Medical Appointment: a formal arrangement to visit a medical practitioner (e.g., physician, dentist, podiatrist, imaging center, laboratory, or similar providers) at a specific time and place that is scheduled in advance to occur during normal business hours. Please note, that transportation to/from the Hospital is considered VALET. See next page.		
The Transportation Department requires advance notice of three business days for transportation to Medical Appointments.		
Normal Business Hours for the Transportation Department are Monday through Thursday between 8:00 a.m. and 3:00 p.m. and Friday between 8:00 a.m. and 11:00 a.m. Holidays that fall on a weekday are not part of normal business hours: New Years Day, Memorial Day, 4th of July, Labor Day, Thanksgiving and Christmas Day.		
A Late Notice Fee of \$20.00 will be assessed when the request for transportation to a medical appointment does not have the required notice of three business days.		
The Medical and Valet fees will apply when the Medical Appointment is not within a 10-mile radius of The Highlands.		
Medical Appointments (within a 10-mile radius during normal business hours):		
Standard Passenger Vehicle:		
Type A Contracts	No charge	
Type B Contracts: (limit 12 per calendar year)	No charge	
Type B Contracts: (any trip that exceeds annual limit of 12)	\$30.00	Per round trip
Per Diem Residents:	\$30.00	Per round trip
Type B and Per Diem Residents:	\$15.00	One Way trip
Wheelchair Van:		
Type A Contracts	No charge	
Type B Contracts: (limit 12 per calendar year)	No charge	
Type B Contracts: (any trip that exceeds annual limit of 12)	\$40.00	Per round trip
Per Diem Residents:	\$40.00	Per round trip
Type B and Per Diem Residents:	\$20.00	One Way trip



**Rate Schedule for Miscellaneous Fees
Effective: July 1, 2020**

Description	Amount	Frequency
Transportation Department (continued):		
In addition to Transportation services for Medical Appointments within a 10-mile radius, Valet Services are available for residents who require personal, individual or special transportation assistance and include the following:		
- any Medical Appointment that does not fall within a 10-mile radius of The Highlands campus		
- any Medical Appointment that does not fall within Normal Business hours of the Transportation Department		
- any Special Trips made by the Transportation Department to take a resident from The Highlands to the Emergency Room, Urgent Care Center, the Hospital or other type of health care provider that does not fall within normal business hours of the Transportation Department.		
- any Special Trips made by the Transportation Department to return a resident to The Highlands from the Emergency Room, Urgent Care Center, the Hospital or other type of health care provider that does not fall within normal business hours of the Transportation Department.		
- if a non-medical valet trip exceeds 10 miles, then the Transportation Department requires a one week notice.		
Medical & Valet (within a 10-mile radius):		
Standard passenger vehicle	\$35.00	Per trip
Wheelchair van	\$40.00	Per trip
Medical & Valet (outside a 10-mile radius):		
Standard passenger vehicle	\$35.00	Per hour
Plus mileage	IRS pub. rates	Per mile
Wheelchair van	\$40.00	Per hour
Plus mileage	IRS pub. rates	Per mile
Bus Trips Involving a Charge:		
Within a 10-mile radius	\$6.00	Per round trip
Exceeding a 10-mile radius	Varies based upon distance of trip	
Bus Services:		
First 6 (Six) Hours:		
During normally scheduled business hours	\$150.00 + mileage	Per round trip
Evenings (after 5 p.m.) and weekends	\$200.00 + mileage	Per round trip
Each additional hour	\$15.00	Per hour
Plus mileage	IRS pub. rates	Per mile

RESERVE FUNDS

Reserves have been established to ensure the performance of The Highlands at Wyomissing's contractual obligations under the provisions of the Continuing Care Provider Registration and Disclosure Act. These reserves were in excess of \$6,187,000 on June 30, 2020, which are calculated as follows:

THE GREATER OF...

1. Total Debt Service (i.e., Principal and Interest) Payments for the Next 12 Months:

	FY 2021
Debt Description	Principal
Payroll Protection Program Loan	\$ 1,089,000
Bond Series 2017 A,B&C and Series 2018	<u>1,410,000</u>
	\$ 2,499,000
Interest Expense	<u>3,688,000</u>
Total Debt Service	\$ 6,187,000

OR...

2. 10% of Annual Operating Expenses (Less Depreciation/Amortization) for the Next 12 Months:

	<u>FY 2021</u>
Annual Operating Expenses	\$ 34,978,000
Less: Depreciation/Amortization	<u>(5,929,000)</u>
Adjusted Annual Operating Expenses	\$ 29,049,000
Times: 10%	<u>10%</u>
10% of Annual Operating Expenses (Less Depreciation/Amortization) for the Next 12 Months	\$ 2,905,000

THE HIGHLANDS AT WYOMISSING
STATEMENTS OF OPERATION
FOR FISCAL YEAR ENDED JUNE 30, 2020

	Budget FY 2020	Actual FY 2020	Variance FY 2020	Variance % FY 2020
Operating Revenue:				
Residential Revenue	\$ 21,533,519	\$ 21,300,624	\$ (232,895)	-1.08%
Personal Care Revenue	3,813,326	3,159,821	(653,505)	-17.14%
Nursing Care Revenue	14,810,604	13,195,038	(1,615,566)	-10.91%
Other Operating Revenue	<u>1,795,643</u>	<u>2,453,250</u>	<u>657,607</u>	<u>36.62%</u>
Gross Operating Revenue	41,953,092	40,108,733	(1,844,359)	-4.40%
Contractual Allowances	<u>(8,472,894)</u>	<u>(8,049,301)</u>	<u>423,593</u>	<u>-5.00%</u>
Net Operating Revenue	<u>33,480,198</u>	<u>32,059,432</u>	<u>(1,420,766)</u>	<u>-4.24%</u>
Operating Expenses:				
Salaries and Wages	\$ 10,358,276	10,178,771	179,505	1.73%
Temporary Resources	-	459,924	(459,924)	
Depreciation	5,061,000	5,187,136	(126,136)	-2.49%
Contract Service	3,539,410	3,072,442	466,968	13.19%
Interest	2,999,489	2,798,162	201,327	6.71%
Health Benefits	2,527,297	2,324,099	203,198	8.04%
Other Employee Benefits	1,603,299	1,484,369	118,930	7.42%
Real Estate Taxes	1,563,775	1,585,056	(21,281)	-1.36%
Food	1,453,000	1,390,513	62,487	4.30%
Other	949,719	1,161,513	(211,794)	-22.30%
Professional Fees	393,077	249,043	144,034	36.64%
Utilities	922,718	820,912	101,806	11.03%
Supplies	875,552	1,069,024	(193,472)	-22.10%
Maintenance and Repair	317,758	232,582	85,176	26.81%
Insurance	<u>242,188</u>	<u>244,016</u>	<u>(1,828)</u>	<u>-0.75%</u>
Total Operating Expenses	<u>32,806,558</u>	<u>32,257,562</u>	<u>548,996</u>	<u>1.67%</u>
Net Income from Operations	673,640	(198,130)	(871,770)	-129.41%
Non-Operating Revenue:				
Investment Return	1,584,600	2,959,299	1,374,699	86.75%
Contribution Revenue	<u>41,460</u>	<u>495,692</u>	<u>454,232</u>	<u>1095.59%</u>
Total Non-Operating Revenue	<u>1,626,060</u>	<u>3,454,991</u>	<u>1,828,931</u>	<u>112.48%</u>
Net Income	2,299,700	3,256,861	957,161	41.62%
Change in Unrealized Gains on Investments	<u>804,750</u>	<u>200,652</u>	<u>(604,098)</u>	<u>-75.07%</u>
Change in Unrestricted Net Assets	<u>\$ 3,104,450</u>	<u>\$ 3,457,513</u>	<u>\$ 353,063</u>	<u>11.37%</u>

**THE HIGHLANDS AT WYOMISSING
PRO-FORMA STATEMENTS OF OPERATIONS
FOR FISCAL YEARS ENDED JUNE 30, 2021**

	Budget FY 2021
Operating Revenue:	
Residential Revenue	\$ 21,844,886
Personal Care Revenue	5,579,570
Nursing Care Revenue	14,969,311
Other Operating Revenue	<u>1,795,649</u>
Gross Operating Revenue	44,189,416
Contractual Allowances	<u>(10,011,173)</u>
Net Operating Revenue	<u>34,178,243</u>
Operating Expenses:	
Salaries and Wages	11,377,673
Depreciation	5,928,748
Contract Service	3,138,426
Interest	3,610,504
Health Benefits	2,456,411
Other Employee Benefits	1,614,778
Real Estate Taxes	1,742,352
Food	1,447,000
Other	1,051,541
Professional Fees	310,950
Utilities	956,655
Supplies	840,766
Maintenance and Repair	251,720
Insurance	<u>250,039</u>
Total Operating Expenses	<u>34,977,564</u>
Net Income from Operations	<u>(799,321)</u>
Non-Operating Revenue:	
Investment Return	1,274,184
Contribution Revenue	<u>50,000</u>
Total Non-Operating Revenue	<u>1,324,184</u>
Net Income	<u>524,863</u>
Change in Unrealized Gains on Investments	<u>707,723</u>
Change in Unrestricted Net Assets	<u>\$ 1,232,586</u>

Notes to Pro-Forma Statements of Operations²

Gross Operating Revenues for Fiscal Year 2020 fell short on the budget by \$1,844,000 or 4.40%. The negative variance was due to a lower than anticipated number of residents in residential living, personal care and nursing care areas, due to the impact of COVID-19 on admissions into all areas during the last quarter of our fiscal year.

Contractual Allowances for Fiscal Year 2020 were lower than budget by \$423,000 or 5.00%.

Overall, Net Operating Revenues were lower than budget by 4.24% or \$1,421,000.

Total Operating Expenses were \$32,258,000, or 1.67% lower than budget as The Highlands had lower than anticipated costs related to Employee Benefits along with a decrease in Contract Services for our therapy provider, professional fees and interest expense. These costs were offset by higher than anticipated costs for temporary resources, supplies, and other.

Overall, The Highlands at Wyomissing had an Operating Margin of (\$198,000), for the Fiscal Year 2020, which represents a negative variance of \$872,000 from the Budget.

² See Report of Independent Auditors on Financial Statements attached as Exhibit C.



Letter of Understanding and Agreement New Villas - 2021

hereinafter called the "Resident," (Where two individuals sign this Agreement for Double Occupancy, they are called collectively the "Resident" where the context permits, and individually the "Co-Resident")

and

The Highlands at Wyomissing

Resident is applying for residency and continuing care services as residents of The Highlands at Wyomissing for a villa.

Resident will be granted preliminary approval for both residency and continuing care services, based upon satisfactory review of medical and financial status.

Resident has read and agree to the terms of the attached Residence and Care Agreement, which is fully incorporated by reference herein, including the right of resident(s) to rescind the Agreement within seven (7) days without penalty. A copy of the Annual Disclosure Statement has been provided.

Resident has made payment of an application deposit in the amount of \$15,000. In addition, the prospective residents paid a non-refundable processing fee in the amount of \$400 per person. The application deposit \$15,000 will be applied toward the final payment of the Entrance Fee established for residency. If residency is not pursued during the application process for financial or medical reasons, the \$15,000 will be refunded.

The total Entrance Fee associated with residency and continuing care services for the villa is \$_____. An itemized list of upgrades and enhancements, with associated costs, will be prepared in writing for authorization by the general contractor and The Highlands at Wyomissing.

The Entrance Fee payment will be made according to the following schedule.

- \$ 1/3 of the Entrance Fee is due at Groundbreaking.
- \$ 1/3 of the Entrance Fee is due at Half-way point.
- \$ 1/3 of the Entrance Fee is due at Completion of residence.
- All upgrade costs are due prior to beginning construction of the residence.

The first Monthly Service Fee payment will be due upon the date when the residence is completed and available for occupancy at the then published rate.

Approximately 75 days prior to move-in a Residence & Care Agreement will be signed with The Highlands at Wyomissing and a Medical Status Report will be sent to each prospect's Primary Care Physician requesting an attestation that there has been no significant negative change in the previously submitted medical status. The Highlands at Wyomissing will expect to be notified of any significant medical or financial status change throughout the construction period.

In the unlikely event that there is a significant status change in medical condition or financial position, The Highlands at Wyomissing reserves the right to rescind preliminary approval for residency and continuing care services. This right extends through the first ninety (90) days of physical occupancy (the probationary period) as described in the Residence & Care Agreement.

Residents understand and acknowledge that any such rescission is done for the best interests of The Highlands at Wyomissing. In the event of rescission, The Highlands at Wyomissing will endeavor in good faith to coordinate with the prospective resident(s) on all other available options for both residency and/or continuing care services. In the unlikely event of such significant medical status change resulting in non-residence of the Resident at The Highlands, **all** payments except for the \$400 per person non-refundable processing fee and the prepayment of upgrades will be refunded in their entirety without withholding pending remarketing and occupancy of the residence.

It is understood that the actual date of occupancy for the villa is dependent on many considerations such as weather conditions and the issuance of occupancy certificates. The Highlands at Wyomissing will endeavor in good faith to make the villa available for occupancy as soon as feasible.

If during construction of the residence, Resident choose to withdraw from further consideration of residency, 5% of the total Entrance Fee and prepayment of upgrade selections will be forfeited to The Highlands at Wyomissing as a Cancellation Fee. The remaining balance of previously paid Entrance Fee payments will be refunded only after the villa residence has been successfully remarketed and occupied. Payment for upgrades will not be refunded unless the new resident(s) agree to pay for said upgrades.

We understand and agree to comply with the foregoing requirements as a prospective resident of The Highlands at Wyomissing.

Resident

Date

Resident

Date

The Highlands at Wyomissing

By: _____
Kevin P. DeAcosta
President

Date

NOTICE OF RIGHT TO RESCIND

The Continuing Care Provider Registration and Disclosure Act states that a prospective resident shall have the right to rescind the Residence and Care Agreement, as follows:

Prospective Resident(s) Name(s) _____

Date rescission period begins _____

You may rescind and terminate your Residence and Care Agreement, without penalty or forfeiture, within seven (7) days of the above date. You are not required to move into the continuing care facility before the expiration of this seven-day period. No other agreement or statement you sign shall constitute a waiver of your right to rescind your agreement within the seven (7) day period.

To rescind your Residence and Care Agreement, mail or deliver a signed and dated copy of this notice, or any other dated written notice, letter, or telegram, stating your desire to rescind to: The Highlands at Wyomissing, 2000 Cambridge Avenue, Wyomissing, PA, 19610-2714, not later than midnight of _____ (the last day for rescission).

Pursuant to this notice, I hereby cancel my Residence and Care Agreement.

Prospective Resident's Signature

Prospective Resident's Signature
(If more than one Prospective Resident)

Date

The "Notice of Right to Rescind" form is also attached to and made a part of the Residence and Care Agreement (Exhibit D).