



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

DISCLOSURE STATEMENT

as of
June 30, 2023

Filed October 30, 2023

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 30, 2023, 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.

HIGHLANDS' TRADITIONS

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 Highlands' Traditions:

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.

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 to be contacted to discuss admissions is:

Residential – Marketing Department
Healthcare – 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 240 residential living apartments (ranging from studio to two-bedroom deluxe), 3 unique, two-bedroom with den residential living apartments in a renovated historic barn, 44 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 three-floor and two-floor elevator-serviced buildings, respectively. Commons and the nursing care facility are in one-story buildings. All are interconnected. The Personal Care center includes 2 (two) secure memory support units with a total of 37 apartments with the remaining 26 apartments to offer traditional Personal Care services.

Construction of an additional 41-unit “hybrid” style apartment building (“Vistas at Fox Hill”) is underway. The Vistas at Fox Hill will offer the best of an apartment building and the best of a villa. The Highlands at Wyomissing will be the first to offer this type of residence in our primary and secondary market areas. Site development and construction began in early 2023, with full occupancy expected to occur in late Summer 2024. Currently, 32 units have been presold with deposits totaling \$1,164,000.

On or about December 21, 2022, at the request of The Highlands at Wyomissing, The National Finance Authority issued its Revenue Note, Series A of 2022 (\$13,600,000), and its Revenue Note, Series B of 2022 (\$32,230,000), each of which was purchased by Truist Commercial Equity, Inc. and loaned to The Highlands at Wyomissing pursuant to Direct Note Obligations. Concurrent with the execution and delivery of the Series 2022 Revenue Notes, Truist Bank, as lender, established an interest rate management transaction with respect to the Series 2022B Revenue Note.

The Series 2022A Revenue Note was issued for the purpose of partially financing the construction costs of the Vistas at Fox Hill project, funding capitalized interest, and paying the costs relating to the issuance of the Notes. The associated Direct Note Obligation is a tax-exempt, drawdown loan at a variable rate of 79% of 1-month SOFR plus 0.83% per annum. Principal was drawn down at closing for issuance costs and additional principal will be drawn over the construction period in accordance with costs incurred. Interest on the unpaid balance, which accrues monthly, commenced January 15, 2023. The Series 2022A Note may be prepaid without penalty or premium. The Series 2022A Note is expected to be repaid from entrance fees proceeds. All outstanding principal and accrued but unpaid interest with respect to this Note shall be due and payable on December 21, 2026.

The Series 2022B Note was issued for the purpose of partially financing the cost of the Vistas at Fox Hill Project, refinancing the construction loan used to partially finance construction costs of the Vistas at Fox Hill project, refinancing outstanding debt used to partially finance previous construction projects, funding capitalized interest, and paying the costs relating to the issuance of the Notes. The associated Direct Note Obligation is a tax-exempt, drawdown loan at a variable rate of 79% of 1-month SOFR plus 0.83% per annum. Under the interest rate management transaction, Truist pays The Highlands a fixed rate of 3.605%. Principal was drawn down at closing for issuance costs and debt refinancing. Additional principal will be drawn over the construction period in accordance with costs incurred. Interest on the unpaid balance, which accrues monthly, commenced January 15, 2023. Principal will begin to amortize and be payable beginning January 15, 2027. The Series 2022B Note may be prepaid without penalty or premium. All outstanding principal and accrued but unpaid interest with respect to this Note shall be due and payable on December 21, 2052.

Also concurrent with the execution and delivery of the Series 2022 Revenue Notes, Truist Bank, established a line of credit for the benefit of the Highlands at Wyomissing to include the issuance of certain letters of credit for the Vistas at Fox Hill project. On February 8, 2023, the Lender issued an irrevocable stand-by letter of credit for the benefit of the Borough of Wyomissing in amount of \$1,323,617 for the Vistas at Fox Hill project.

5. The Highlands at Wyomissing provides housing and continuing care services for individuals aged 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).
6. As of June 30, 2023, The Highlands at Wyomissing had a resident population as follows:

Location	Residents
Residential Living	369
Personal Care	57
Nursing Care	55

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	\$146,900	\$194,900
Monthly Service Fee	\$ 3,730	\$ 5,580

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 \$75,786 .

DIRECTORS AND OFFICERS

The Bylaws of The Highlands provide that the Board of Directors shall conduct, manage and direct the business and affairs of The Highlands. The Bylaws further provide 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 shall have and exercise all of the powers and authority of the Board of Directors; however, it shall be subordinate to the Board of Directors and convened only in emergencies when a quorum of the Board of Directors cannot be obtained quickly enough to avoid harm to or take immediate action to benefit the Corporation. The Executive Committee promptly thereafter shall report its action to the Board of Directors. 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>
Geoffrey Eddowes, Chairman	Lancaster, PA	Senior Vice President/Senior Operating Officer, Penn Medicine / Lancaster General Health Women and Babies Hospital	Executive Committee (Chair); Performance Review Committee (Chair); Strategy, Policy and Governance Committee; Finance Committee	2018
Bruce G. Smith, Vice Chairman	Reading, PA	Senior Vice President, Fulton Bank, retired	Executive Committee; Finance Committee, (Chair); Performance Review Committee;	2019
Daniel B. Kimball, M.D., Secretary	Wyomissing, PA	Retired Physician; Resident of The Highlands at Wyomissing	Executive Committee; Performance Review Committee; Audit and Risk Committee	2022
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>
David L. George, M.D.	Wyomissing, PA	Retired Physician, Reading Hospital Tower Health	Strategy, Policy and Governance Committee	2019
Barbara J. Kline	Wyomissing, PA	Community Leader, Resident of The Highlands at Wyomissing	Facilities Committee (Chair)	2016
Peter J. Connors, CFA	Sinking Spring, PA	Vice Chairman, President, Connors Investor Services, Inc.	Finance Committee	2020
Keith Mooney, Esq.	Wyomissing, PA	Lawyer, Barley Snyder, LLP	Strategy, Policy and Governance Committee	2022
Daniel B. Haneman	Jamison, PA	Vice President, Sales & Client Services, CCI Consulting, Inc.	Audit and Risk Committee	2022
James Spencer, CPA, MBA	Wyomissing, PA	Founder & President	Finance Committee	2022
Kevin P. DeAcosta, President & CEO	Wyomissing, PA	President & CEO of The Highlands	Finance Committee; Audit and Risk Committee; Marketing Committee; Strategy, Policy and Governance Committee; Facilities Committee	2012

Keith Mooney is an attorney at Barley Snyder, LLP which provides general legal services to The Highlands. Total fees paid to this firm were \$152,400 in 2023.

Daniel B. Haneman is a Vice President, Sales & Client Services, at CCI Consulting, Inc. which provides human resources consulting. Total fees paid to this firm were \$12,800 in 2023.

James Spencer, CPA, MBA is the founder and president of SilverBloom Consulting, LLC, an aging services advisory firm, which provided consulting services. Total fees paid to this firm were \$5,400 in 2023.

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.

Lorena Lazarchick, Vice President of Community Experience, joined The Highlands in November 1987. Mrs. Lazarchick has a Bachelor of Science in Business from Alvernia University. Ms. Lazarchick earned the LeadingAge PA Fellows in Leadership and the International Council on Active Aging Leadership in Wellness Management Certification. Ms. Lazarchick is responsible for The Highlands' University, which provides comprehensive orientation, as well as ongoing training and development, for all Highlands' staff members.

Kristen Santangelo, Vice President of Health Services, joined The Highlands in 2017 as Nursing Home Administrator. Ms. Santangelo holds a Bachelor of Science in Psychology from Kutztown University, Kutztown, PA. Ms. Santangelo became a licensed Nursing Home Administrator in 2005 and spent the eleven years prior to joining The Highlands as the Vice President of Operations with a national short-term, post-acute and long-term care provider. Ms. Santangelo's responsibilities include planning, organizing and administering the daily operations of Aspire Skilled Nursing; overseeing the administration of all therapy services; and operational oversight of the Aspire for Well-Being™ health services, including Personal Care, Memory Support, Home Care, Hospice and Specialty Staffing Services. Ms. Santangelo also serves as The Highlands' Compliance Officer.

Cameron Martin, Vice President of Development and Marketing, joined The Highlands in 2021 with more than 13 years' experience leading fundraising efforts in Berks County and beyond. Before joining The Highlands, Mr. Martin served in development roles for many local organizations. In 2018, Mr. Martin received an award spotlighting the next level of leaders in Berks County; and in 2020, he received Berks Encore's Rising Leader award. Mr. Martin earned his bachelor's degree in Public Relations from Millersville University and a master's degree in Leadership Studies from Lancaster Bible College. He is an active member of the Berks Regional Chapter of the Association of Fundraising Professionals. Mr. Martin supports all aspects of The Highlands' fundraising programs, including planned giving, grateful resident program, donor events and capital projects.

Blake Daub, Vice President of Human Resources, joined The Highlands in 2021 with more than 27 years' experience in senior living and healthcare. Mr. Daub earned his Bachelor of Science degree in Management from Millersville University of Pennsylvania and received his Master of Business Administration from LaSalle University. Mr. Daub serves as an employee liaison on the Scholarship Committee. He is responsible for the management of Human Resources services, policies and programs to ensure employee recruitment, engagement and retention.

Executive Staff of The Highlands (continued)

Rick Melcher, Chief Financial Officer, returned to The Highlands in 2022 with more than 36 years' experience in accounting and financial management, including more than 30 years of leadership roles in healthcare, higher education and senior living. Rick earned a bachelor's degree in Accounting from Albright College. He 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.

Anita Martin, Personal Care Administrator, joined The Highlands in 2022 with more than 40 years' experience working in senior living. Ms. Martin obtained certification as a Personal Care Administrator in 1998 and an Aging Service Professional in 2015. During her career she has held various leadership capacities within personal care and residential living, most recently serving as an Executive Director of a nearby senior living community. Ms. Martin is responsible for the daily operations and regulatory compliance of the Aspire Personal Care and Aspire Memory Support at The Highlands at Wyomissing. This includes full implementation of the Hearthstone Center of Excellence philosophy.

Jared Martz, Director of Community Life and Engagement, joined The Highlands in September 2016 and has served in various progressive roles within Residential Living. Mr. Martz earned a Master of Science degree in Exercise and Sport Physiology from West Chester University and a Master of Business Administration degree from Alvernia University. Mr. Martz provides leadership, oversight, management and development for the day-to-day operations of Residential Living Programming, Fitness Center, and Social Services.

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, 55 two-bedroom, 6 two-bedroom combo, 3 two-bedroom plus, 12 two-bedroom extended, 15 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 3 unique, two-bedroom w/ den apartments at the Barn at Wyomissing Creek, 20 two-bedroom duplex villas, 24 three-bedroom duplex villas, and 15 three-bedroom w/den single-family homes (including the Farmstead).

The Highlands at Wyomissing offers two contract types for Residential Living: Comprehensive (Type A) and Modified (Type B). Services and amenities are defined for each contract type in the respective Residence and Care Agreement (see Exhibit B). From time to time over the past thirty-four years, the Residence and Care Agreements have been revised, and as such, services and amenities can differ depending on the prevailing Residence and Care Agreement signed by the resident at time of entry. Resident(s) who joined The Highlands at Wyomissing Residential Living community under previous Residence and Care Agreements continue to receive the services as prescribed in their contract.

Under the current Residence and Care Agreements, the Monthly Service Fee includes:

Service / Amenity	Type A	Type B
• Declining Balance Dining Plan (* Note: monthly dining allotment varies between contract Type, and between Apartments and the Villas, Gaelsongs and Farmstead.)	✓*	✓*
• Onsite Parking Accommodations	✓	✓
• Housekeeping (twice monthly)	✓	✓
• Cable Television	✓	✓
• Centrally Located Laundry Facilities	✓	✓
• Indoor/Outdoor Maintenance	✓	✓
• Basic Grounds Care, including lawn services and snow Removal	✓	✓
• Long-Term Care	✓ (unlimited)	✓ (limited)
• Onsite Security (24 Hours per day)	✓	✓
• Studio in Personal Care	✓	✓
• Semi-Private Room in Nursing Care	✓	✓
• Recreational and Social Events and Programming	✓	✓
• Utilities (including Electric*, Heat*, Air Conditioning, Water, Sewer) * Note: Villa, Farmstead, and Gaelsong residents pay their own electric/gas bills.	✓*	✓*
• Property Taxes	✓	✓
• 24-hour Emergency Medical Response	✓	✓
• Meal Delivery Service for Ill Residents	✓	✓
• Away Allowance (after minimum 14 consecutive days)	✓	✓

Under the current Residence and Care Agreements (Type A and Type B), the following services are available for an additional charge:

- Beauty, Barber, Salon and Spa Services
- Cafe
- Communicationservices
- Gift Shop
- Guest Apartment
- Guest Meals
- Housekeeping (heavy cleaning service once per year)
- Homecare and Companion services
- Long-Term Care - Type B contract (beyond included days)
- 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
- Personal Laundry Service (in Nursing Care and Personal Care)
- Telephone Service (in Nursing Care and Personal Care)

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 page 16).

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



**Schedule of Entrance Fees
Comprehensive Contract (Type A)**

Residential Living Type	07/01/2022	07/01/2023
	Single	Single
Studio	\$110,900	\$112,900
One Bedroom	\$143,900	\$146,900
One Bedroom w/Den	\$186,900	\$190,900
One Bedroom Grand	\$191,900	\$195,900
One Bedroom w/Den Grand	\$198,900	\$202,900
Two Bedroom	\$198,900	\$202,900
Two Bedroom Combination	\$222,900	\$226,900
Two Bedroom Plus	\$222,900	\$226,900
Two Bedroom Extended/Special	\$254,900	\$259,900
Two Bedroom w/Den Consolidated	\$265,900	\$270,900
Two Bedroom w/Den	\$287,900	\$293,900
Two Bedroom Deluxe (#102 & #289)	\$317,900	\$323,900
Two Bedroom Deluxe (#273 & #274)	\$321,900	\$327,900
Two Bedroom Villa (Original)	\$314,900	\$330,900
Three Bedroom Villa (Original)	\$352,900	\$370,900
Two Bedroom Villa (New)	\$389,900	\$408,900
Three Bedroom Villa (New)	\$427,900	\$448,900
Barn at Wyomissing Creek – 2 Bedroom w/ Den	\$434,900	\$456,900
Barn at Wyomissing Creek - Combination	\$849,900	\$891,900
Farmstead	\$504,900	\$529,900
Gaelsong	\$521,900	\$547,900

¹ Apartments - add \$48,000 to the single Entrance Fee for the double Entrance Fee. Studio is single only.
 Villa, Farmstead, Gaelsong and Barn at Wyomissing Creek-Two Bedroom with Den
 - add \$49,000 to the single Entrance Fee for the double Entrance Fee.
 Barn at Wyomissing Creek-Combination – add \$98,000 to the single Entrance Fee

² Single 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 \$36,000 more than the single Modified Contract (Type B) Entrance fee for the Apartments, \$37,000 for Villa, Farmstead, Gaelsong and Barn at Wyomissing Creek-Two Bedroom with Den, and \$74,000 for Barn at Wyomissing Creek-Combination.



**Schedule of Monthly Service Fees
Comprehensive Contract (Type A)**

Residential Living Type	07/01/2022		07/01/2023	
	Single	Double	Single	Double
Studio	\$2,875	N/A	\$3,020	N/A
One Bedroom	\$3,550	\$5,310	\$3,730	\$5,580
One Bedroom w/Den	\$3,805	\$5,565	\$3,995	\$5,845
One Bedroom Grand	\$3,960	\$5,720	\$4,160	\$6,010
One Bedroom w/Den Grand	\$4,165	\$5,925	\$4,375	\$6,225
Two Bedroom	\$4,080	\$5,840	\$4,285	\$6,135
Two Bedroom Combination	\$4,080	\$5,840	\$4,285	\$6,135
Two Bedroom Plus	\$4,410	\$6,170	\$4,630	\$6,480
Two Bedroom Extended/Special	\$4,520	\$6,280	\$4,745	\$6,595
Two Bedroom w/Den Consolidated	\$5,060	\$6,820	\$5,315	\$7,165
Two Bedroom w/Den	\$5,060	\$6,820	\$5,315	\$7,165
Two Bedroom Deluxe (#102 & #289)	\$5,170	\$6,930	\$5,430	\$7,280
Two Bedroom Deluxe (#273 & #274)	\$5,170	\$6,930	\$5,430	\$7,280
Two Bedroom Villa (Original)	\$4,890	\$6,650	\$5,135	\$6,985
Three Bedroom Villa (Original)	\$5,690	\$7,450	\$5,975	\$7,825
Two Bedroom Villa (New)	\$4,890	\$6,650	\$5,135	\$6,985
Three Bedroom Villa (New)	\$5,690	\$7,450	\$5,975	\$7,825
Barn at Wyomissing Creek – 2 Bedroom w/ Den	\$4,890	\$6,650	\$5,135	\$6,985
Barn at Wyomissing Creek – Combination	\$6,480	\$8,240	\$6,805	\$8,655
Farmstead	\$5,990	\$7,490	\$6,290	\$7,865
Gaelsong	\$6,305	\$7,795	\$6,620	\$8,185

- 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, Barn at Wyomissing Creek, Farmstead, and Gaelsong.
The Single Monthly Service Fees for Modified Contract (Type B) contracts average 19% less than the Single Monthly Service Fees for the Comprehensive Contract (Type A) contracts shown above.



Schedule of Supportive Living Per Diem Rates
Effective: July 1, 2023

Description	Rates
<u>SUPPORTIVE LIVING FEES:</u>	
Aspire Personal Care Services	
Studio	\$225
One Bedroom	\$271
Premium (Contract Residents)	\$46
Aspire Memory Support Services	
Studio	\$305
One Bedroom	\$373
Premium (Contract Residents)	\$68
Both Aspire Personal Care & Aspire Memory Support:	
Respite care - see rates above plus additional rate of:	\$17
Furniture Rental (per month-excluding temporary or respite stays):	
Full Room (bed, chest of drawers, bedside table, high back chair, dining chair, lamp)	\$160
Bed frame with mattress	\$26
Recliner lift chair (limited availability)	\$26
Aspire Skilled Nursing	
Semi-Private Room	\$462
Private Room	\$527
Private Room Premium or Bed Hold (<i>Contract Resident Only</i>)	\$65
Aspire Rehabilitation	
Private - Medically Necessary or Bed Hold	\$659
Private - Not Medically Necessary	\$1,110
Private - Post Insurance Premium or Bed Hold (<i>Contract Resident Only</i>)	\$197
<u>Aspire Personal Care, Aspire Memory Support, Aspire Nursing Care and Aspire Rehabilitation:</u>	
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.	



Rate Schedule for Miscellaneous Fees
Effective: July 1, 2023

Description	Amount	Frequency
<u>Homecare:</u>		
½ Hour (up to 30 minutes)	\$23.00	per visit
Hourly (45 minutes up to 1 hour)	\$28.00	per hour
Pet Care	\$20.00	per visit
Off-campus Hourly (3 Hour Minimum)	\$28.00	per hour
Medication Services:		
Pre-filled MediPlanner Delivery	\$20.00	each
PPE Charge	\$10.00	each
Supplies	Prevailing Rates	
Home Care Nurse Wellness Support Visit	\$40.00	per visit
Medication Assistance	\$10.00	per visit
Bandage / Dressing Change	\$23.00	per visit
Prescription Skin Care	\$23.00	per visit
Assistance with Long Term Care insurance claims	\$20.00	per month
Holidays (New Years Day, Memorial Day, Independence Day Labor Day, Thanksgiving Day, Christmas Day)	150% of above scheduled rate	
Discount: for 24/7 schedule	\$1.00	per hour
<u>Cancellation Fees</u>		
Shift Cancellation or Reduction ≤ 24 Hours advance notice	Full shift charged	
Service Cancellation 7 days' advance notice required	Full week charged	
Mileage	IRS pub. Rates per mile	



Rate Schedule for Miscellaneous Fees

Effective: July 1, 2023

Description	Amount	Frequency
<u>Dining Service:</u>		
Additional Resident Meals – Residential Living	\$20.00	Per meal
Bistro	À la carte	
Holiday Guest Meal:		
(Applicable to all Dining rooms, including Personal Care and Skilled Nursing)		
Memorial Day, 4th of July, Labor Day	\$23.00	Per meal
Easter, Mother's Day, Father's Day, Thanksgiving	\$27.00	Per meal
Christmas Day, New Years Day		
(Substituted meals may not be used for a Holiday Guest Meal)		
Guest Meals:		
Residential	\$22.00	Per meal
Healthcare:		
Personal Care &		
Skilled Nursing		
Breakfast	\$11.00	Per meal
Noon	\$18.00	Per meal
Evening	\$17.00	Per meal
Children's Meals: (available in all dining venues)		
Age 6 or under	Free	Per meal
Age 7 to 12	\$12.00	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	\$18.00	Per day
Villa residents	\$29.00	Per day
Room Service	\$13.00	Per meal
Corkage Fee	\$9.00	Per bottle
Consultation - Registered Dietitian	\$50.00	Per consult



Rate Schedule for Miscellaneous Fees

Effective: July 1, 2023

Description	Amount	Frequency
<u>Other Fees - Residential Living:</u>		
Away Allowance only applied if away from community for 14 days or longer:		
Days 1 through 14	\$7.75	Per day
Days 15 through 89	\$13.75	Per day
Over 90 Days	15%	Monthly Service Fee
Extended Guest Fee (in your apartment/villa and more than 8 days)	\$95.00	Per night
Guest Suite	\$110.00	Per night
Storage Locker Rental	\$425.00	Per year
Re-Key - additional storage locker	\$250.00	Per extra locker
Technology Fee	\$99.00	Per month
Options:		
Enhanced internet speed - 100 Mbps (base internet speed is 50 Mbps)	\$27.95	Per month
Additional Ehub (System Controller) (package includes one Ehub)	\$15.00	Per month
Streaming Devices (additional TIVO, Amazon Firestick) (package includes one TIVO)	market price *	Resident responsible for all recurring charges (e.g., subscriptions)
Technology Support Services (minimum of one-half hour)	\$25.00	Per half-hour
Personal Training Fees:		
One Person - half hour private instruction (Fitness Center)	\$30.00	Per session
One Person - five (5) half hour private instruction (Fitness Center)	\$120.00	5 Sessions
One Person - half hour private instruction (In Home)	\$37.50	Per session
One Person - five (5) half hour private instruction (In Home)	\$175.00	5 Sessions
Two Person - half hour private instruction (Fitness Center)	\$50.00	Per session
Two Person - half hour private instruction (In Home)	\$60.00	Per session
SPECIAL: Half-hour private instruction (Fitness Center) for Therapy Department referrals following a stay in Aspire Rehabilitation	\$17.50	Per ½ hour session (2 session maximum)



Rate Schedule for Miscellaneous Fees
Effective: July 1, 2023

Description	Amount	Frequency
<u>Other Fees - Residential Living (continued):</u>		
Housekeeping Fees:		
Bed-Making Fees	\$9.75	Per service
Carpet cleaning (billable in 1/2 hour increments)	\$35.00	Per hour/per staff
Disposal: Furniture, Mattress or Other	Market rate	Per disposal
Light housekeeping (billable in 1/2 hour increments)	\$32.00	Per hour/per staff
Pest Control Services (non-routine)	Market rate	Per service
Rental: (1) card table and (4) chairs	\$15.50	Per day
Rug Rotation	\$32.00	Per person
Maintenance Fees:		
Regular maintenance (billable in 1/2 hour increments)	\$36.00	Per hour/per staff
Grounds maintenance (billable in 1/2 hour increments)	\$36.00	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	\$250.00	Per extra locker
Re-Core lockset charge	\$300.00	Per instance



Rate Schedule for Miscellaneous Fees
Effective: July 1, 2023

Description	Amount	Frequency
<u>Other Fees:</u>		
Healthcare (Aspire Personal Care, Aspire Memory Support, Aspire Nursing Care & Aspire Rehabilitation):		
Ambulance Services	Prevailing rates	
Consultation - Registered Dietitian	\$50.00	Per consult
Durable Medical Equipment	Prevailing rates	
Incontinent services/supplies	\$7.25	Daily
Internal Moves between rooms in PC and/or NC	\$650.00	Per Move
Labeling - Personal Laundry:		
Initial labeling	\$23.50	50 labels
Additional labeling	\$3.00	10 labels
Long Term Care Claim Processing Fee	\$25.00	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	\$50.00	Per month
Rehabilitative Supplies	Prevailing rates	
Therapy Services	Prevailing rates	
Toiletry Items	Prevailing rates	
Cordmates (Aspire Personal Care and Aspire Memory Support)	Prevailing rates	effective 9/15/2023
Wanderguard (Aspire Personal Care and Aspire Memory Support)	Prevailing rates	effective 9/15/2023
Wanderguard (Aspire Nursing Care)	Prevailing rates	effective 10/14/2023
Wheelchair Transport	\$8.50	Round Trip
Transport by wheelchair from Aspire Personal Care, Aspire Memory Support, Aspire Nursing Care or Aspire Rehabilitation to Physician's office located on 2nd Floor of Residential Apartments		
Entertainment & Technology Fee (Aspire Personal Care only)	\$99.00	Per month
Options:		
Enhanced internet speed - 100 Mbps (base internet speed is 50 Mbps)	\$27.95	Per month
Additional Ehub (System Controller) (package includes one Ehub)	\$15.00	Per month
Streaming Devices (additional TIVO, Amazon Firestick) (package includes one TIVO)	market price * * Resident responsible for all recurring charges (e.g., subscriptions)	
Telephone (Aspire Memory Support, Aspire Nursing Care and Aspire Rehabilitation)		
Telephone:		
Local service	\$19.99	Per month
Long distance	Prevailing rates	Per minute



Rate Schedule for Miscellaneous Fees

Effective: July 1, 2023

Description	Amount	Frequency
Transportation Department: The Highlands at Wyomissing Transportation Department exists to provide safe, reliable, and efficient transportation to Residents and others who depend on such services for the purposes of conducting business and enhancing the senior experience.		
Transportation Fees		
Medical Appointments - Transportation to a visit to a medical practitioner (e.g., physician, dentist, podiatrist, imaging center, laboratory, or similar providers) is available for Residents and when applicable, family members or caregivers, in accordance with the Resident's Residence and Care Agreement. Transportation to medical appointments will occur during normal business hours and shall be scheduled three business days in advance of the appointment.		
Normal Business Hours 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. <i>Normal Business Hours do not include weekends or holidays that fall on a weekday.</i>		
Medical Appointments (within a 10-mile radius during normal business hours):		
Standard Passenger Vehicle (Sedan / SUV):		
Per Round trip	\$40.00	
Per One-way trip	\$20.00	
Wheelchair Van:		
Per Round trip	\$60.00	
Per One-way trip	\$30.00	
Special Medical Trips: Transportation for medical treatment occurring outside of normal business hours, on weekends and holidays. Additionally, transportation to and/or from the Emergency Room, Urgent Care or Hospital is considered a Special Medical Trip.		
Special Medical Appointments (within a 10-mile radius):		
Standard Passenger Vehicle (Sedan / SUV):	\$50.00	per Trip
Wheelchair Van:	\$75.00	per Trip
Special Medical Appointments (outside a 10-mile radius):		
Standard Passenger Vehicle (Sedan / SUV):	\$50.00 per Trip plus mileage at IRS published rates	
Wheelchair Van:	\$75.00 per Trip plus mileage at IRS published rates	



Rate Schedule for Miscellaneous Fees
Effective: July 1, 2023

Description	Amount	Frequency
<u>Transportation Department (continued):</u>		
Bus Service:		
Bus Trips Involving a Charge:		
During normally scheduled business hours	minimum of \$10.00	Per round trip
Evenings (after 5 p.m.) and weekends	minimum of \$12.00	Per round trip
Valet Service:		
Residents may request a vehicle and driver for purposes other than medical appointments. The Highlands at Wyomissing will provide the vehicle, driver, and fuel.		
Standard Passenger Vehicle (Sedan / SUV):	\$50.00	per Hour
Wheelchair Van:	\$75.00	per Hour
14-Passenger bus	\$125.00	per Hour
Other Transportation Fees:		
Parking: Any parking fees incurred by The Highlands at Wyomissing during the transport of Resident(s) to any location, for any reason, will be charged to the Resident(s).		
Late Notice fee: Residents failing to provide at least three business days' notice for a scheduled appointment, if The Highlands at Wyomissing can accommodate the request, will be charged a \$20.00 fee.		
No show/No call: Resident(s) who fail to show up for a scheduled trip will be assessed the cost of the trip.		

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 \$6,731,000 on June 30, 2022, which are calculated as follows:

THE GREATER OF ...

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

Debt Description:	Principal:	Interest:	FY 2024
			Total Debt Service:
Bond Series 2017 A, B & C	\$ 1,570,000	\$ 2,362,000	\$ 3,392,000
Notes Series 2022 A, B & C	<u>195,000</u>	<u>2,604,000</u>	<u>2,604,000</u>
Total Debt	<u>\$ 1,765,000</u>	<u>\$ 4,966,000</u>	<u>\$ 6,731,000</u>

OR ...

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

	FY 2024
Annual Operating Expenses	\$ 38,215,000
Less: Depreciation/Amortization expense	<u>(7,170,000)</u>
Adjusted Annual Expenses	\$ 31,045,000
	10%
10% of Annual Operating Expenses (Less: Depreciation/Amortization)	<u>\$ 3,105,000</u>

THE HIGHLANDS AT WYOMISSING
STATEMENTS OF OPERATIONS
FOR FISCAL YEAR ENDED JUNE 30, 2023

	Budget FY 2023	Actual FY 2023	Variance FY 2023	Variance % FY 2023
Operating Revenue:				
Residential Revenue	\$ 24,539,724	\$ 24,715,075	\$ 175,351	0.71%
Personal Care Revenue	5,998,548	5,926,725	(71,823)	-1.20%
Nursing Care Revenue	14,275,340	12,849,286	(1,426,054)	-9.99%
Other Operating Revenue	<u>2,033,261</u>	<u>1,841,015</u>	<u>(192,246)</u>	<u>-9.46%</u>
Gross Operating Revenue	46,846,873	45,332,101	(1,514,772)	-3.23%
Contractual Allowances	<u>(9,284,546)</u>	<u>(9,044,001)</u>	<u>240,545</u>	<u>-2.59%</u>
Net Operating Revenue	<u>37,562,327</u>	<u>36,288,100</u>	<u>(1,274,227)</u>	<u>-3.39%</u>
Operating Expenses:				
Salaries and Wages	\$ 12,863,739	10,323,070	2,540,669	19.75%
Temporary Resources	-	2,488,189	(2,488,189)	
Depreciation	7,022,455	6,745,969	276,486	3.94%
Contract Service	3,050,254	3,171,376	(121,122)	-3.97%
Interest	3,583,344	3,570,379	12,965	0.36%
Health Benefits	1,588,037	1,274,341	313,696	19.75%
Other Employee Benefits	1,728,182	1,528,011	200,171	11.58%
Real Estate Taxes	1,829,800	1,810,932	18,868	1.03%
Food	1,193,000	1,338,214	(145,214)	-12.17%
Other	884,985	1,095,350	(210,365)	-23.77%
Professional Fees	440,180	544,009	(103,829)	-23.59%
Utilities	1,038,100	1,341,116	(303,016)	-29.19%
Supplies	866,717	1,020,581	(153,864)	-17.75%
Maintenance and Repair	277,500	382,621	(105,121)	-37.88%
Insurance	<u>367,953</u>	<u>349,361</u>	<u>18,592</u>	<u>5.05%</u>
Total Operating Expenses	<u>36,734,246</u>	<u>36,983,519</u>	<u>(249,273)</u>	<u>-0.68%</u>
Net Income from Operations	828,081	(695,419)	(1,523,500)	-183.98%
Non-Operating Revenue:				
Investment Return	2,260,000	6,057,545	3,797,545	
Chg in FMV of Interest Rate SWAPs	-	94,650	94,650	
Contribution Revenue	<u>375,000</u>	<u>47,524</u>	<u>(327,476)</u>	
Total Non-Operating Revenue	<u>2,635,000</u>	<u>6,199,719</u>	<u>3,564,719</u>	
Net Income	3,463,081	5,504,300	2,041,219	
Extraordinary Gain on Debt Extinguishment	<u>-</u>	<u>270,428</u>	<u>270,428</u>	
Change in Unrestricted Net Assets	<u>\$ 3,463,081</u>	<u>\$ 5,774,728</u>	<u>\$ 2,311,647</u>	

THE HIGHLANDS AT WYOMISSING
PRO-FORMA STATEMENTS OF OPERATIONS
FOR FISCAL YEAR ENDED JUNE 30, 2024

	Budget FY 2024
Operating Revenue:	
Residential Revenue	\$ 25,813,604
Personal Care Revenue	6,286,425
Nursing Care Revenue	13,899,982
Other Operating Revenue	2,033,261
Gross Operating Revenue	48,033,272
Contractual Allowances	(9,298,748)
Net Operating Revenue	38,734,524
Operating Expenses:	
Salaries and Wages	13,640,084
Depreciation	7,169,603
Contract Service	3,519,302
Interest	3,551,509
Health Benefits	1,291,054
Other Employee Benefits	1,761,283
Real Estate Taxes	1,880,760
Food	1,178,857
Other	987,254
Professional Fees	435,060
Utilities	1,277,608
Supplies	899,270
Maintenance and Repair	255,006
Insurance	368,704
Total Operating Expenses	38,215,355
Net Income from Operations	519,169
Non-Operating Revenue:	
Investment Return	1,538,000
Contribution Revenue	350,000
Total Non-Operating Revenue	1,888,000
Change in Unrestricted Net Assets	\$ 2,407,169

Notes to Pro-Forma Statements of Operations²

Gross Operating Revenues for Fiscal Year 2023 fell short of the budget by \$1,515,000 or 3.2%, predominantly driven by a 10% shortfall in Nursing Care revenue in comparison to the budget target. While both traditional long-term skilled nursing and post-acute care occupancy surpassed prior year levels, post-acute census lagged the budget substantially.

Contractual Allowances for Fiscal Year 2023 were over budget by \$249,000 or 0.7%, reducing the unfavorable budget variance in Net Operating Revenues to \$1,274,000, or 3.4%.

Total Operating Expenses of \$36,734,000 were \$249,000, or 0.7% over budget. Unfavorable budget variances were experienced in maintenance and repair, utilities, general and administrative, and dining services, largely due to higher than anticipated repairs and maintenance, energy supply costs and food costs. On a combined basis, salaries and wages and temporary resources were 0.5% less than budget. Favorable budget variances in health benefits, other employee benefits, and depreciation expense combined to minimize the overall unfavorable variance in total expenses.

Overall, The Highlands at Wyomissing had an Operating Margin of (\$695,000) for the Fiscal Year ended June 30, 2023, which represents a negative variance of \$1,524,000 from the budget.

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

NOTICE OF RIGHT TO RESCIND

EXHIBIT "B"

NOTICE OF RIGHT TO RESCIND

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 (i.e. the Community) before the expiration of this seven (7) day period. No other agreement or statement you sign shall constitute a waiver of your right to rescind your Agreement within this 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, such as a letter or facsimile, stating your desire to rescind to the following:

**The Highlands at Wyomissing®
Office of the President
2000 Cambridge Avenue
Wyomissing, PA 19610-2714**

Facsimile: 610-775-9851

Not later than midnight of _____ (last day for rescission)

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

Date

Prospective Resident's Signature

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

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