

# **Laurel Lake Retirement Community, Inc. and Subsidiary**

YEARS ENDED DECEMBER 31, 2020 AND 2019

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2020 AND 2019

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## Independent Auditor's Report

The Board of Directors  
Laurel Lake Retirement Community, Inc. and Subsidiary  
Hudson, Ohio

We have audited the accompanying consolidated financial statements of Laurel Lake Retirement Community, Inc. and Subsidiary which comprise the consolidated statements of financial position as of December 31, 2020 and 2019, and the related consolidated statements of activities and changes in net assets and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### **Management's Responsibility for the Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of the consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our 2020 audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, and we conducted the 2019 audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the financial position of Laurel Lake Retirement Community, Inc. and Subsidiary as of December 31, 2020 and 2019, and the consolidated changes in net assets and cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.

**Report on Other Legal and Regulatory Requirements**

In accordance with *Government Auditing Standards*, we have also issued our report dated April 9, 2021, on our consideration of Laurel Lake Retirement Community, Inc.'s internal control over financial reporting and on our tests of its compliance with certain provisions of laws, regulations, contracts, and grant agreements and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering Laurel Lake Retirement Community, Inc.'s internal control over financial reporting and compliance.

*HW & CO.*

Cleveland, Ohio  
April 9, 2021

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

DECEMBER 31, 2020 AND 2019

### ASSETS

	2020	2019
<b>Current assets:</b>		
Cash and cash equivalents	\$ 1,119,722	\$ 2,988,854
Accounts receivable:		
Trade, net of allowance for doubtful accounts	466,109	617,050
Other	254,596	30,219
Entrance fees receivable	295,450	423,650
Prepaid expenses and other	411,323	127,853
Total current assets	2,547,200	4,187,626
 <b>Property and equipment:</b>		
Land and improvements	6,023,397	5,532,561
Buildings and improvements	73,378,685	71,525,940
Equipment	5,926,957	5,656,206
Furniture and fixtures	2,265,691	2,228,828
Construction-in-progress	2,980,469	348,186
	90,575,199	85,291,721
Less accumulated depreciation	23,528,620	19,817,465
	67,046,579	65,474,256
 <b>Other assets:</b>		
Investments:		
Available-for-sale securities	27,937,933	21,847,290
Other	364,808	364,808
Operating rights to licensed beds	1,500,000	1,500,000
	29,802,741	23,712,098
	<b>\$ 99,396,520</b>	<b>\$ 93,373,980</b>

## LIABILITIES AND NET ASSETS

	2020	2019
<b>Current liabilities:</b>		
Accounts payable, trade	\$ 1,256,897	\$ 847,726
Accrued expenses:		
Salaries, wages and related liabilities	369,781	458,115
Compensated absences	239,832	251,254
Real estate taxes	1,085,711	1,108,420
Interest	158,002	127,381
Other	248,686	294,110
SBA PPP note payable	1,842,800	
Current portion of long-term debt	1,252,500	1,197,500
 Total current liabilities	 6,454,209	 4,284,506
 <b>Long-term liabilities:</b>		
Security deposits	1,785,504	2,193,504
Long-term debt, net of current portion and debt issuance costs	30,287,463	31,514,769
Interest rate swaps liability	2,602,457	1,174,329
Refundable entrance fee liability	1,995,630	1,892,710
Gift annuities payable	508,367	577,416
Deferred revenue, entrance fees	33,729,538	31,993,124
 Total liabilities	 77,363,168	 73,630,358
 <b>Net assets:</b>		
Without donor restrictions	20,365,737	18,059,319
With donor restrictions	1,667,615	1,684,303
 Total net assets	 22,033,352	 19,743,622
	 <b>\$ 99,396,520</b>	 <b>\$ 93,373,980</b>

See notes to consolidated financial statements.

## LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

### CONSOLIDATED STATEMENTS OF ACTIVITIES AND CHANGES IN NET ASSETS

YEARS ENDED DECEMBER 31, 2020 AND 2019

	2020	2019
<b>Changes in net assets without donor restrictions:</b>		
<b>Revenue and other support:</b>		
Resident services:		
Service fees	\$ 16,106,355	\$ 16,461,132
Amortization of deferred revenue	4,668,388	4,104,083
Nursing services and other	3,048,066	3,526,809
Stimulus revenue	954,787	
Investment income, net	373,214	369,728
Contributions	1,136,787	393,720
Net assets released from donor restrictions for operations	101,812	312,472
Total revenue and other support	26,389,409	25,167,944
<b>Expenses:</b>		
Salaries and wages	7,289,917	8,055,866
Employee benefits	2,198,066	2,123,094
Total employment expenses	9,487,983	10,178,960
Purchased services	4,435,871	3,217,328
Supplies	1,905,484	2,096,799
Utilities	1,224,120	1,327,079
Rent	11,934	29,587
Insurance	364,572	368,356
Interest	1,483,338	1,507,336
Depreciation	3,821,907	3,659,626
Taxes	1,063,046	1,110,701
Other	444,456	372,742
Foundation	206,745	372,221
Total expenses	24,449,456	24,240,735
<b>Operating income</b>	1,939,953	927,209
Unrealized loss on interest rate swaps	(1,428,128)	(1,093,877)
Unrealized gain on equity securities, net	1,356,528	1,609,386
<b>Excess of revenue and other support over expenses</b>	1,868,353	1,442,718
<b>Other changes in net assets without donor restrictions:</b>		
Unrealized gain on debt securities, net	438,065	434,883
Increase in net assets without donor restrictions	2,306,418	1,877,601
<b>Changes in net assets with donor restrictions:</b>		
Contributions	82,398	48,458
Investment income (loss), net	2,726	(12,282)
Net assets released from donor restrictions for operations	(101,812)	(312,472)
Decrease in net assets with donor restrictions	(16,688)	(276,296)
<b>Increase in net assets</b>	2,289,730	1,601,305
<b>Net assets, beginning of year</b>	19,743,622	18,142,317
<b>Net assets, end of year</b>	<b>\$ 22,033,352</b>	<b>\$ 19,743,622</b>

See notes to consolidated financial statements.

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## CONSOLIDATED STATEMENTS OF CASH FLOWS

YEARS ENDED DECEMBER 31, 2020 AND 2019

	2020	2019
<b>Cash flows from operating activities:</b>		
Increase in net assets	\$ 2,289,730	\$ 1,601,305
Adjustments to reconcile increase in net assets to net cash provided by operating activities:		
Unrealized gains on investments, net	(1,794,593)	(2,044,269)
Realized gains on investments, net	(375,940)	(357,446)
Depreciation	3,821,907	3,659,626
Amortization of debt issuance costs	28,943	28,943
Amortization of deferred revenue, entrance fees	(4,668,388)	(4,104,083)
Unrealized loss on interest rate swaps	1,428,128	1,093,877
Bad debt expense	61,952	45,390
Entrance fees received, not expected to be refunded	6,490,397	6,275,575
Contributions with donor restrictions	(750)	(900)
Changes in assets and liabilities:		
Decrease (increase) in accounts receivable and other assets	(397,786)	523,401
Increase (decrease) in accounts payable and other current liabilities	(389,700)	206,015
	6,493,900	6,927,434
<b>Net cash provided by operating activities</b>		
<b>Cash flows from investing activities:</b>		
Expenditures for property and equipment	(5,161,699)	(2,326,650)
Decrease in entrance fees receivable	128,200	35,990
Proceeds from sale of available-for-sale securities	3,775,629	10,846,490
Purchase of available-for-sale securities	(7,695,739)	(14,908,685)
Purchase of other investments		(270,500)
	(8,953,609)	(6,623,355)
<b>Net cash used in investing activities</b>		
<b>Cash flows from financing activities:</b>		
Change in gift annuities payable, net	(69,049)	5,380
Contributions with donor restrictions	750	900
Refunds of refundable entrance fees	(438,015)	(380,058)
Entrance fees received, expected to be refunded	455,340	369,357
Proceeds from SBA PPP note payable	1,842,800	
Payments on long-term debt	(1,201,249)	(1,152,500)
	590,577	(1,156,921)
<b>Net cash provided by (used in) financing activities</b>		
<b>Net decrease in cash and cash equivalents</b>	(1,869,132)	(852,842)
<b>Cash and cash equivalents, beginning of year</b>	2,988,854	3,841,696
<b>Cash and cash equivalents, end of year</b>	<b>\$ 1,119,722</b>	<b>\$ 2,988,854</b>

See notes to consolidated financial statements.



# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 1. **Description of Community and summary of significant accounting policies:**

#### **Description of Community and basis of consolidation:**

The accompanying consolidated financial statements include the accounts of Laurel Lake Retirement Community, Inc. (the Community) and Laurel Lake Retirement Community Foundation, Inc. (the Foundation) (collectively, referred to as Laurel Lake). The Foundation is a not-for-profit organization established to solicit donations for the benefit of the Community. The Foundation's sole member is the Community. All significant intercompany transactions have been eliminated in consolidation.

The Ohio Department of Health (ODH) regulates many types of health care facilities through both state licensure and Federal certification rules. ODH approved the Community's licenses to continue to operate as a nursing facility and residential care facility through January 2022. The Community expects the licenses to continually be renewed by ODH in future years.

Laurel Lake, located in Hudson, Ohio, is a continuing care retirement community (CCRC) consisting of 293 residential units, 56 assisted living units and 75 licensed nursing beds. The Community operates under the "life care" concept in which residents enter into an occupancy agreement, which requires payment of a one-time entrance fee and a subsequent monthly service fee. Generally, these payments entitle residents to the use and privileges of the Community for life including certain nursing services provided in Laurel Lake's skilled nursing facility. The occupancy agreement does not entitle the residents to an interest in the real estate or other property owned by the Community.

#### **Use of estimates:**

The preparation of consolidated financial statements in conformity with accounting principles generally accepted in the United States of America (U.S. GAAP) requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenue and expenses during the reporting period. Actual results could differ from those estimates.

#### **Cash and cash equivalents:**

Cash and cash equivalents include highly liquid investments with maturities of three months or less.

At December 31, 2020 and throughout the year, Laurel Lake maintained balances in various accounts in excess of federally insured limits. Laurel Lake does not expect to incur any losses resulting from cash held in financial institutions.

#### **Accounts receivable:**

Accounts receivable are recorded as performance obligations are satisfied.

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 1. **Description of Community and summary of significant accounting policies (continued):**

#### **Accounts receivable (continued):**

Potentially uncollectible resident accounts are provided for on the allowance method based on management's evaluation of outstanding accounts receivable at year end. Management periodically reviews long-term accounts receivable and assesses the likelihood of collection. If collection is remote, management will write-off the account at that time. Management recorded an estimated allowance for doubtful accounts of \$10,000 at December 31, 2020 and 2019.

#### **Property and equipment:**

Property and equipment are recorded at historical cost or, if donated or impaired, at fair market value at the date of receipt or determination. Expenditures which substantially increase the useful lives of existing assets are capitalized. Routine maintenance and repairs are expensed as incurred. Depreciation (straight-line method) is provided in amounts sufficient to amortize the cost of the related assets over their estimated useful lives ranging from 5 to 40 years.

Construction-in-progress at December 31, 2020 and 2019 consists of the expansion to The Town Center and other miscellaneous projects. The construction is expected to be completed and placed in service during 2021.

#### **Investments – available-for-sale securities:**

Investments in equity securities with readily determinable fair values and all investments in debt securities are recorded at fair value in the consolidated statements of financial position. Investment income (including realized gains on investments, unrealized gains on equity securities, interest and dividends) is included in the performance indicator in the consolidated statements of activities and changes in net assets. Unrealized gains on debt securities are excluded from the performance indicator.

Laurel Lake invests in various investment securities. Investment securities are exposed to various risks such as interest rate, market and credit risks. Due to the level of risk associated with certain investment securities, it is at least reasonably possible that changes in the values of investment securities will occur in the near term and that such changes could have a material effect on the consolidated statements of financial position, activities and changes in net assets and cash flows.

#### **Investments – other:**

The Community has minority investments in certain organizations. These investments are accounted for under the cost method of accounting based on the Community's ownership percentage and certain other factors.

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 1. Description of Community and summary of significant accounting policies (continued):

#### Operating rights to licensed beds:

Intangible assets with indefinite useful lives are not to be amortized, but management is required to determine if the intangible asset has been impaired. Management of Laurel Lake has determined that operating rights to licensed beds are an intangible asset with an indefinite useful life. Laurel Lake has the option to first assess qualitative factors to determine whether it is necessary to perform a quantitative impairment test. Laurel Lake electing to perform a qualitative assessment is not required to calculate the fair value of an indefinite-lived intangible asset (and perform the quantitative impairment test) unless Laurel Lake determines, based on the qualitative assessment, that it is more likely than not that the asset is impaired. Management of Laurel Lake has determined that the carrying value of the operating rights to licensed beds has not been impaired.

#### Entrance fee deposits and receivables:

Entrance fee deposits represent amounts paid by prospective residents who have signed a residence agreement to reserve a specific living unit or to reserve a place on the waiting list for available units. Generally, a deposit of at least 10% of the entrance fee is collected when the residence agreement is signed. The balance of the fee is payable on or before the date the resident moves in, or otherwise establishes residency. Prospective residents may cancel their residence agreements at any time prior to occupancy and receive a full refund of the entrance fee deposit, less an application fee of \$1,000 under certain circumstances.

The Community enters into promissory notes recorded as entrance fee receivables on the consolidated statements of financial position, with certain new residents who sign resident contracts. Interest accrues at 4% per annum. Principal plus accrued interest is receivable by the Community in one installment when certain conditions are met or interest charges may be collected monthly. The Community believes these notes are fully collectible. Therefore, there is no allowance for uncollectible amounts at December 31, 2020 and 2019.

#### Derivative instruments:

The Community utilizes interest rate swap contracts (which are considered a derivative instrument) to manage its exposure to interest rate risk on its variable rate debt. U.S. GAAP requires derivatives to be recorded in the consolidated statements of financial position at fair value. Changes in the fair value of derivative instruments (not meeting hedge designation requirements) are recorded in the consolidated statements of activities and changes in net assets as an unrealized gain (loss) on interest rate swaps, which is included in the performance indicator.

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 1. **Description of Community and summary of significant accounting policies (continued):**

#### **Gift annuities:**

The Foundation receives assets from donors under gift annuity agreements designating the Foundation as the trustee and charitable remainder beneficiary of these assets. The terms of the trust agreements require that the Foundation, as trustee, invest the assets and pay an annuity to the annuitant, the donor or a specified beneficiary over the remainder of the annuitants' or specified beneficiary's life. Upon the death of the named individual, the Foundation may use its remainder interest, as designated by the annuitant.

The Foundation has recorded the donated assets in the consolidated financial statements as investments and recorded a liability for the actuarial present value of the future annuity payments to reflect the time value of money (through discounts for interest). The discount rate used to compute the liability was 3.25% in 2020 and 4.75% in 2019. These rates are commensurate with the risk associated with the ultimate payment of the obligation. The Foundation records a contribution to net assets with donor restrictions for the difference between the assets received and the recorded liability for future annuity payments.

#### **Debt issuance costs:**

Unamortized debt issuance costs are included with long-term debt in the consolidated statements of financial position at December 31, 2020 and 2019. Additionally, amortization of the debt issuance costs is included with interest expense in the statements of activities and changes in net assets. Debt issuance costs are being amortized over the term of the related debt. Amortization of such costs totaled \$28,943 in 2020 and 2019. Accumulated amortization was \$90,867 at December 31, 2020 and \$61,924 at December 31, 2019.

#### **Income taxes:**

The Community and Foundation are recognized as exempt from Federal income tax under Section 501(a) of the Internal Revenue Code as charitable organizations qualifying under Internal Revenue Code Section 501(c)(3).

#### **Deferred revenue and refundable entrance fees:**

The contract between the Community and a resident stipulates that (1) a portion of the advance fee is refundable if the contract holder's unit is reoccupied by a subsequent resident, (2) the refund is limited to the proceeds of reoccupancy, and (3) the legal environment and the entity's management policy and practice supports the withholding of refunds under condition (2). Consequently, refundable advanced fees that are contingent upon reoccupancy by a subsequent resident but are not limited to the proceeds of the reoccupancy, are accounted for and reported as a liability. The Community's refundable advanced fees are refundable from reoccupancy; however they are not limited to the proceeds of the reoccupancy. Therefore, the Community records the refundable advance fees as a liability.

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 1. **Description of Community and summary of significant accounting policies (continued):**

#### **Deferred revenue and refundable entrance fees (continued):**

The Community offers three types of resident contracts (Plan A, Plan B and Plan C) with regard to the one-time entrance fee paid in addition to the monthly service fees. Under Plan A agreements, residents or their estates receive a refund equal to their entrance fee less a 10% cancellation fee and less 1.5% of their entrance fees for each month of residency if the resident leaves before five years or expires after one year of establishing residency. Plan A entrance fees are recorded as deferred revenue in the consolidated statements of financial position, which is being amortized over the estimated remaining life expectancy of each resident.

Under Plan B agreements, 94% of a resident's entrance fee is refundable upon reoccupancy of the unit (including receipt of the entrance fee from the new occupant). The refundable portion of Plan B entrance fees (94% of the fee) is not amortized. The nonrefundable portion of Plan B entrance fees (6% of the fee) is amortized over the estimated life expectancy of each resident.

Under Plan C agreements, residents or their estates receive a refund upon reoccupancy of the unit (including receipt of the entrance fee from the new occupant). The refund is equal to their entrance fee less the sum of: a) 10% of the entrance fee paid and b) 1.5% of the entrance fee paid for each month of residency up to a maximum amount of 40% of the entrance fee. The refundable portion of Plan C entrance fees (50% of the fee) is not amortized. The nonrefundable portion of Plan C entrance fees (remaining 50% of fee) is amortized over the estimated life expectancy of each resident.

Entrance fees received in advance of residency and deposits are accounted for and represent contract liabilities and are reported as either refundable entrance fee liability or deferred revenue entrance fees on the consolidated statements of financial position.

#### **Obligation to provide future services and the use of facilities to current residents:**

The Community annually calculates the present value of the net cost of future services and the use of facilities to be provided to current residents and compares that amount with the balance of deferred revenue from entrance fees. If the present value of the net cost of future service obligations (FSO) and use of facilities exceeds the deferred revenue from entrance fees, a liability is recorded with a corresponding charge to expense. As of December 31, 2020 and 2019, no such liability was determined to be required. The discount rate used to estimate the FSO was 4.5% in 2020 and 2019.

#### **Net assets:**

Net assets with donor restrictions are those whose use by Laurel Lake has been limited by donors to a specific time period or purpose from resources on which donors place no restriction or that arise as a result of the operations of Laurel Lake for its stated purposes. Earnings on investments of net assets with donor restrictions are recorded to net assets with donor restrictions. Restricted contributions, which primarily relate to the Foundation, are recorded to net assets with donor restrictions.

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 1. **Description of Community and summary of significant accounting policies (continued):**

#### **Endowments and board-designated net assets:**

Laurel Lake's endowment consists of several individual funds established for a variety of purposes. Net assets associated with endowment funds are classified and reported based on the existence or absence of donor-imposed restrictions. Board-designated funds are primarily intended to support various current and future programs, however board-designated funds, including principal, are expendable for any purpose, at any time, as may be deemed appropriate and as approved by the Board of Directors, and as such, are not considered to be an endowment by management and are included with net assets without donor restrictions. Primarily all investments held in the Foundation are board-designated funds.

#### **Interpretation of relevant law:**

Laurel Lake is subject to the State of Ohio's Uniform Prudent Management of Institutional Funds Act (UPMIFA) and, thus classifies amounts in its donor-restricted endowment funds as net assets with donor restrictions because these net assets are time restricted until the Board of Directors appropriates such amounts for expenditure. Most of these net assets also are subject to purpose restrictions that must be met before reclassifying those net assets without donor restrictions. Laurel Lake's Board of Directors has interpreted UPMIFA as not requiring the maintenance of purchasing power of the original gift amount contributed to an endowment fund, unless a donor stipulates the contrary. As a result of this interpretation, when reviewing its donor-restricted funds, Laurel Lake considers a fund to be underwater if the fair value of the fund is less than the sum of (a) the original value of the initial and subsequent gift amounts donated to the fund and (b) any accumulations to the fund that are required to be maintained in perpetuity in accordance with the direction of the applicable donor gift instrument. Laurel Lake's Board of Directors has interpreted UPMIFA to permit spending from underwater funds in accordance with prudent measures required under the law. Additionally, in accordance with UPMIFA, Laurel Lake considers the following factors in making a determination to appropriate or accumulate donor-restricted endowment funds.

- The duration and preservation of the fund
- The purpose of Laurel Lake and the donor-restricted endowment fund
- General economic conditions
- The possible effect of inflation and deflation
- The expected total return from income and the appreciation of investments
- Other resources of Laurel Lake
- The investment policies of Laurel Lake

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 1. **Description of Community and summary of significant accounting policies (continued):**

#### **Interpretation of relevant law (continued):**

Laurel Lake's investment and spending policies for endowment assets attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that Laurel Lake must hold in perpetuity. In order to satisfy its long-term rate-of-return objectives, Laurel Lake relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). Laurel Lake targets a diversified asset allocation to achieve its long-term return objectives within prudent risk constraints. Since the donor has not restricted the use of investment income (interest and dividend, realized and unrealized gains and losses) on the donor-restricted endowment funds, Laurel Lake has the ability to utilize those earnings for its operations. At December 31, 2020 and 2019, the investment income has been reclassified as net assets with donor restriction and will be released from restriction upon the need for expenditure. In establishing this policy, Laurel Lake considered the long-term expected return on its endowment. This is consistent with Laurel Lake's objective to maintain the purchasing power of the endowment assets held in perpetuity, as well as to provide additional growth through new gifts.

#### **Revenue recognition:**

The Community recognizes revenue in accordance with Financial Accounting Standards Board (FASB) Accounting Standards Codification (ASC) Topic 606, *Revenue from Contracts with Customers*. The core principle of this guidance is that an entity should recognize revenue to depict the transfer of promised goods or services in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. To achieve that core principle, an entity should apply the following steps, (1) identify the contract(s), (2) identify the performance obligations in the contract, (3) determine the transaction price, (4) allocate the transaction price to the performance obligations in the contract, and (5) recognize revenue when (or as) the entity satisfies a performance obligation.

Resident service revenue is reported at the amount that reflects the consideration to which the Community expects to be entitled in exchange for services provided. These amounts are due from residents, third-party payors (including health insurers and government programs), and others and include variable consideration for retroactive revenue adjustments due to settlement of audits, reviews, and investigations. Generally the Community bills the residents and third-party payors in the month subsequent to when the services being provided. Revenue is recognized as performance obligations are satisfied.

Performance obligations are determined based on the nature of the services provided by the Community. The Community's healthcare services primarily represent services that are bundled and treated as a single performance obligation satisfied over time as services are rendered. The Community measures the performance obligation on a daily basis for the nursing facility and assisted living and a monthly basis for independent living as the services are provided from the date of admission/move in until the date of discharge/move out. The Community provides other ancillary services, which are not included in the original performance obligation and, therefore, are treated as separate performance obligations satisfied at a point in time when those services are provided.

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 1. **Description of Community and summary of significant accounting policies (continued):**

#### **Revenue recognition (continued):**

Since performance obligations relate to contracts with a duration of less than one year, the Community has elected to apply the optional exemption provided in FASB ASC 606-10-50-14(a) and, therefore, is not required to disclose the aggregate amount of the transaction price allocated to performance obligations that are unsatisfied or partially unsatisfied at the end of the reporting period.

Under Laurel Lakes' independent and assisted living residency agreements, which are generally for a contractual term of one month, Laurel Lake provides services to these residents for a stated monthly fee. Laurel Lake has determined that the services included under the residency agreements have the same timing and pattern of transfer and are performance obligations that are satisfied over time. Laurel Lake recognizes revenue under ASC Topic 606, Revenue Recognition from Contracts with Customers, for its residency agreements.

The Community determines the transaction price based on contractually agreed-upon amounts or rates, reduced by contractual adjustments provided to third-party payors and other adjustments for estimated of variable considerations, such as implicit price concessions. The Community utilizes the expected value method to determine the amount of variable consideration that should be included to arrive at the transaction price, using contractual agreements and historical reimbursement experience with each payor type. The Community assesses collectability on all accounts prior to providing services.

Laws and regulations governing the Medicare program are complex and subject to interpretation. Potential noncompliance with laws and regulations can be subject to future government review and interpretation as well as regulatory action.

The Community recognizes revenue in the consolidated statements of activities and changes in net assets and contract assets on the consolidated statements of financial position only when the services have been provided. Since the Community has performed its obligations under the contracts, it has unconditional rights to the consideration recorded and classifies those billed amounts as accounts receivable. There are no contract assets at December 31, 2020 and 2019.

Contract liabilities represent the payments that the Community receives from residents in advance of providing services and overpayments made by residents or third-party payors. The Community includes contract liabilities in deferred revenue and resident and third-party overpayments, respectively, on the consolidated statements of financial position.



# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 1. **Description of Community and summary of significant accounting policies (continued):**

#### **Contributions:**

Contributions are recorded as revenue when they are received or when the donor makes an unconditional promise to give. Contributions received are recorded as support with or without donor restrictions depending on the existence or nature of any donor restrictions. Laurel Lake discloses conditional contributions, which are those with a measurable performance or other barrier and a right of return, in its consolidated financial statements. They are not recognized until the conditions on which they depend have been met. There are no conditional contributions at December 31, 2020 and 2019. Contributions that are donor restricted are reported as increases in net assets without donor restrictions if the restrictions expire in the year in which the contributions are recognized. All other contributions with donor restrictions are reported as increases in net assets with donor restrictions depending on the nature of the restrictions. When a restriction expires, net assets with donor restrictions are reclassified to net assets without donor restrictions, and reported as net assets released from donor restrictions on the consolidated statements of activities and changes in net assets.

#### **Nursing facility revenue:**

##### **Inpatient services; private pay payors:**

The Community's private pay rates are determined, published and periodically updated by management.

Generally, residents also who are covered by third-party payors are responsible for co-insurance, deductibles, and resident liability (i.e., social security, pension, etc.) amounts which vary in amount. The Community estimates the transaction price for private pay residents and residents with co-insurance, deductibles and resident liability amounts based on historical experience and current market conditions.

The Community has elected a practical expedient to not adjust the promised amount of consideration for the effects of a significant financing component due to its expectation that the period between the time the service is performed and the time payment is received will be one year or less. However, in certain instances, the Community enters into payment agreements with residents that allow payments in excess of one year, for those situations, the financing components is not significant to the contract.

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 1. **Description of Community and summary of significant accounting policies (continued):**

#### **Nursing facility revenue (continued):**

##### **Inpatient services; private pay payors (continued):**

A summary of the payment arrangement with significant third-party payors are as follows:

##### **Inpatient services; Medicare:**

Services rendered to Medicare program beneficiaries are paid at prospectively determined rates under an acuity-based classification system. Rates are adjusted annually by the Centers for Medicare & Medicaid Services on October 1, in conjunction with the beginning of the Federal fiscal year. Effective October 1, 2019, the Medicare payment system transitioned from The Resource Utilization Group, Version IV (RUG-IV) to the Patient Driven Payment Model (PDPM). Federal rates are subject to a county-specific wage adjustment based on the relative hospital wage level of the geographic area of the facility compared to the national average hospital wage level.

Collection of accounts receivable in the ordinary course of business is dependent on the Medicare program's ability to make timely payments to health care providers. Amounts included in accounts receivable, net of credit balances, due from the Medicare program totaled \$47,318 at December 31, 2020 and \$118,758 at December 31, 2019.

##### **Inpatient services; other third-party payors:**

Payment agreements with commercial insurance carriers and managed care companies provided for payment using prospectively determined daily rates.

##### **Assisted living revenue:**

The Community's assisted living rates are determined, published, and periodically updated by management.

##### **Independent living revenue:**

The Community's independent living rates are determined, published, and periodically updated by management. The Community also has entrance fee contracts with its residents (Note 1).

#### **Disaggregation of revenue:**

The Community has determined that the nature, amount, timing, and uncertainty of revenue and cash flows are affected by the following factors: payors, services, method of reimbursement, and timing of when revenue is recognized. The following is a summary of the composition of nursing facility and retirement center revenue by primary payor for the years ended December 31, 2020 and 2019:

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 1. Description of Community and summary of significant accounting policies (continued):

#### Disaggregation of revenue (continued):

	2020			2019		
	<u>Nursing</u>	<u>Residential</u>	<u>Total</u>	<u>Nursing</u>	<u>Residential</u>	<u>Total</u>
Medicare	6%		6%	8%		8%
Private	<u>7</u>	<u>87%</u>	<u>94</u>	<u>7</u>	<u>85%</u>	<u>92</u>
Total	<u>13%</u>	<u>87%</u>	<u>100%</u>	<u>15%</u>	<u>85%</u>	<u>100%</u>

#### Performance indicator:

The consolidated statements of activities and changes in net assets include a “performance indicator,” excess of revenue and other support over expenses. Changes, if any, in net assets without donor restrictions which are excluded from the performance indicator, consistent with industry practice, include contributions of long-lived assets (including contributions with donor restrictions used for the purpose of acquiring long-lived assets), support from the Foundation and unrealized gains and losses on debt security investments.

#### Classification of expenses:

Certain categories of expenses require allocation to more than one program or supporting function on a reasonable basis that is consistently applied. Expenses that are allocated include 1) salaries and wages and related payroll taxes and benefits, which are allocated based on time and effort, 2) depreciation, interest, and real estate taxes, which are allocated based on square footage, 3) dining related expenses, which are allocated based on meals served, 4) laundry and certain supplies and equipment, which are allocated based on patient days, and 5) housekeeping, certain supplies and equipment, and utilities, which are allocated based on average occupied units. The remaining expenses, which are not directly identifiable by program or support service, are allocated based on best estimates of management.

#### Advertising:

The Community expenses advertising expenditures as incurred. Advertising expense total \$207,362 in 2020 and \$141,675 in 2019 and is included in purchased services expenses in the consolidated statements of activities and changes in net assets.

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 2. COVID-19 pandemic:

On March 11, 2020, the World Health Organization characterized COVID-19 as a pandemic with multiple jurisdictions in the United States declaring a state of emergency. Certain states, including Ohio, have issued “stay-at-home” orders for non-essential businesses, as defined. The Community determined it qualified as an essential business. However, economic uncertainties have arisen which has contributed to significant volatility for businesses including healthcare and senior care providers. Consequently, there is and will continue to be uncertainty and risk with respect to the Community and its financial results that may have continuing adverse consequences for an extended period of time. On March 27, 2020, the Coronavirus Aid Relief and Economic Security Act (CARES Act) was signed into law. As a result, the Company received significant funds from the US Small Business Administration (SBA) Paycheck Protection Program (PPP) forgivable loan program and stimulus funds during 2020 and may be receiving additional stimulus funds during 2021. This funding was provided to assist with ongoing operations of the Community. Management has, and will continue to, monitor the situation to make changes to its operations in an attempt to minimize any future financial impact. The Community was impacted by certain provisions of the CARES Act, as summarized below:

#### **Stimulus funding:**

The Community received stimulus funding from programs under the CARES Act. These funds are specifically designated for health care and related providers and are known as either Provider Relief Funds (PRF) or Coronavirus Relief Funds (CRF). The funds are required to be used for increase in expenses and/or lost revenue relating to the COVID-19/pandemic. The Community recognizes stimulus relief funds as income once there is reasonable assurance that the applicable terms and conditions required to retain the funds have been met. During the year ended December 31, 2020, the Company received and recognized \$954,787 of aggregate stimulus relief funds as stimulus revenue. The above amounts received are Federal funds received either from the U.S. Department of Health and Human Services (HHS) or from the Ohio's Office of Budget and Management (OBM) that were provided to OBM by the U.S. Department of Treasury (Treasury).

#### **SBA Paycheck Protection Program note payable:**

During 2020, the Community received a forgivable loan from the Small Business Administration's (SBA) Payroll Protection Program (PPP) totaling \$1,842,800 and applied for loan forgiveness. The loan funds were provided from the provisions of the CARES Act and were forgivable by the SBA, if amounts were used for eligible payroll costs and other eligible expenses as defined in the CARES Act and other SBA related issued guidance. The Community received approval for loan forgiveness from the financial institution and the SBA during 2021. In accordance with US GAAP, the Community has recorded the forgivable loan in accordance with FASB ASC 470 (Debt) and, therefore has recorded the loan as a current liability until the loan was forgiven by the SBA during 2021. During 2021, the Community will recognize income totaling \$1,842,800 from the loan forgiveness. The loan is an unsecured two-year note payable (maturity date of April 19, 2022) with interest at 1%, however, no interest has been accrued on the note since the amount is not material and was forgiven during 2021.

## LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

#### 3. Liquidity and availability:

Laurel Lake's financial assets available within one year of the consolidated statements of financial position at December 31, 2020 and 2019 for general expenditures are as follows:

	2020	2019
Cash and cash equivalents	\$ 1,119,722	\$ 2,988,854
Investments, net of amounts with donor restrictions	26,270,318	20,162,987
Accounts and entrance fees receivable	1,016,155	1,070,919
	\$ 28,046,195	\$ 24,222,760

As part of Laurel Lake's liquidity management, it has a policy to structure its financial assets to be available as its general expenditures, liabilities, and other obligations come due. In addition, the Community invests cash in excess of daily requirements in short-term investments. Additionally, the Community's endowment funds consist of donor-restricted endowments, whose income is not restricted for specific purposes and, therefore is available for general expenditure. Based on the Community's investment and spending policy, \$37,978 in 2020 and \$45,107 in 2019 of accumulated earnings on endowment funds is available for use and will be released from restriction upon need for expenditure and a board resolution. Accumulated earnings on endowment funds are included in investments.

#### 4. Investments:

The composition of the fair value of investments at December 31, 2020 and 2019 is summarized as follows:

	2020	2019
Marketable securities	\$ 27,937,933	\$ 21,847,290

#### 5. Investments – other:

The carrying value of the Community's investments – other at December 31, 2020 and 2019 are as follows:

Name	Ownership	2020	2019
Caring Communities (A)	5%	\$ 114,708	\$ 114,708
Senior Pharmacy Services Ltd. (A)	16.66%	250,000	250,000
Northeast Ohio Hospice, Inc. (A)	25%	100	100

(A) Investments are accounted for under the cost method of accounting

Amounts paid to the pharmacy for services provided during 2020 and 2019 amounted to \$77,069 and \$35,128, respectively.

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 6. Fair value:

The framework for measuring fair value provides a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1) and the lowest priority to unobservable inputs (Level 3). The three levels of the fair value hierarchy under FASB ASC 820 are described as follows:

Level 1 – Inputs to the valuation methodology are unadjusted quoted prices for identical assets or liabilities in active markets that Laurel Lake has the ability to access.

Level 2 – Inputs that are derived principally from or corroborated by observable market data by correlation or other means. Inputs to the methodology include:

- Quoted prices for similar assets or liabilities in active markets;
- Quoted prices for identical or similar assets or liabilities in inactive markets;
- Inputs other than quoted prices that are observable for the asset or liability;

If the asset or liability has a specified (contractual) term, the Level 2 input must be observable for substantially the full term of the asset or liability.

Level 3 – Inputs to the valuation methodology are unobservable and significant to the fair value measurement.

The asset or liability's fair value measurement level within the fair value hierarchy is based on the lowest level of any input that is significant to the fair value measurement. Valuation techniques maximize the use of relevant observable inputs and minimize the use of unobservable inputs.

The methods described above may produce a fair value calculation that may not be indicative of net realizable value or reflective of future fair values. Furthermore, while Laurel Lake believes its valuation methods are appropriate and consistent with other market participants, the use of different methodologies or assumptions to determine the fair value of certain financial instruments could result in a different fair value measurement as of the reporting date.

The following fair value measurement information is presented in accordance with U.S. GAAP at December 31, 2020 and 2019:

	2020			2019		
	Fair Value	Measurement		Fair Value	Measurement	
		Quoted Prices in Active Markets (Level 1)	Other Observable Inputs (Level 2)		Quoted Prices in Active Markets (Level 1)	Other Observable Inputs (Level 2)
Marketable securities:						
Fixed income	\$ 9,078,078	\$ 9,078,078		\$ 5,087,124	\$ 5,087,124	
Common stock	11,502,113	11,502,113		3,288,828	3,288,827	
Bonds:						
Corporate and foreign	5,482,674		\$ 5,482,674	9,575,664		\$ 9,575,664

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

### 6. Fair value (continued):

	2020			2019		
	Measurement			Measurement		
	Quoted Prices in Active Markets Fair Value	Other Observable Inputs (Level 1)	Other Observable Inputs (Level 2)	Quoted Prices in Active Markets Fair Value	Other Observable Inputs (Level 1)	Other Observable Inputs (Level 2)
Mutual funds:						
Blend	677,779	677,779		704,510	704,510	
Domestic	1,197,289	1,197,289		1,269,928	1,269,928	
International				1,921,236	1,921,236	
	<u>\$ 27,937,933</u>	<u>\$ 22,455,259</u>	<u>\$ 5,482,674</u>	<u>\$ 21,847,290</u>	<u>\$ 12,271,626</u>	<u>\$ 9,575,664</u>
Interest rate swaps liability	<u>\$ (2,602,457)</u>		<u>\$ (2,602,457)</u>	<u>\$ (1,174,329)</u>		<u>\$ (1,174,329)</u>

Fair value for Level 1 of marketable securities is based on the value at the daily closing price as reported by the fund. Marketable securities held by Laurel Lake are open-ended marketable securities that are registered with the Securities and Exchange Commission. These funds are required to publish their daily net asset value (NAV) and to transact at that price. Fair value for Level 2 corporate and foreign bonds, as well as, debt derivatives is based on calculations prepared by the financial institute utilizing the interest rates and yield curves in the third-party market.

### 7. Long-term debt:

	2020	2019
Term loan payable to a bank, interest at LIBOR plus applicable basis points ranging from 1.95% to 2.25% (2.25% at December 31, 2020 and 3.66% at December 31, 2019). The applicable basis points are determined by the computation of a certain covenant under provisions of the term loan agreement. Remaining monthly principal payments range from \$41,250 to \$58,333 with a balloon payment of the remaining principal and interest due in December 2026. The note is secured by primarily all assets of Laurel Lake and subject to certain covenants and restrictions	\$ 13,330,001	\$ 13,876,250
Term loan payable to a bank, interest at LIBOR plus applicable basis points ranging from 1.95% to 2.25% (2.25% at December 31, 2020 and 3.66% at December 31, 2019). The applicable basis points are determined by the computation of a certain covenant under provisions of the term loan agreement. Remaining monthly principal payments range from \$26,667 to \$34,583, with a balloon payment of the remaining principal and interest due in December 2026. The note is secured by primarily all assets of Laurel Lake and subject to certain covenants and restrictions	10,812,917	11,172,917

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

**7. Long-term debt (continued):**

	2020	2019
Bonds payable, see (A) below	7,810,000	8,105,000
	31,952,918	33,154,167
Less current portion	1,252,500	1,197,500
Less debt issuance costs	412,955	441,898
	\$ 30,287,463	\$ 31,514,769

(A) Laurel Lake has an agreement with the County of Summit, Ohio for \$9,580,000 of tax-exempt Healthcare Facilities Revenue Bonds (\$7,810,000 outstanding at December 31, 2020 and \$8,105,000 outstanding at December 31, 2019) Interest is at 3.721% for the initial rate period from the issue date of December 31, 2013 through July 1, 2026. The interest rate will reset under terms of the bond agreement on July 1, 2026. The bonds may not be converted before this date. Principal and Interest payments are due October 1 each year and continue until the bonds mature on October 1, 2038.

Future maturities of long-term debt are as follows:

Year ending December 31,

2021	\$ 1,252,500
2022	1,307,500
2023	1,364,167
2024	1,405,000
2025	1,445,000
Thereafter	25,178,751
	\$ 31,952,918

Included in interest expense on the consolidated statements of activities and changes in net assets is interest of \$1,454,395 in 2020 and \$1,478,393 in 2019 plus amortization of debt issuance costs.

**8. Interest rate swaps:**

The Community has interest rate swap agreements with a bank to hedge its risk relative to the term loans. The fair value of the interest rate swap is based on calculations prepared by the bank, which provide for a reasonable approximation of fair market value. The fair market value represents amounts the counter party would pay or receive from the Community if the swap agreement was terminated at that date.



## LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

#### 8. Interest rate swaps (continued):

Information related to the interest rate swap agreements at December 31, 2020 and 2019 are as follows:

	<u>2020</u>	<u>2020</u>	<u>2019</u>	<u>2019</u>
Maturity date	December 2026	December 2026	December 2026	December 2026
Total notional amount	\$ 13,335,833	\$ 10,817,500	\$ 13,925,000	\$ 11,205,417
Fixed rates paid by borrower	<u>2.44%</u>	<u>2.46%</u>	<u>2.44%</u>	<u>2.46%</u>
Variable rates received by borrower	<u>.15%</u>	<u>.15%</u>	<u>1.71%</u>	<u>1.71%</u>
Total swap liability	<u>\$ 1,416,214</u>	<u>\$ 1,186,243</u>	<u>\$ 636,216</u>	<u>\$ 538,113</u>

#### 9. Endowments (with donor restrictions):

Laurel Lake's disclosure of its endowment net asset composition by type of fund is as follows at December 31:

	<u>2020</u>	<u>2019</u>
Donor-restricted endowment funds	<u>\$ 299,748</u>	<u>\$ 306,127</u>
Changes in endowment net assets for the years ended December 31:		
	<u>2020</u>	<u>2019</u>
Endowment net assets, beginning of year	\$ 306,127	\$ 284,186
Investment income (loss)	(7,129)	21,041
Contributions	<u>750</u>	<u>900</u>
Endowment net assets, end of year	<u>\$ 299,748</u>	<u>\$ 306,127</u>

#### 10. Net assets with donor restrictions:

Net assets with donor restrictions at December 31:

	<u>2020</u>	<u>2019</u>
Net assets whose restrictions expire by usage:		
Staff education	\$ 11,475	\$ 12,015
Wellness	126,408	117,943
SN care	17,496	25,698
Other programs	137,491	148,623
Life care	<u>1,074,997</u>	<u>1,073,897</u>
	<u>1,367,867</u>	<u>1,378,176</u>

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

**10. Net assets with donor restrictions (continued):**

	2020	2019
Accumulated investment income available for general activities upon board resolution	37,978	45,107
Net assets restricted in perpetuity:		
Campus Endowment Fund	166,886	166,886
Other endowments	94,884	94,134
	261,770	261,020
Total net assets with donor restrictions	\$ 1,667,615	\$ 1,684,303

Net assets were released from donor restrictions for operations totaling \$101,812 in 2020 and \$312,472 in 2019.

**11. Retirement plan:**

The Community has a 403(b) defined contribution retirement plan (the Plan), for all eligible employees. The Plan provides for employee contributions through salary reduction. During 2020 and 2019, the Community matched 100% of the employee's contribution up to 4% of eligible wages. In addition, the Community may elect to contribute 1% of compensation for each eligible employee. The Community did not elect to contribute 1% in 2020 and 2019. Total expense under the Plan was approximately \$75,000 in 2020 and \$85,000 in 2019.

**12. Functional expenses:**

Laurel Lake provides general health care services and resident services to residents of the community in addition to incurring general and administrative and fundraising expenses for the years ended December 31, 2020 and 2019 as follows:

	2020			
	Program Services	Management and General	Fundraising	Total
Salaries and wages	\$ 2,340,065	\$ 4,884,244	\$ 65,608	\$ 7,289,917
Employee benefits	705,579	1,472,704	19,783	2,198,066
Purchased services	1,423,914	2,972,034	39,923	4,435,871
Supplies	611,661	1,276,674	17,149	1,905,484
Utilities	392,943	820,160	11,017	1,224,120
Rent	3,831	7,996	107	11,934
Insurance	117,028	244,263	3,281	364,572
Interest	476,152	993,836	13,350	1,483,338
Depreciation	1,226,832	2,560,678	34,397	3,821,907
Taxes	341,238	712,241	9,567	1,063,046
Other	142,670	297,786	4,000	444,456
Foundation	66,365	138,519	1,861	206,745
	\$ 7,848,278	\$ 16,381,135	\$ 220,043	\$ 24,449,456

## LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

### NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

**12. Functional expenses (continued):**

	2019			
	Program Services	Management and General	Fundraising	Total
Salaries and wages	\$ 2,553,710	\$ 5,421,598	\$ 80,558	\$ 8,055,866
Employee benefits	673,021	1,428,842	21,231	2,123,094
Purchased services	1,019,893	2,165,262	32,173	3,217,328
Supplies	664,685	1,411,146	20,968	2,096,799
Utilities	420,684	893,124	13,271	1,327,079
Rent	9,379	19,912	296	29,587
Insurance	116,769	247,904	3,683	368,356
Interest	477,826	1,014,437	15,073	1,507,336
Depreciation	1,160,101	2,462,928	36,597	3,659,626
Taxes	352,092	747,502	11,107	1,110,701
Other	118,159	250,855	3,728	372,742
Foundation	117,994	250,505	3,722	372,221
	\$ 7,684,313	\$ 16,314,015	\$ 242,407	\$ 24,240,735

The consolidated financial statements report certain categories of expenses that are attributable to more than one program or supporting function. Therefore, these expenses require allocation on a reasonable basis that is consistently applied. The expenses that are allocated include depreciation, interest, and office and occupancy, and administrative expenses. Expenses are allocated using square footage, number of units, meals served, patient days, and full time employees.

**13. Insurance:**

Professional medical liability insurance

The Community has an agreement with a multi-provider risk retention group for its professional medical liability insurance which commenced January 1, 2014. The risk retention group obtained reinsurance with another insurance company. The risk retention group insurance coverage is a claims-made policy. The Community has a self-insured retention per occurrence and the policy includes a reimbursement provision of a maximum amount per claim and a maximum aggregate claim per the term of the policy. An estimate of claims incurred and reported but unpaid and estimates for incurred but unreported claims of \$83,000 at December 31, 2020 and \$91,237 at December 31, 2019 is included in accrued expenses, other in the consolidated statements of financial position.

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (CONTINUED)

YEARS ENDED DECEMBER 31, 2020 AND 2019

**13. Insurance (continued):**

Self-insured state workers' compensation

During 2019, the Community became self-insured with regard to the State of Ohio Bureau of Workers' Compensation program. The Community will reimburse for substantiated claims of insured employees up to \$350,000 per occurrence. Amounts in excess of the reimbursement maximum will be covered by an excess insurance policy up to a maximum of \$1,000,000 per occurrence. Based upon Community management's estimates, are claims incurred and reported but unpaid, estimates for incurred but unreported claims and the present value of future payments relating to permanent disability claims amounting to \$29,549 at December 31, 2020 and \$25,535 at December 31, 2019, which are included in accrued expenses, other in the consolidated statements of financial position.

**14. Consolidated statements of cash flows:**

	<u>2020</u>	<u>2019</u>
Cash paid for interest	<u>\$ 1,423,774</u>	<u>\$ 1,469,565</u>

The Community financed \$232,531 of construction-in-progress with accounts payable, trade at December 31, 2020.

**15. Subsequent events:**

In preparing this financial statement, Laurel Lake management has evaluated events and transactions for potential recognition or disclosure through April 9, 2021, the date Laurel Lake's consolidated financial statements were available to be issued.

Independent Auditor's Report on Internal Control Over Financial Reporting and on  
Compliance and Other Matters Based on an Audit of Financial Statements  
Performed in Accordance with *Government Auditing Standards*

Board of Directors  
Laurel Lake Retirement Community, Inc. and Subsidiary  
(A Non-Profit Organization)  
Hudson, OH

We have audited, in accordance with the auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States, the consolidated financial statements of Laurel Lake Retirement Community, Inc. and Subsidiary (the "Community") (a Non-Profit Organization), which comprise the consolidated statement of financial position as of December 31, 2020, and the related statements of activities and changes in net assets, and cash flows for the year then ended, and the related notes to the consolidated financial statements, and have issued our report thereon dated April 9, 2021.

**Internal Control Over Financial Reporting**

In planning and performing our audit of the consolidated financial statements, we considered Laurel Lake Retirement Community, Inc. and Subsidiary's internal control over financial reporting (internal control) as a basis for designing audit procedures that are appropriate in the circumstances for the purpose of expressing our opinion on the consolidated financial statements, but not for the purpose of expressing an opinion on the effectiveness of Laurel Lake Retirement Community, Inc. and Subsidiary's internal control. Accordingly, we do not express an opinion on the effectiveness of Laurel Lake Retirement Community, Inc. and Subsidiary's internal control.

A deficiency in internal control exists when the design or operation of a control does not allow management or employees, in the normal course of performing their assigned functions, to prevent, or detect and correct, misstatements on a timely basis. A material weakness is a deficiency, or a combination of deficiencies, in internal control such that there is a reasonable possibility that a material misstatement of the entity's consolidated financial statements will not be prevented, or detected and corrected on a timely basis. A significant deficiency is a deficiency, or a combination of deficiencies, in internal control that is less severe than a material weakness, yet important enough to merit attention by those charged with governance.

Our consideration of internal control was for the limited purpose described in the first paragraph of this section and was not designed to identify all deficiencies in internal control that might be material weaknesses or significant deficiencies. Given these limitations, during our audit we did not identify any deficiencies in internal control that we consider to be material weaknesses. However, material weaknesses may exist that have not been identified.

**Compliance and Other Matters**

As part of obtaining reasonable assurance about whether Laurel Lake Retirement Community, Inc. and Subsidiary's consolidated financial statements are free of material misstatement, we performed tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, noncompliance with which could have a direct and material effect on the financial statements. However, providing an opinion on compliance with those provisions was not an objective of our audit and, accordingly, we do not express such an opinion. The results of our tests disclosed no instances of noncompliance or other matters that are required to be reported under *Government Auditing Standards*.

**Purpose of this Report**

The purpose of this report is solely to describe the scope of our testing of internal control and compliance and the results of that testing, and not to provide an opinion on the effectiveness of the entity's internal control or on compliance. This report is an integral part of an audit performed in accordance with *Government Auditing Standards* in considering the entity's internal control and compliance. Accordingly, this communication is not suitable for any other purpose.

*HW & CO.*

Cleveland, Ohio  
April 9, 2021

Independent Auditor's Report on Accompanying Supplementary Information

The Board of Directors  
Laurel Lake Retirement Community, Inc. and Subsidiary  
Hudson, Ohio

We have audited the consolidated financial statements of Laurel Lake Retirement Community, Inc. and Subsidiary as of December 31, 2020 and 2019, and have issued our report thereon dated April 9, 2021, which contained an unmodified opinion on these consolidated financial statements. Our audit was performed for the purpose of forming an opinion on the consolidated financial statements as a whole. The accompanying consolidating information included in this report on pages 29 through 31 is presented for the purposes of additional analysis and is not a required part of the consolidated financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the consolidated financial statement. The information has been subjected to the auditing procedures applied in the audit of the consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated financial statements or to the consolidated financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the consolidated financial statements as a whole.

*HW & CO.*

Cleveland, Ohio  
April 9, 2021

# LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

## CONSOLIDATING STATEMENT OF FINANCIAL POSITION

DECEMBER 31, 2020

### ASSETS

	Laurel Lake Retirement Community, Inc.	Laurel Lake Retirement Community Foundation, Inc.	Eliminations	Consolidated
<b>Current assets:</b>				
Cash and cash equivalents	\$ 669,529	\$ 450,193		\$ 1,119,722
Accounts receivable:				
Trade, net of allowance for doubtful accounts	466,109			466,109
Intercompany	32,330		\$ (32,330)	
Other	241,596	13,000		254,596
Entrance fees receivable	295,450			295,450
Prepaid expenses and other	411,323			411,323
	<u>2,116,337</u>	<u>463,193</u>	<u>(32,330)</u>	<u>2,547,200</u>
Total current assets				
	<u>2,116,337</u>	<u>463,193</u>	<u>(32,330)</u>	<u>2,547,200</u>
<b>Property and equipment:</b>				
Land and improvements	6,023,397			6,023,397
Buildings and improvements	73,378,685			73,378,685
Equipment	5,926,957			5,926,957
Furniture and fixtures	2,265,691			2,265,691
Construction-in-progress	2,980,469			2,980,469
	<u>90,575,199</u>			<u>90,575,199</u>
Less accumulated depreciation	23,528,620			23,528,620
	<u>67,046,579</u>			<u>67,046,579</u>
<b>Other assets:</b>				
Investments:				
Available-for-sale securities	23,957,091	3,980,842		27,937,933
Other	364,808			364,808
Operating rights to licensed beds	1,500,000			1,500,000
	<u>25,821,899</u>	<u>3,980,842</u>		<u>29,802,741</u>
	<u>\$ 94,984,815</u>	<u>\$ 4,444,035</u>	<u>\$ (32,330)</u>	<u>\$ 99,396,520</u>



**LIABILITIES AND NET ASSETS**

	Laurel Lake Retirement Community, Inc.	Laurel Lake Retirement Community Foundation, Inc.	Eliminations	Consolidated
<b>Current liabilities:</b>				
Accounts payable:				
Trade	\$ 1,256,897			\$ 1,256,897
Intercompany		\$ 32,330	\$ (32,330)	
Accrued expenses:				
Salaries, wages and related liabilities	369,781			369,781
Compensated absences	239,832			239,832
Real estate taxes	1,085,711			1,085,711
Interest	158,002			158,002
Other	248,686			248,686
SBA PPP note payable	1,842,800			1,842,800
Current portion of long-term debt	1,252,500			1,252,500
	<hr/>	<hr/>	<hr/>	<hr/>
Total current liabilities	6,454,209	32,330	(32,330)	6,454,209
<b>Long-term liabilities:</b>				
Security deposits	1,785,504			1,785,504
Long-term debt, net of current portion and debt issuance costs	30,287,463			30,287,463
Interest rate swaps liability	2,602,457			2,602,457
Refundable entrance fee liability	1,995,630			1,995,630
Gift annuities payable		508,367		508,367
Deferred revenue, entrance fees	33,729,538			33,729,538
	<hr/>	<hr/>	<hr/>	<hr/>
Total liabilities	76,854,801	540,697	(32,330)	77,363,168
<b>Net assets:</b>				
Without donor restrictions	18,130,014	2,235,723		20,365,737
With donor restrictions		1,667,615		1,667,615
	<hr/>	<hr/>	<hr/>	<hr/>
Total net assets	18,130,014	3,903,338		22,033,352
	<hr/>	<hr/>	<hr/>	<hr/>
	<b>\$ 94,984,815</b>	<b>\$ 4,444,035</b>	<b>\$ (32,330)</b>	<b>\$ 99,396,520</b>

## LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

### CONSOLIDATING STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

YEAR ENDED DECEMBER 31, 2020

	<u>Laurel Lake Retirement Community, Inc.</u>	<u>Laurel Lake Retirement Community Foundation, Inc.</u>	<u>Eliminations</u>	<u>Consolidated</u>
<b>Changes in net assets without donor restrictions:</b>				
<b>Revenue and other support:</b>				
Resident services:				
Service fees	\$ 16,106,355			\$ 16,106,355
Amortization of deferred revenue	4,668,388			4,668,388
Nursing services and other	3,048,066			3,048,066
Stimulus revenue	954,787			954,787
Investment income, net	319,126	\$ 54,088		373,214
Contributions	757,542	474,057	\$ (94,812)	1,136,787
Net assets released from donor restrictions for operations		101,812		101,812
Total revenue and other support	25,854,264	629,957	(94,812)	26,389,409
<b>Expenses:</b>				
Salaries and wages	7,289,917			7,289,917
Employee benefits	2,198,066			2,198,066
Total employment expenses	9,487,983			9,487,983
Purchased services	4,435,871			4,435,871
Supplies	1,905,484			1,905,484
Utilities	1,224,120			1,224,120
Rent	11,934			11,934
Insurance	364,572			364,572
Interest	1,483,338			1,483,338
Depreciation	3,821,907			3,821,907
Taxes	1,063,046			1,063,046
Other	444,456			444,456
Foundation		301,557	(94,812)	206,745
Total expenses	24,242,711	301,557	(94,812)	24,449,456
<b>Operating income</b>	1,611,553	328,400		1,939,953
Unrealized loss on interest rate swaps	(1,428,128)			(1,428,128)
Unrealized gain (loss) on equity securities, net	1,393,646	(37,118)		1,356,528
<b>Excess of revenue and other support over expenses</b>	1,577,071	291,282		1,868,353
<b>Other changes in net assets without donor restrictions:</b>				
Unrealized gain on debt securities, net	437,523	542		438,065
Increase in net assets without donor restrictions	2,014,594	291,824		2,306,418
<b>Changes in net assets with donor restrictions:</b>				
Contributions		82,398		82,398
Investment income, net		2,726		2,726
Net assets released from donor restrictions for operations		(101,812)		(101,812)
Decrease in net assets with donor restrictions		(16,688)		(16,688)
<b>Increase in net assets</b>	2,014,594	275,136		2,289,730
<b>Net assets, beginning of year</b>	16,115,420	3,628,202		19,743,622
<b>Net assets, end of year</b>	<u>\$ 18,130,014</u>	<u>\$ 3,903,338</u>	<u>\$</u>	<u>\$ 22,033,352</u>

## LAUREL LAKE RETIREMENT COMMUNITY, INC. AND SUBSIDIARY

### CONSOLIDATING STATEMENT OF CASH FLOWS

YEAR ENDED DECEMBER 31, 2020

	Laurel Lake Retirement Community, Inc.	Laurel Lake Retirement Community Foundation, Inc.	Eliminations	Consolidated
<b>Cash flows from operating activities:</b>				
Increase in net assets	\$ 2,014,594	\$ 275,136		\$ 2,289,730
Adjustments to reconcile increase in net assets to net cash provided by operating activities:				
Unrealized (gains) losses on investments, net	(1,831,169)	36,576		(1,794,593)
Realized gain on investments, net	(319,126)	(56,814)		(375,940)
Depreciation	3,821,907			3,821,907
Amortization of debt issuance costs	28,943			28,943
Amortization of deferred revenue, entrance fees	(4,668,388)			(4,668,388)
Unrealized loss on interest rate swaps	1,428,128			1,428,128
Bad debt expense	61,952			61,952
Entrance fees received, not expected to be refunded	6,490,397			6,490,397
Contributions with donor restrictions		(750)		(750)
Changes in assets and liabilities:				
Decrease (increase) in accounts receivable and other assets	(421,322)	13,000	\$ 10,536	(397,786)
Increase (decrease) in accounts payable and other current liabilities	(368,628)	(10,536)	(10,536)	(389,700)
Net cash provided by operating activities	<u>6,237,288</u>	<u>256,612</u>		<u>6,493,900</u>
<b>Cash flows from investing activities:</b>				
Expenditures for property and equipment	(5,161,699)			(5,161,699)
Decrease in entrance fees receivable	128,200			128,200
Proceeds from sale of available-for-sale securities	3,552,957	222,672		3,775,629
Purchase of available-for-sale securities	(7,569,910)	(125,829)		(7,695,739)
Net cash provided by (used in) investing activities	<u>(9,050,452)</u>	<u>96,843</u>		<u>(8,953,609)</u>
<b>Cash flows from financing activities:</b>				
Change in gift annuities payable, net		(69,049)		(69,049)
Contributions with donor restrictions		750		750
Refunds of refundable entrance fees	(438,015)			(438,015)
Entrance fees received, expected to be refunded	455,340			455,340
Proceeds from SBA PPP note payable	1,842,800			1,842,800
Payments on long-term debt	(1,201,249)			(1,201,249)
Net cash provided by (used in) financing activities	<u>658,876</u>	<u>(68,299)</u>		<u>590,577</u>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>(2,154,288)</b>	<b>285,156</b>		<b>(1,869,132)</b>
<b>Cash and cash equivalents, beginning of year</b>	<b>2,823,817</b>	<b>165,037</b>		<b>2,988,854</b>
<b>Cash and cash equivalents, end of year</b>	<b><u>\$ 669,529</u></b>	<b><u>\$ 450,193</u></b>	<b><u>\$</u></b>	<b><u>\$ 1,119,722</u></b>