

Ramsey AL/MC Cash Flow Projections

Total Project Costs	\$ 32,300,000	100.00%
Equity	\$ 9,690,000	30.00%
Primary Loan	\$ 22,610,000	70.00%

Type ALF/MC	Inflation Trend:	Economic Occupancy	/Vacancy
Mgmt. Fee 5.50%	Expenses 2.00%	Op Yr 1 40.0%	60.0%
Units 102	Taxes 2.00%	Op Yr 2 70.0%	30.0%
Interest Rate Yrs 1-2 6.25%	Rent 2.00%	Op Yr 3 93.0%	7.0%
Interest Rate Yrs 3-7 6.25%	Other Income 1.00%		
Term 30			

Construction: 12 months

	lease-up		lease-up		fully stabilized		fully stabilized		fully stabilized		fully stabilized		fully stabilized		fully stabilized		fully stabilized		fully stabilized	
	Op Yr #1	Op Yr #1	Op Yr #2	Op Yr #2	Op Yr #3	Op Yr #3	Op Yr #4	Op Yr #4	Op Yr #5	Op Yr #5	Op Yr #6	Op Yr #6	Op Yr #7	Op Yr #7	Op Yr #8	Op Yr #8	Op Yr #9	Op Yr #9	Op Yr #10	Op Yr #10
Rental Income (base+services)	\$7,198,103	\$5,881	\$7,342,065	\$5,998	\$7,488,906	\$6,118	\$7,638,685	\$6,241	\$7,791,458	\$6,366	\$7,947,287	\$6,493	\$8,106,233	\$6,623	\$8,268,358	\$6,755	\$8,433,725	\$6,890	\$8,602,399	\$7,028
Vacancy/Loss	-\$4,336,028	60.2%	-\$2,202,620	30.0%	-\$524,223	7.0%	-\$534,708	7.0%	-\$545,402	7.0%	-\$556,310	7.0%	-\$567,436	7.0%	-\$578,785	7.0%	-\$590,361	7.0%	-\$602,168	7.0%
EFFECTIVE GROSS INCOME	\$2,862,075	39.8%	\$5,139,446	70.0%	\$6,964,683	93.0%	\$7,103,977	93.0%	\$7,246,056	93.0%	\$7,390,977	93.0%	\$7,538,797	93.0%	\$7,689,573	93.0%	\$7,843,364	93.0%	\$8,000,231	93.0%
Net Collected Rent	\$2,338		\$4,199		\$5,690		\$5,804		\$5,920		\$6,038		\$6,159		\$6,282		\$6,408		\$6,536	
Other Income	\$70,193	2.45%	\$124,811	2.43%	\$167,478	2.40%	\$170,828	2.40%	\$174,244	2.40%	\$177,729	2.40%	\$181,284	2.40%	\$184,909	2.40%	\$188,607	2.40%	\$192,380	2.40%
Total Revenue	\$2,932,268		\$5,264,256		\$7,132,161		\$7,274,804		\$7,420,300		\$7,568,706		\$7,720,080		\$7,874,482		\$8,031,972		\$8,192,611	
	\$28,748		\$51,610		\$69,923		\$71,322		\$72,748		\$74,203		\$75,687		\$77,201		\$78,745		\$80,320	

EXPENSES																				
x Administration	\$400,000	13.6%	\$400,000	7.6%	\$408,000	5.7%	\$416,160	5.7%	\$424,483	5.7%	\$432,973	5.7%	\$441,632	5.7%	\$450,465	5.8%	\$459,474	6.0%	\$468,664	6.1%
x Human Resources	\$30,000	1.0%	\$32,313	0.6%	\$32,960	0.5%	\$33,619	0.5%	\$34,291	0.5%	\$34,977	0.5%	\$35,676	0.5%	\$36,390	0.5%	\$37,118	0.5%	\$37,860	0.5%
x Sales & Marketing	\$120,000	4.1%	\$146,916	2.8%	\$149,855	2.1%	\$152,852	2.1%	\$155,909	2.1%	\$159,027	2.1%	\$162,207	2.1%	\$165,452	2.1%	\$168,761	2.2%	\$172,136	2.2%
x Activities & Entertainment	\$157,500	5.4%	\$167,088	3.2%	\$170,430	2.4%	\$173,838	2.4%	\$177,315	2.4%	\$180,861	2.4%	\$184,478	2.4%	\$188,168	2.4%	\$191,931	2.5%	\$195,770	2.5%
x Assisted Living	\$920,000	31.4%	\$1,425,000	27.1%	\$1,850,000	25.9%	\$1,887,000	25.9%	\$1,924,740	25.9%	\$1,963,235	25.9%	\$2,002,499	25.9%	\$2,042,549	26.5%	\$2,083,400	27.0%	\$2,125,068	27.5%
x Dietary	\$349,932	11.9%	\$725,000	13.8%	\$851,539	11.9%	\$868,569	11.9%	\$885,941	11.9%	\$903,660	11.9%	\$921,733	11.9%	\$940,168	12.2%	\$958,971	12.4%	\$978,150	12.7%
x Housekeeping	\$100,000	3.4%	\$130,696	2.5%	\$177,112	2.5%	\$180,654	2.5%	\$184,267	2.5%	\$187,952	2.5%	\$191,711	2.5%	\$195,545	2.5%	\$199,456	2.6%	\$203,446	2.6%
x Maintenance & Repairs-Facility	\$150,000	5.1%	\$288,172	5.5%	\$390,514	5.5%	\$398,324	5.5%	\$406,290	5.5%	\$414,416	5.5%	\$422,704	5.5%	\$431,159	5.6%	\$439,782	5.7%	\$448,577	5.8%
Insurance	\$66,300	2.3%	\$104,040	2.0%	\$106,121	1.5%	\$108,243	1.5%	\$110,408	1.5%	\$112,616	1.5%	\$114,869	1.5%	\$117,166	1.5%	\$119,509	1.5%	\$121,899	1.6%
Real Estate Taxes	\$172,446	5.9%	\$270,608	5.1%	\$276,020	3.9%	\$281,541	3.9%	\$287,171	3.9%	\$292,915	3.9%	\$298,773	3.9%	\$304,749	3.9%	\$310,844	4.0%	\$317,060	4.1%
x Laundry	\$617	0.0%	\$1,109	0.0%	\$1,503	0.0%	\$1,533	0.0%	\$1,563	0.0%	\$1,595	0.0%	\$1,626	0.0%	\$1,659	0.0%	\$1,692	0.0%	\$1,726	0.0%
x Management Fee/Asset Mgmt	\$161,275	5.5%	\$301,534	5.7%	\$404,269	5.7%	\$412,114	5.7%	\$420,117	5.7%	\$428,279	5.7%	\$436,604	5.7%	\$445,097	5.8%	\$453,758	5.9%	\$462,594	6.0%
Replacement Reserves	\$0	0.0%	\$0	0.0%	\$30,600	0.4%	\$30,600	0.4%	\$30,600	0.4%	\$30,600	0.4%	\$30,600	0.4%	\$31,212	0.4%	\$31,836	0.4%	\$32,473	0.4%
Total Expenses	\$2,628,071	89.6%	\$3,992,476	75.8%	\$4,848,920	68.0%	\$4,945,046	68.0%	\$5,043,095	68.0%	\$5,143,105	68.0%	\$5,245,115	67.9%	\$5,349,778	67.9%	\$5,456,533	67.9%	\$5,565,424	67.9%
	\$25,765		\$39,142		\$47,538		\$48,481		\$49,442		\$50,423		\$51,423							

NET OPERATING INCOME	\$304,197	10.4%	\$1,271,781	24.2%	\$2,283,241	32.0%	\$2,329,758	32.0%	\$2,377,205	32.0%	\$2,425,601	32.0%	\$2,474,965	32.1%	\$2,524,704	32.1%	\$2,575,439	32.1%	\$2,627,187	32.1%
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Est TIF Payments	\$130,273		\$225,414		\$225,414		\$225,414		\$225,414		\$225,414		\$225,414		\$225,414		\$225,414		\$225,414	
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TOTAL INCOME	\$434,470		\$1,497,195		\$2,508,655		\$2,555,172		\$2,602,619		\$2,651,015		\$2,700,379		\$2,750,118		\$2,800,853		\$2,852,601	
Debt Service, Primary Lender	-\$1,413,125	NA	-\$1,413,125	NA	-\$1,670,564	1.37	-\$1,670,564	1.39	-\$1,670,564	1.42	-\$1,670,564	1.45	-\$1,670,564	1.48	-\$1,670,564	1.51	-\$1,670,564	1.54	-\$1,670,564	1.57
Rent/ Lease-Up Reserve	\$1,600,000		\$800,000		\$0		\$0		\$0		\$0		\$0		\$0		\$0		\$0	

PROJECTED ANNUAL CASH FLOW	\$621,345		\$884,070		\$838,091		\$884,608		\$932,055		\$980,451		\$1,029,815		\$1,079,555		\$1,130,289		\$1,182,037	
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Annual Cash-on-Cash Including TIF	6.4%		9.1%		8.6%		9.1%		9.6%		10.1%		10.6%		11.1%		11.7%		12.2%	
Cap on Cost Including TIF	1.3%		4.6%		7.8%		7.9%		8.1%		8.2%		8.4%		8.5%		8.7%		8.8%	

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