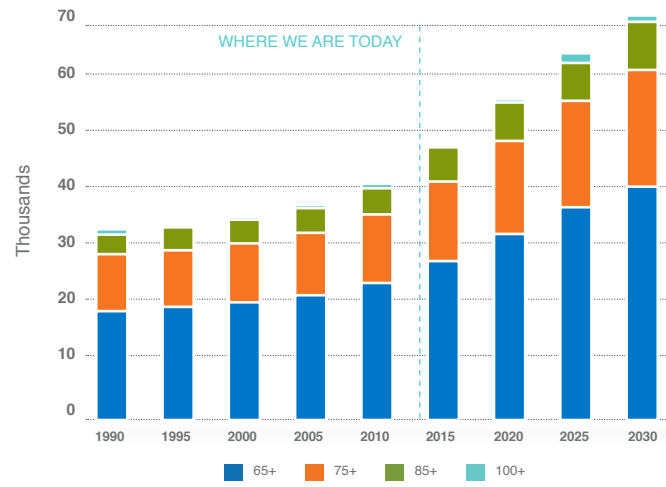


# industry trends

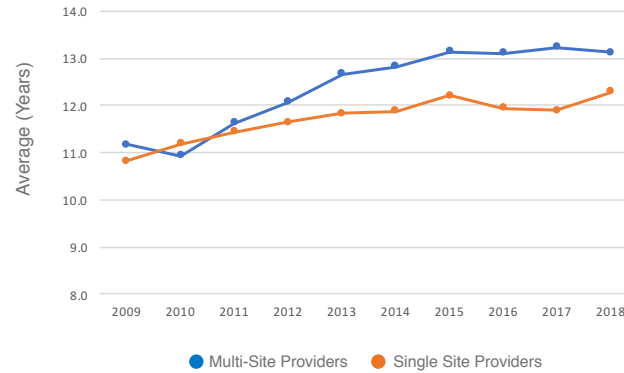
## Evolving Consumer Demands

### AGING POPULATION



Source: Enverionics Analytics & Claritas

### AGING PHYSICAL PLANTS



Source: Financial Ratios & Trend Analysis of CARF-CCAC Accredited Org. (2019)

# DHG healthcare



#### KEY TAKEAWAYS

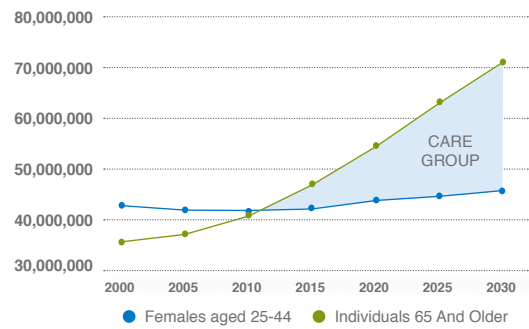
- 25% Projected Growth in 55+ Population



#### KEY TAKEAWAYS

- 27.0% of CCRCs are 27+ years old
- Median age of CCRCs is 22 years

### CARE GAP: UNITED STATES



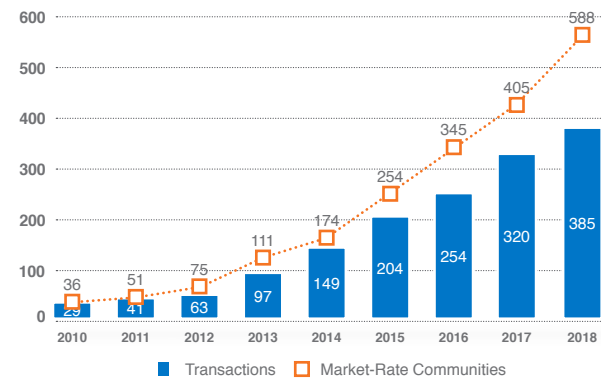
200,000 workers must be recruited into the long term care workforce each year to keep up with demand of the Boomer population

Source: Ziegler

### NON-PROFIT SPONSORSHIP TRANSACTIONS

#### CUMULATIVE DATA

Cumulative Totals (2010 - YE 2018) by # of Transactions & # of Communities



Note: Includes market-rate communities; excludes government subsidized  
Source: Ziegler Investment Banking 12/31/2018



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## Strategic Planning Process



Our unique approach helps a leadership team envision opportunities that are missed in traditional planning processes. Understanding and assigning ownership of the barriers is critical to appropriately respond to and capitalize on immediate opportunities for improvement that will help strengthen the organization’s financial and market position and help prepare it to achieve the desired Future State.

