

November 14, 2024

This Continuing Disclosure Quarterly Report is being provided by Front Porch Communities and Services ("Front Porch") in connection with the following bond issues (the "Bonds"):

- \$100,040,000 California Statewide Communities Development Authority Revenue Bonds (Front Porch Communities and Services), Series 2017A
- \$305,565,000 California Statewide Communities Development Authority Revenue Bonds (Front Porch Communities and Services), Series 2021A and Series 2021B

#### **Continuing Disclosure Quarterly Report**

Front Porch's Continuing Disclosure Quarterly Report (the "Quarterly Report") is attached hereto and contains the unaudited consolidated financial statements of Front Porch and affiliates for the fiscal quarter ended September 30, 2024. As required by the continuing disclosure certificates for the Bonds, the "obligated persons" (as defined in the Rule) as of the date of this Quarterly Report are Front Porch Communities and Services (the Corporation).

This Quarterly Report is provided solely pursuant to the continuing disclosure certificates relating to the above-referenced Bonds. The filing of this Quarterly Report does not constitute or imply any representation (i) that all of the information provided is material to investors, (ii) regarding any other financial, operating or other information about Front Porch or the Bonds, or (iii) that no changes, circumstances or events have occurred since the end of the fiscal quarter to which this Quarterly Report relates (other than as contained in this Quarterly Report), or any other date specified with respect to any of the information contained in this Quarterly Report, or that no other information exists, which may have a bearing on the security for the Bonds, or an investor's decision to buy, sell, or hold the Bonds.

The information contained in this Quarterly Report has been obtained from sources which are believed to be reliable. No statement in this Quarterly Report should be construed as a prediction or representation about future financial performance of Front Porch.

FRONT PORCH COMMUNITIES AND SERVICES

Eduardo Salvador

Chief Financial Officer



# Front Porch Consolidated Statements of Operations (in thousands)

|  | Three Months Ended September 30, 2024 (unaudited consolidated) |
|--|--|
| Revenues, Gains and Other Support Without Donor Restrictions       |  |
| Resident and patient service revenue                               | \$85,447   |
| Amortization of entrance fees                                      | 9,736  |
| Affordable housing fees and rents                                  | 8,331  |
| Other  | 963  |
| Contributions  | 13   |
| Net assets released from restriction used for operations           | 922  |
| Total revenues, gains and other support without donor restrictions | 105,413  |
| Expenses   |  |
| Medical services   | 21,207   |
| Communities operating costs  | 13,569   |
| Dietary services   | 16,271   |
| Residential services   | 9,638  |
| Administrative services  | 21,792   |
| Program expenses   | 669  |
| Depreciation   | 21,522   |
| Amortization of deferred costs                                     | 56   |
| Interest expense and other financimg costs                         | 3,259  |
| Other  | 2,317  |
| Total operating expenses   | 110,299  |
| Operating Income (Loss) Before Other Operating Charges             | (4,886)  |
| Other Operating Charges  |  |
| Amortization of acquired intangibles asset and other               | (2,647)  |
| Total other operating charges                                      | (2,647)  |
| Operating Gain (Loss)  | (7,534)  |
| Nonoperating Items   |  |
| Investment return, net   | 26,279   |
| Non-operating gain (loss)  | \$125  |
| Excess (Deficiency) of Revenues Over Expenses                      | 18,870   |
| Net assets released for capital                                    | 13   |
| Increase (Decrease) in Net Assets Without Donor Restrictions       | \$18,883   |



# Front Porch Consolidated Statements of Changes in Net Assets (in thousands)

#### Three Months Ended September 30, 2024

| Net Assets Without Donor Restrictions  Excess (Deficiency) of revenues over expenses | \$18,870    |
|--|-------------|
| Net assets released from restrictions for capital expenditures                       | \$13        |
| Increase (Decrease) in net assets without donor restrictions                         | 18,883      |
| Net Assets With Donor Restrictions   |             |
| Contributions received and investment return   | 2,360       |
| Net assets released from restriction used for operations                             | (922)       |
| Net assets released from restrictions for capital expenditures                       | (13)        |
| Increase (Decrease) in net assets with donor restrictions                            | 1,425       |
| Change in Net Assets   | 20,308      |
| Net Assets, Beginning of the quarter   | 1,025,203   |
| Net Assets, End of the quarter   | \$1,045,510 |



# Front Porch Consolidated Balance Sheets (in thousands)

|   | As of September 30, 2024 (unaudited consolidated) |
|---|---|
| Assets  |   |
| Current Assets Cook and cook agriculants                    | \$00.787  |
| Cash and cash equivalents Short-term investments            | \$99,787  |
| Assets limited as to use - required for current liabilities | 4,882<br>6,649                                    |
| Resident and patient accounts receivable                    | 9,392   |
| Prepaid expenses and other                                  | 17,848  |
| Other receivables   | 1,985   |
| Total current assets  | 140,542   |
| Investments   | 170,372   |
| Assets limited as to use, net of current portion            | 58,524  |
| Investments held in trust                                   | 538   |
| Long-term investments                                       | 428,980   |
| Total investments   | 488,041   |
|   |   |
| Property and Equipment, Net                                 | 1,253,046   |
| Other Assets Receivables from supporting organizations      | 810   |
| ROU assets - operating leases                               | 15,634  |
| Other receivables   | 430   |
| Other assets  | 58,845  |
| Total other assets  | 75,719  |
| Total assets  | \$1,957,349                                       |
| Liabilities and Net Assets                                  |   |
| Current Liabilities   |   |
| Current maturities of long-term debt                        | \$9,142   |
| Current portion of operating leases                         | 1,567   |
| Accounts payable  | 14,280  |
| Accrued payroll and related expenses                        | 16,467  |
| Intercompany payables                                       | 1,026   |
| Accrued interest  | 6,556   |
| Other accrued expenses                                      | 26,722  |
| Total current liabilities                                   | 75,760  |
| Asset retirement obligation                                 | 1,662   |
| Accrued workers compensation                                | 5,320   |
| Operating lease liabilities                                 | 14,703  |
| Other accrued liabilities                                   | 11,224  |
| Liabilities for payments to trust benefit                   | 4,949   |
| Refundable entrance fees                                    | 123,804   |
| Deferred revenue from entrance fees                         | 237,808   |
| Long-term debt  | 436,608   |
| Total liabilities   | 911,839   |
| Net Assets:   | 1 005 002   |
| With donor restrictions                                     | 1,005,886   |
| With donor restrictions Total net assets                    | 39,624<br>1,045,510                               |
|   |   |
| Total liabilities and net assets                            | \$1,957,349                                       |



## Average Available Units / Beds by Community

**Three Months Ended September 30, 2024** 

|                      | Residential | Memory | Care    |
|----------------------|-------------|--------|---------|
| Community Name       | Living      | Care   | Centers |
| Canterbury Woods     | 141         | **     | 24      |
| Carlsbad By The Sea  | 160         | **     | 33      |
| Casa de Manana       | 188         | **     | **      |
| Cecil Pines          | 92          | **     | **      |
| Claremont Manor      | 225         | 17     | 59      |
| El Sombroso Oaks     | 22          | **     | **      |
| England Oaks         | 182         | **     | **      |
| Fredericka Manor     | 246         | 44     | **      |
| Friends House        | 85          | **     | **      |
| Kingsley Manor       | 203         | **     | **      |
| San Francisco Towers | 252         | 12     | 27      |
| Spring Lake Village  | 346         | 11     | 70      |
| St. Paul's Towers    | 214         | 7      | 43      |
| Sunny View           | 93          | 23     | 48      |
| Villa Gardens        | 195         | 19     | 54      |
| Vista del Monte      | 169         | 24     | **      |
| Walnut Village       | 162         | 44     | **      |
| Webster House        | 38          | **     | 93      |
| Wesley Palms         | 293         | 22     | **      |
| Consolidated Total   | 3,306       | 223    | 451     |

<sup>\*\*</sup> Not applicable



## **Average Occupancy by Community**

**Three Months Ended September 30, 2024** 

|                           | Residential | Memory | Care    |
|---------------------------|-------------|--------|---------|
| Community Name            | Living      | Care   | Centers |
|                           |             |        |         |
| Canterbury Woods          | 88.4%       | **     | 65.4%   |
| Carlsbad By The Sea       | 98.8%       | **     | 87.9%   |
| Casa de Manana            | 92.9%       | **     | **      |
| Cecil Pines               | 99.2%       | **     | **      |
| Claremont Manor           | 91.9%       | 98.2%  | 79.2%   |
| El Sombroso Oaks          | 95.5%       | **     | **      |
| England Oaks              | 95.2%       | **     | **      |
| Fredericka Manor          | 83.5%       | 67.5%  | **      |
| Friends House             | 86.2%       | **     | **      |
| Kingsley Manor            | 90.0%       | **     | **      |
| San Francisco Towers      | 89.8%       | 100.0% | 64.1%   |
| Spring Lake Village       | 94.4%       | 79.1%  | 64.3%   |
| St. Paul's Towers         | 89.1%       | 90.0%  | 65.1%   |
| Sunny View                | 91.7%       | 95.7%  | 80.6%   |
| Villa Gardens             | 95.9%       | 98.4%  | 75.4%   |
| Vista del Monte           | 94.9%       | 94.6%  | **      |
| Walnut Village            | 85.8%       | 23.4%  | **      |
| Webster House             | 87.6%       | **     | 64.5%   |
| Wesley Palms              | 82.6%       | 98.6%  | **      |
| <b>Consolidated Total</b> | 90.8%       | 75.7%  | 71.2%   |

<sup>\*\*</sup> Not applicable



## **Care Center Payor Mix**

| Payor        | Three Months Ended September 30, 2024 |  |
|--------------|---------------------------------------|--|
|              |                                       |  |
| Private Pay  | 33.6%                                 |  |
| Medi-Cal     | 28.1%                                 |  |
| Medicare     | 32.1%                                 |  |
| Managed Care | 6.2%                                  |  |
|              |                                       |  |
| Total        | 100.0%                                |  |

# front porch

#### **Management's Discussion**

### Unaudited Results of Operations (1) – Consolidated: Q2 FY25

Residential Living average occupancy was 90.8% for the quarter. All nineteen communities were above 80% with eleven exceeding 90%. The average unit capacity for the quarter was 3,306 units.

Summer House average occupancy was 75.7% for the quarter. Memory care continues to be strong and steady. Seven communities exceeded 90%. Fredericka Manor's occupancy has been impacted by the opening of Summer House West, which added 22 units of capacity and is not expected to be stable until Q3. The average unit capacity for the quarter grew to 223 units due to Walnut Village increasing their capacity by 44 units.

Care Center average occupancy was 71.2% for the quarter. The care center business continues to be evaluated for options. The payor mix breakdown were as follows: Private Pay 33.6%, Medi-Cal 28.1%, Medicare 32.1%, and Managed Care 6.2%. The average available beds for the quarter were 451.

Resident and patience service revenue accounted for \$85.4M (81%), amortization revenue \$9.7M (9%), affordable housing revenue \$8.3M (8%), and other revenues \$2.0M (2%) of the total \$105.4M for the quarter. Total expenses were \$110.3M. The largest contributors were Administrative services, Medical services, and depreciation. Operating Loss Before Other Operating Charges were \$4.9M.

#### Note:

(1) Front Porch refers to independent and assisted living units as "Residential Living" units. Memory support units are collectively referred to by the brand name "Summer House®." Skilled-nursing beds are collectively referred to as "Care Center" beds.

#### Unaudited Balance sheet - Consolidated: September 30, 2024

Total assets were \$1,957.3M at September 30, 2024. Cash and cash equivalents plus short-term investments were \$104.7M. Long-term investments and Property and Equipment, net were \$429.0M and \$1,253.0M, respectively. On the liabilities side refundable entrance fees were \$123.8M and deferred revenue from entrance fees were \$238.8M. Long-term debt was \$436.6M. Total change in Net Assets Without Donor Restrictions were an increase of 18.9M for the quarter ended September 30, 2024.