

Kansas Campus, LLC
Monthly Reporting Package
March 2009

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# Project Summary

## Kansas Campus, LLC

## **Project Overview**

## **Project Description**

Kansas Campus is a 64.9 acre project located in Overland Park, Kansas. The community is marketed under the name Tall Grass Creek and will consist of approximately 1,100 independent living apartments, 84 assisted living apartment and 36 skilled nursing beds.

## Financing Overview

- Kansas Campus closed on a \$65M Construction Loan with PNC Bank in April 2007.
- Kansas Campus closed on \$25M in Sub-Debt Financing with Morgan Stanley in April 2007.
- \$15M of "Special Tax District" bonds with an interest rate of 6% closed in December 2006.
- Erickson has funded approximately \$15.6M in equity to date, including \$6.4M to cover sub debt interest payments and \$9.2M in short term funding.

## Executive Summary

## Marketing Overview

The community received 3 deposits, 7 net reservations and settled 3 apartments this month. The pipeline is currently 67 standbys and 95 futures. They currently have 21 units reserved.

## Critical Issues

• The Loan Agreement with PNC requires a building to be substantially completed within certain parameters compared to the original project schedule. Due to adjustments to the project schedule, Kansas Campus no longer meets this requirement. This covenant has been waived by PNC Bank through April 30, 2009.

## Kansas Campus, LLC

- The Loan Agreement with PNC requires that once a Certificate of Occupancy is issued for one or more buildings the project must maintain a project-to-date average rate of 10 settlements per month. The project-to-date average settlements for Tallgrass Creek is currently below this requirement. This covenant has been waived by PNC Bank through April 30, 2009.
- We are currently re-evaluating demand and inventory to determine the most prudent building schedule. The attached project schedule is reflective of our 2009 and 2010 plan; these changes have not been incorporated in the enterprise value. An updated enterprise value will be forthcoming.

## **Active Phase Status**

There are currently no active phases.

	Pro	forma	${f U}_1$	pdate
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*** in millions		CURRENT
	Original	3/31/2009
	Budget	Budget
Entrance Deposits	319	332 (1)
Purchase Price	41	72 (2)
Total Funds	360	404
Project Costs	248	287 (3)
Financing Costs	45	65 (4)
Operations Start Up (Working Capital) Ex. Reserves	21	32 (5)
Development Fees	16	17
Total Costs	330	401
Enterprise Margin	30	3

<sup>(1)</sup> Variance is due primarily to project schedule delays.

<sup>(2)</sup> Variance is due to lower regional factor, an increase in monthly fee pricing of 2.3% and capitalization rate change from 10% to 8%.

<sup>(3) (4)</sup> Variance is due primarily to materials cost escalation, unanticipated conditions and schedule delays

<sup>(5)</sup> Variance due to 50/50 split on surplus recovery.

Apartment Status by Building as of 4-02-09

1111 **□** Unreserved RB 1.3 Opens TBD Standby 73 Reserved Settled Tallgrass Creek Apartment Status (units) RB 1.2 Redtail View Mar. 08 139 22 RB 1.1 Bluebird Crossing Oct. 07 12 2 0 1.9% 88 100% 90% 70% 60% 50% 50% 10% 0% Flex Pay Flex Pay Ratio Percent **Total Units** 

	- 2006	2007	2007	2007	2007	2008	2008	2008	2008	2009	
	Year End	1st Otr	2nd Qtr	3rd Otr	4th Otr	1st Otr	2nd Qtr	3rd Otr	4th Otr	1st Otr	
Settled	0	0	0	0	28	29	96	106	110	119	
Reservations	0	53	28	06	25	41	4	15	16	50	
Standby	111	99	85	93	108	104	92	87	88	29	
Futures	13	20	24	40	52	65	80	79	91	95	
Total	124	139	176	223	275	277	287	287	297	301	
Monthly Trends											
Net Settlements/Reservations/Standbys	37.0	2.7	11.0	10.3	12.3	-2.7	-1.7	0.3	-0.7	0.0	
Settlements	0	0.0	0.0	0.0	19.3	3.0	9.7	3.3	1.3	3.0	

Anticipated Construction Test: In order to start construction on new building, current buildings must be 85% Settled, Reserved, or Standby and there must be 70% of the new building under Standby

Current Buildings Open Open	RB 1.1 RB 1.2	88 139	85% 85%	75 118	73 46	3 17	0 0 55	76	0 0	Test Satisfied Test Satisfied
		Units	Test	Required Reserved/Standby	Settled	Reserved	Total Standby	Prorated Standby 66%	Total	Needed
Construction Test for Funding of Next Building Begins Const. Oct. 08	RB 1.3	8	20%	57	0	0	12	æ	œ	74

\*Settlement vs. Covenant

PTD Monthly Average as of 3/31/09

Covenant Requirement 10

\*Test to break escrow is not applicable

NOTES:

We need 74 more stanbys to meet the construction test for RB 1.3.

Monthly Activity         4         2         7           1 Net Apt Reservations (MS)*         4         2         7           1 New         4         2         7           2 Gross Reservations (MS)*         7         6         111           3 No. of Total Settlements (MS)*         4         3         3           4 No. of Total Settlements (MS)*         4         3         3           5 No. of Total Settlements (MS)*         4         3         3           6 Requests for Refunds (MS)*         4         6         31           7 No. of Initial Deposits (MS)*         3         1         6           8 Requests for Refunds (MS)*         4         6         3           1 No. of Initial Deposits (MS)*         3         1         6           1 No. of Initial Deposits (MS)*         4         6         3           1 No. of Initial Deposits (MS)*         3         1         6           1 No. of Initial Deposits (MS)*         4         6         3           1 Total Appts (OT)*         6         1         6         4           2 Call Appts (OT)*         6         4         6         4           3 Challen Appts (OT)*         6         0	Apr	unc /	Jul A	Aug Sep	Oct	Nov	Dec	T	Average
9)*  4 2  6 0  7 6  7 6  8 3  9 1  1 0  1 0  1 0  1 0  1 0  1 0  1 0									
9)*  1								13	4.33
0 0 0 7 6 6 1 1 0 0 1 109 99 1 61 62 61 62 62 70 63 71 64 62 68 49 69 77 77 76 77 77 76 77 77 77 77 77 77 77 77 77 77								13	4.33
9)*  4								0	0
9)*  9								54	8.00
1								10	3.33
ots (OT)  ots (O								တ	3.00
0ts (OT)  0ts (O									0.33
109 99 1 61 62 40 27 8 10 0 0 0 0 0 0 15 20 49 7 45 22 0 0 0 0 0 0 17 16 17 16 17 16 18 17 17 16 17 16 17 16 17 16 17 16 17 16 18 17 11 11 11 11 11 11 11 11								13	4.33
0ts (OT)  0ts (O								6	3.00
61 62 8 10 8 10 0 0 0 0 0 0 15 22 45 22 0 0 0 0 0 0 17 16 17 16 17 16 18 17 18 17 11 11 114 11 115 116 116 117 117 116 118 116 119 119 116 119 1								335	111.67
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0								170	56.67
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0								135	45.00
0 0 0 68 49 15 20 45 22 0 0 0 0 0 0 17 16 17 16 18 17 18 17 11 11 114 11 115 116 11								30	10.00
0ts (OT)  15  16  17  45  22  45  22  0  0  0  0  17  17  17  18  18  11  11  11  11  11								0	0
15 20 45 22 0 0 0 0 0 0 0 0 0 17 17 17 16 17 77 18 17 19 94 11 11 114 11 115 116 11								181	60.33
0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0								26	18.67
45 22 0 0 0 0 0 0 18 17 17 16 17 16 76 77 76 77 92 94 112 114 11 115 116 1								27	9.00
0 0 0 0 0 0 0 0 0 18 17 17 16 17 76 77 76 77 92 94 112 114 1 1113 116 1								86	32.67
11 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1								0	0
18 17 16 17 16 17 16 17 16 17 16 17 16 17 17 16 17 17 18 18 17 118 118 118 118 118 118								0	0
18 17 16 17 16 18 17 16 17 16 17 17 18 17 17 18 17 18 18 11 116 11 115 115 115 115 115 115 115 1									
17 16 1 1 1 3 3 3 76 77 92 94 118 118 114 1 1113 116 1								21	18.67
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1								20	17.67
76 77 77 77 77 77 77 77 77 77 77 77 77 7								-	1.00
76 77 92 94 pts (C) [9+10+11] 186 188 114 11 113 116 1								2	2.67
92 94 pts (C) [9+10+11] 186 188 1 114 114 115 116 1								29	73.33
pts (C) [9+10+11] 186 188 188 112 114 115 116 113								92	93.67
112 114 116 115								8	185.67
113 116								117	114.33
115 113		-	1					119	116.00
								11	113.00
15 Apts released by keys not turned in 0 0 1					8.			-	0.33
Ratio (Line 12/14) (C) 1.66 1.65 N/A N/A		N/A N/A	N/A	N/A	N/A	N/A N/A	A	1.65	1.64

Notes
\* Net Reservations = Gross Reservations - Reservations withdrawn



Erickson\*

TCK Date Range [3/1/09 thru 3/31/09]

LOC: Independent

Settlements	Count	Count Cash Collected	Current P-Note Due	Total
New	8	\$703,760	0\$	\$703,760
Resale	0	\$0	0\$	0\$
Total	м	\$703,760	0\$	\$703,760

Reservations						Deposits	Reservations	Reservations	Net
In	Initial Deposits	Priority List	Left To Settled	Withdrew	Net	Reserved	Settled	Withdrawn	Reservations
New	2	80	n	ε	4	\$1,768,100	\$703,760	\$729,000	\$335,340
Resale	0	-	0	-	0	\$259,000	0\$	\$185,900	\$73,100
Total	8	σ	e	4	4	\$2,027,100	\$703,760	\$914,900	\$408,440
Waiting Lists	Waiting Lists Initial Deposits	ts Priority List		Changed Status	Net Change	nge			
Futures		0	2	-		_			
Standby		_	0	£		-10			
Total		1	2	12		o <sub>r</sub>			
Initial Deposits	ts.								
Initial Deposits	sits		e						

Requests for Refund

## **Key Definitions for the Apartment Status Report**

## Settled

Represents the total number of new settlements Project to Date. It is a continous count of how many apartments we have settled for the first time.

## Reservations

Groups that have reserved a particular floorplan, given a deposit, but have not fully settled.

## Standby

Groups that have placed a deposit with us to join the priority list and wish to reserve but because the unit they want is not available at that time. These groups do have specific preferences in regards to what type of unit they want. These people would have priority over other groups which join at a later date.

## **Future**

Groups that have placed a deposit with us to join the priority list and wish to reserve at a later date. These groups do not have any specific preferences in regards to units at this time. These people would have priority over other groups which join at a later date.

## Flex Pay

The Flexible Payment Program is designed to allow the customer to move to an Erickson community prior to the sale of their house. The customer who moves in under the Flexible Payment Program does not count as a settlement until they have paid their full Entrance Deposit (see Flexible Pricing Program Policy for complete details).

# 70 Total Anticipated Budget

## Erickson Retirement Communities Kansas Campus Total Anticipated Budget As of March 31, 2009

	Actual Costs <u>JTD</u>	% Complete to Budget	Estimate to Complete	Estimate at Completion	Original <u>Budget</u>	Favorable/ (Unfavorable)	Notes
Entrance Deposits	30,117,575	9%	301,685,334	331,802,909	318,262,397	13,540,512	
Operating Lease	273,982	3%	8,652,257	8,926,239	11,495,691	(2,569,452)	
Funds Held/WC Loan Repayment	0	0%	(33,337,366)	(33,337,366)	(12,297,930)	(21,039,436)	
Total Deposits	30,391,557	10%	277,000,225	307,391,782	317,460,158	(10,068,376)	A
Hard Costs - Building	38,600,921	24%	119,446,792	158,047,712	144,005,940	(14,041,772)	
Hard Costs - Sitework	17,652,545	75%	5,925,402	23,577,947	19,193,119	(4,384,828)	
Architecture	6,311,832	53%	5,531,083	11,842,915	10,469,774	(1,373,141)	
Engineering	3,170,329	66%	1,630,414	4,800,743	3,634,697	(1,166,046)	
Builder's Risk	140,447	20%	560,643	701,089	643,153	(57,936)	
Fees, Permits & Bonds	1,451,199	29%	3,548,085	4,999,284	4,951,054	(48,230)	
Development Fee	1,505,879	9%	15,084,267	16,590,145	15,913,120	(677,025)	
Outside Legal	312,266	29%	753,532	1,065,798	811,523	(254,275)	
Phase Costs Before Contingency	69,145,417	31%	152,480,218	221,625,635	199,622,380	(22,003,255)	
Contingency	0	0%	3,870,839	3,870,839	5,303,835	1,432,996	
Total Phase Costs	69,145,417	31%	156,351,057	225,496,474	204,926,215	(20,570,259)	В
Department Costs							
Pre-Development	0	0%	0	0	0	_	
•	1,239,879	51%	1,198,789	2.438,668	2.633.333	194,665	
Adminstration Department Acquisitions and Development	3,362,561	33%	6,841,564	10,204,125	8,329,167	(1,874,958)	
Construction Services	1,135,598	15%	6,402,420	7,538,018	0,329,107	(7,538,018)	
Finance	1,133,398	0%	1,996,365	1,996,365	730,750	(1,265,615)	
	9,461,015	30%	22,352,296	31,813,311	23,662,380	(8,150,931)	
Marketing Department Information Services	409,065	26%	1,185,710	1,594,774	803,167	(791,607)	
	108,457	29%	259,480	367.937	322,583	(45,354)	
Legal Department Total Departmental Costs	15,716,574	28%	40,236,624	55,953,198	36,481,380	(19,471,818)	C
Total Departmental Costs	20,7,20,07,7		,	,	,,		-
Total Hard & Soft Costs	84,861,991	30%	196,587,680	281,449,671	241,407,595	(40,042,076)	
Other Development Costs							
Land	20,254,249	100%	≨÷	20,254,249	20,252,445	(1,804)	
Interest Costs	14,320,788	23%	46,994,266	61,315,054	43,114,942	(18,200,112)	
Financing Costs - L.O.C	3,329,831	83%	688,360	4,018,191	1,180,627	(2,837,564)	
Property Taxes	53,960	7%	679,629	733,589	587,321	(146,268)	
Capital Expenditures/	533,716	46%	633,414	1,167,130	1,175,730	8,600	
Community Loan Interest	(879,341)		879,341	-			
Total Other Development Costs	37,613,204	43%	49,875,010	87,488,214	66,311,065	(21,177,149)	D
Total Costs	122,475,195	33%	246,462,690	368,937,885	307,718,660	(61,219,225)	
Profit Margin	(92,083,638)		30,537,535	(61,546,103)	9,741,498	(71,287,601)	
Due St Mannin 0/				20.029/	2.079/	22 009/	
Profit Margin %				-20.02%	3,07%	-23,09%	
Purchase Price				72,398,696			
Adjustment to Funds Held/WC Loan Repaym	ent			33,337,366			
Start Up Loss Adjusment				(32,236,300)			
Operating Lease Adjustment				(8,926,239)			
Total Adjustments			_	64,573,522			
Enterprise Value				3,027,419			

## Kansas Campus, LLC \$'s in Millions

<u>Va</u>	riances to Original Proforma by Reason	Category	\$ Detail	\$ Summary
1	Change in RG Metric Assumption (2006)			
	Working Capital	A	(16.6)	(2( 0)
	Other Development Costs	D	(10.2)	(26.8)
2	Construction delay of RB1.2 by 5 mos. to address market demand (2007)			
	Deposits	Α	1.0	
	Phase Costs	В	(0.1)	(0.4)
	Departmental Costs	С	(1.3)	(0.4)
3	Increased costs for CB10, RB11, and RB12 due to unanticipated field conditions (2007)			
	Phase Costs	В	(4.6)	(4.6)
4	Updated RG assumptions to 100% collection of deposits based on historical experience (2007)			
•	Deposits	Α	7.5	
	Other Development Costs	D	1.0	8.5
_	C ( C ( C ( C ( C ( C ( C ( C ( C ( C (			
3	Cost per square foot increases due to wood cost escalation - RB1.3-2.5 (\$69.2 to \$75 per sqft) and bridges (\$2,898 to \$4,485) (2007)			
	Phase Costs	В	(11.4)	
	Other Development Costs	D	(9.0)	(20.4)
	RG Acceleration (from October 2011 to October 2009)			
0	Deposits	Α	(1.5)	
	Phase Costs	В	1.3	
	Other Development Costs	D	2.3	2.2
7	Slowed absorption schedule from 13.10 to 10.36 average settlements per month (2007-2008) 2007			
	Entrance Deposits	Α	6.8	
	Operating Lease	Α	1.2	
	Funds Held/WC Loan	A B	(0.6) (4.7)	
	Phase Costs Departmental Costs	C	(3.9)	
	Other Development Costs	D	(3.6)	(4.8)
	2008	A	3.1	
	Entrance Deposits Operating Lease	A	(2.4)	
	Funds Held/WC Loan	A	(10.3)	
	Phase Costs	В	(2.2)	
	Departmental Costs	C D	(6.2)	(24.4)
	Other Development Costs	D	(0.3)	(24.4)
8	Decreased projected construction loan interest from 8% to 6.25% in 2008 and 6.75% in 2009 (200	07)		
	Other Development Costs	D	5.0	5.0
	Increased departmental costs due to proforma update with 2008 budget (2007)			
9	Departmental Costs	C	(1.2)	(1.2)
	·r			
10	Implemented 1,100 unit RG household model (2008)		(2.2)	
	Entrance Deposits Phase Costs	A B	(3.2) (4.8)	
	Funds Held/WC Loan	A	4.8	
	Financing costs	D	(0.4)	(3.6)
	77	1	0 (2008)	
11	Updated entrance deposits amenities assumption from 50% of total units at \$6,300 to 50% of total Entrance Deposits	A A	0.1	0.1
12	Hard cost increases above model and inflation	В	(0.3)	(0.3)
13	Reclass of construction management services (2008)	_	4.5	
	Phase Costs	В	6.9	0.0
	Departmental Costs	С	(6.9)	0.0
14	Other			
	Phase Costs	В	(0.8)	(0.8)
			-	(71.2)
			=	(71.2)

Variance by line item (reference category code)	Total
A Total Deposits (Deposits/ Working Capital/ Operating Lease)	(10.0) (20.6)
B Phase Costs C Departmental Costs	(19.5)
D Other Development Costs Total Variance	(21.2) (71.2)

## Erickson Retirement Communities Project Schedule March 31, 2009

	<u>Units</u>	Forecasted Construction Start Date	Forecasted Substantially <u>Complete</u>
Active Phases		San San San San Line	
Ashby Ponds (Loudoun)			
RB 1.4	78	5/1/2008	5/1/2009
RB 1.5	79	5/1/2008	5/1/2009
RB 1.6	80	6/1/2009	6/1/2010 **
CB 2.0	<u> </u>	11/1/2009	11/1/2010
RB 2.1	124	11/1/2009	11/1/2010
SW 2.0	_	9/1/2009	
EC 1.0A/B	36	6/1/2010	9/1/2011
Hickory Chase (Hilliard)			
CB 1.0	- 1	6/1/2008	6/1/2009
RB 1.1	145	8/1/2008	6/1/2009
RB 1.2	91	7/1/2009	5/1/2010
RB 1.3	87	12/1/2009	10/1/2010
EC 1.0A	36	4/1/2010	7/1/2011
Maris Grove (Concord)	_		
RB 2.2	126	3/1/2008	5/1/2009
RB 2.4	104	6/1/2008	6/1/2009
RB 2.5	84	6/1/2009	4/1/2010
CB 3.0	- 1	3/1/2010	3/1/2011
RB 3.1	123	3/1/2010	3/1/2011
RB 3.2	60	7/1/2010	7/1/2011
RB 3.3	67	11/1/2010	11/1/2011
EC 1.0	132	3/1/2008	7/1/2009
Wind Crest (Denver)	-		
CB 2.0	-	8/1/2009	6/1/2010 **
RB 2.2	87	8/1/2009	6/1/2010 **
RB 2.1	123	10/1/2010	8/1/2011
Sedgebrook (Lincolnshire)		11 x 14 x 1	
EC 1.0	132	11/1/2007	7/1/2009 ***
SW 4.0		11/2/2007	8/1/2009
Linden Ponds (Hingham)			
EC 1.0	132	8/1/2007	3/1/2009
RB 2.5	120	5/1/2009	5/1/2010
RB 3.1	106	5/1/2010	TBD

## No Active Phases

Eagle's Trace (Houston)

Fox Run (Novi)

Monarch Landing (Naperville)

Tallgrass Creek (Kansas)

Highland Springs (Dallas)

## Pending Financing

Ann's Choice (Warminster) Seabrook (Tinton Falls)

## Not Started

Grant's Farm (St. Louis)

Tanglewood Creek (Westminster)

Windsor Run (Matthews)

<sup>\*\*</sup> Start date is the date for construction to resume after the stop

<sup>\*\*\*</sup> Construction Completed 4/15/2009, but opened for occupancy 7/1/2009

# Landowner Financial Statements

## **ERICKSON RETIREMENT COMMUNITIES**

Kansas Campus Landowner Balance Sheet Mar, FY09

09:04 AM

	Current Balance	Prior Year End Balance	Change from Prior Year
ASSETS			
Current Assets			
Cash	489,902	64,445	425,457
Assets Limited as to Use	2,712,904	1,974,091	738,813
Bonds Receivable	820,022	813,426	6,596
Total Current Assets	4,022,828	2,851,963	1,170,865
Fixed Assets			
Land and Improvements	21,871,824	21,871,824	-
Buildings	63,592,514	63,414,076	178,438
Other Fixed Assets	1,739,942	1,703,910	36,032
Total Fixed Assets	87,204,280	86,989,810	214,470
Accumulated Depreciation	(2,776,561)	(2,266,297)	(510,264)
Total Fixed Assets net of Depreciation	84,427,719	84,723,513	(295,795)
Construction in Progress	17,694,336	16,318,152	1,376,185
Total Fixed Assets, Net and CIP	102,122,055	101,041,665	1,080,390
Other Assets			
Community Note Receivable	14,536,542	13,889,711	646,831
Deferred Financing Costs, net	1,859,378	2,018,872	(159,494)
Total Other Assets	16,395,920	15,908,583	487,337
TOTAL ASSETS	122,540,804	119,802,211	2,738,592
LIABILITIES & MEMBERS' CAPITAL Current Liabilities			
Accounts Payable	27,328	68,777	(41,449)
Construction G.C. Payable	18,409	180,531	(162,122)
Retainage Payable	-	52,426	(52,426)
Other Current Liabilities	223,364	272,365	(49,001)
Short-Term Interest Payable	1,229,313	760,412	468,900
ERC Short-Term Funding	9,237,551	5,799,094	3,438,457
Development Fees Payable	1,505,879	1,381,925	123,954
Intercompany	1,000,956	871,083	129,873
Total Current Liabilities	13,242,799	9,386,613	3,856,186
Long-Term Liabilities			
Mortgage Payable	30,148,615	27,638,500	2,510,115
Line of Credit Payable	63,168,335	64,687,907	(1,519,573)
Sale/Leaseback Payable	25,000,000	25,000,000	-
Bonds Payable	14,950,000	14,950,000	_
Total Long-Term Liabilities	133,266,950	132,276,407	990,543
Total Liabilities	146,509,749	141,663,020	4,846,728
Members' Capital			
Members' Capital	(9,999,998)	(9,999,998)	-
Members' Capital Sub-Debt Interest	6,409,475	5,826,142	583,333
Development Fee Distributions	(1,505,879)	(1,381,925)	(123,954)
Retained Earnings	(16,305,028)	(16,305,028)	-
Current Year's Income (Loss)	(2,567,515)	=	(2,567,515)
Total Members' Capital	(23,968,945)	(21,860,809)	(2,108,136)
TOTAL LIABILITIES & MEMBERS' CAPITAL	122,540,804	119,802,211	2,738,592

## 04/22/09 09:04 AM

## **ERICKSON RETIREMENT COMMUNITIES**

## Kansas Campus Landowner Income Statement Mar, FY09

	Period Activity	Period Budget	Period Variance	Year-to-Date Actual	Year-to-Date Budget	Year-to-Date Variance
Departmental Expenses						
Development Administration	66,006	63,705	(2,301)	242,138	190,010	(52,127)
Construction Management Services	23,153	5,224	(17,929)	151,477	15,671	(135,805)
Administration	56,800	56,800		170,399	170,399	-
Marketing	196,808	250,022	53,213	511,344	750,065	238,721
Sales and Information	59,351	78,694	19,343	187,783	228,823	41,040
Information Services	16,550	16,550	-	49,650	49,650	2
Legal	4,839	4,839	-	14,518	14,518	0
Capitalized Costs	(226,699)		226,699	(815,963)		815,963
Net Departmental Expense	196,808	475,833	279,025	511,344	1,419,135	907,791
Other Operating Expenses						
Bank Charges/Other Fees	3,280	<u>~</u>	(3,280)	12,049		(12,049)
Depreciation	168,665	=	(168,665)	510,264		(510,264)
Amortization	53,165		(53,165)	159,494		(159,494)
Total Other Operating Expenses	225,110		(225,110)	681,807		(681,807)
Total Operating Expenses	421,918	475,833	53,915	1,193,151	1,419,135	225,984
Non-Operating Revenue						
Note Rec/Other Interest	51,375	*	51,375	155,203	*	155,203
Community Lease Revenue	129,824	-	129,824	369,883		369,883
Earned Inc-Nonrefund Dep	(31,040)		(31,040)	(31,040)		(31,040)
Total Non-Operating Revenue	150,159	-	150,159	494,046	-	494,046
Non-Operating Expenses						
Interest Expense LOC, net(Sub-debt)	67,502	:: <del>*</del> :	(67,502)	282,543		(282,543)
Mortgage Interest Expense	114,558	0225	(114,558)	324,087	-	(324,087)
Equity Partner Interest Expense	175,000	( <del>4</del> )	(175,000)	525,000	-	(525,000)
Bond Interest Expense	62,938	112	(62,938)	188,814	•	(188,814)
Additional Equity Partner	131,250	(2 <del>4</del> )	(131,250)	364,583		(364,583)
Financing Costs	175,152	-	(175,152)	181,592	-	(181,592)
Real Estate & Other Taxes	1,194	<u> </u>	(1,194)	1,791		(1,791)
Total Non-Operating Expenses	727,595	<u> </u>	(727,595)	1,868,410		(1,868,410)
NET INCOME (LOSS)	(999,353)	(475,833)	(523,520)	(2,567,515)	(1,419,135)	(1,148,380)

## **ERICKSON RETIREMENT COMMUNITIES**

# Kansas Campus Landowner Cash Flow Statement Mar, FY09

04/22/09 9:04 AM

	Period Activity	Year-to-Date
Cash Flows from Operating Activities:		
Net Income (Loss)	(999,353)	(2,567,515)
Adjustments to reconcile Net Income (Loss) to Net Cash (Used In) Provided by Operating Activities:		
Depreciation	168,665	510,264
Amortization	53,165	159,494
Changes in:		
Assets Limited as to Use	(393,018)	(738,813)
Current Liabilities	36,027	(90,450)
Interest Payable	385,327	468,900
ERC Short-Term Funding	1,143,357	3,438,457
Development Fees Payable	51,289	123,954
Intercompany	(10,758)	129,873
Net Cash (Used In) Provided by Operating Activities	434,700	1,434,164
Cash Flows from Investing Activities:		
CIP and Other Fixed Assets	(384,730)	(1,590,654)
Net Cash (Used In) Provided by Investing Activities	(384,730)	(1,590,654)
	,	, ,
Cash Flows from Financing Activities:		
Deferred Financing Costs	-	•
Community Note Receivable	(49,982)	(646,831)
Retainage Withheld (Released)	-	(52,426)
Mortgage Proceeds	1,056,812	2,510,115
Change in General Contractor Payable	(44,861)	(162,122)
Proceeds (Repay) LOC Sub-Debt	(635,677)	(1,519,573)
Members' Capital	-	-
Members' Drawing	(51,289)	(123,954)
Net Cash (Used In) Provided by Financing Activities	275,004	5,210
Change in Cash	327,956	425,457
Beginning Cash Balance	161,946	64,445
Ending Cash Balance	489,902	489,902

# CO Community Financial Statements

TCK
Comparative Balance Sheet
(in thousands)

	YTDMar FY09	YTDFeb FY09	Change	YTDDec FY08	Change
Assets	<del>.</del>				
Current Assets					
Cash	237	478	(242)	982	(746)
Accounts Receivable	73	135	(62)	63	9
Inventory	26	29	(3)	31	(5)
Prepaids	55	56	(2)	19	36
14100-Promissory Notes	59	147	(88)	59	-
Total Current Assets	449	845	(396)	1,154	(705)
Limited Use Cash and Investments					
Escrow Deposits	411	588	(177)	835	(424)
Restricted Fund Accounts	122	120	2	119	3
Total Limited Use Cash & Investments	533	708	(175)	954	(421)
Non-Current Assets					
Fixed Assets- Net	2,143	2,181	(37)	2,226	(82)
LT Mortgage & Note Receivables	30,149	29,092	1,057	27,639	2,510
Total Non-Current Assets	32,292	31,272	1,020	29,864	2,428
Total Assets	33,273	32,825	448	31,972	1,301
Liabilities					
Current Liabilities					
Accounts Payable and Accrued Liabilities	599	/524	75	505	93
Total Current Liabilities	599	524	75	505	93
Non-Current Liabilities		,			
Advance Deposits	409	/306	103	443	(34)
Capital	30,206	29,506	699	28,083	2,122
Amort of Capital	(899)	(832)	(67)	(703)	(196)
Long Term Liabilities	14,538	14,488	50	13,890	647
Total Non-Current Liabilities	44,253	43,468	785	41,714	2,540
Total Liabilities	44,852	43,992	860	42,219	2,633
Net Assets					
Unrestricted Net Assets	(10,312)	(10,312)	1 1	(4,622)	(5,689)
Temporarily Restricted	68	66	2	65	3
Current Year Increase (Decrease) In Net Assets_	(1,335)	(921)	(414)	(5,689)	4,354
Total Net Assets	(11,578)	(11,167)	(412)	(10,247)	(1,332)
Total Liabilities and Net Assets	33,273	32,825	448	31,972	1,301

TCK
Statement of Operations by Account
All LOB, All Entities
Mar, FY09
(in thousands)

	Mar		YTD(	Mar)	YTDDec	
	Actual	BudVar	Actual	BudVar	JanForecas J	anFcstVar
Operating Revenue						
Resident Monthly Fees	237	13	697	28	2,943	(2,246)
Departmental Revenues	62	(21)	184	(56)	882	(687)
Total Operating Revenue	299	(8)	881	(28)	3,825	(2,933)
Operating Expense						
Wages	198	48	617	89	2,275	1,687
Employee Benefits	51	5	179	(19)	504	330
Other Employee Expense	4	13	34	17	206	179
Contract Labor Expense	61	15	208	27	830	603
Supplies Expense	41	€4	115	14	568	432
Repairs and Maintenance Expense	10	(1)	33	т = 1	111	84
Professional Fee Expense	- 10	(4)	14	3	67	49
Purchased Services Expense	173	3	518	9	2,091	1,573
Resident Related_	0	0	4	(4)		(4)
Adminstrative Related Expense	3	2	16	(5)	41	46
Insurance	37	(30)	48	(27)	84	31
Utilities_	33	4	162	24	530	441
Rent and Lease Expense	1	(1)	1	(1)	. '5	(1)
684-Taxes	33	16	100	49	400	300
59200-Management Fees	12	(1)	35	(1)	147	101
Operating Reserve Expense	1	(1)	2	(2)		(2)
Other Expenses	-	27		81	274	274
Total Operating Expense	669	99	2,085	255	8,129	6,122
Operating Income	(369)	90	(1,204)	228	(4,304)	3,189
Non-Operating Income		11-11				
Investment Income	1	h1	4	4	rs le ei	4
47770-Amortization Income	67	6	196	16	814	(618)
Total Non-Operating Income	68	.7	200	20	814	(614)
Non-Operating Expense		No.				
Net Rent	15	0	46	1	186	141
Interest Expense	50	48	142	140	1,330	1,188
59950-FF&E Depreciation Expense	48	3	143	8	553	409
Total Non-Operating Expense	113	51	331	148	2,069	1,738
/5 est	3-1	- 7				
Increase (Decrease) in Net Assets	(414)	149	(1,335)	396	(5,559)	4,313

## TCK

# Statement of Operations by Account All LOB, All Entities

Mar, FY09 (in thousands)

## **Current Month Occupancy**

	Independent	Assisted Living	Skilled Nursing
Billed Units	118	#MISSING	#MISSING
Available Units	227	#MISSING	#MISSING
Occupancy %	52.2%	#MISSING	#MISSING

## YTD Payor Mix

	SNF T	otals	SN	NF %'s
	Operating Revenue	Resident Days	Opt Rev %'s	Resident Days%'s
Private	-	T- 11 T- 1	-	-
Medicare A	111111111111111111111111111111111111111	- 4 1		
Medicaid		-	-	-
Other Insurance			<u> </u>	
Total	-			•

## TCK Statement of Cash Flows Mar , FY09 (in thousands)

	Current	YTD
Cash Flows from Operating Activities		
Net Income	(414)	(1,335)
Adjustments to Reconcile Income		
Depreciation and Amortization Expense	48	143
Amortization Income	(67)	(196)
(Increase)/Decrease in Accounts Receivable	62	(9)
(Increase)/Decrease in Inventory	3	5
(Increase)/Decrease in Prepaid Expenses	2	(36)
Increase/(Decrease) in Accounts Payable and Accrued Liabilities	75	93
Net Cash Provided by Operating Activities	(292)	(1,335)
Cash Flows from Investing Activities		
(Increase)/Decrease in Short Term Notes	88	-
(Increase)/Decrease in Limited Use Cash and Investments	177	424
(Increase)/Decrease in Fixed Assets	(10)	(61)
(Increase)/Decrease in LT Mortgage & Note Receivables	(1,057)	(2,510)
Net Cash Used in Investing Activities	(802)	(2,146)
Cash Flows from Financing Activities		
Increase/(Decrease) in Advance Deposits	103	(34)
Increase/(Decrease) in Resident Deposits	699	2,122
Increase/(Decrease) in Long Term Liabilities	50	647
Net Cash Provided by Financing Activities	852	2,736
Increase (Decrease) in Cash	(242)	(746)
Aggregate Other Items to Reconcile Cash	•	=
Cash Beginning of Period	478	982
Cash End of Period	237	237

# Supplemental Information

## Kansas Campus, LLC Loan Covenant Compliance Summary

As of March 31, 2009

Satisfied
Pending
Not Met

**Reporting Covenants** 

Description		Status
Monthly-Landowner Financial Statements	Enclosed	Status
Monthly-Community Financial Statements	Enclosed	
Monthly-Community Marketing Reports	Enclosed	
Monthly-ERC Financial Statements/MD&A	Attached	
Monthly-Project Status Report	Enclosed	
Monthly-Compliance Letter	Enclosed	
2007 Audited Financial Statements	Delivered-Apr08	
2009 Community Budget	Delivered-Dec08	
2007 Tax Returns or Extensions (if applicable)*	Delivered-Oct08	
2008-09 Annual Insurance Certificates	Delivered-Nov08	

## Financial/Other Covenants

Description	Cove	Covenant		Covenant		Actual	Status
ERC Liquidity (in millions)	Minimum	\$	100.0	\$ 107.5			
Letter of Credit Sub-Limit (in millions)	Maximum	\$	7.0	 			
Working Capital Loan Sub-Limit (in millions)	Maximum	\$	30.0	\$ 13.7			
PTD Absorption/Month	Minimum		10.0	6.6			

<sup>\*</sup> Landowners which are Limited Liability Corporations (LLC's) do not file tax returns, these entities are consolidated with the Erickson Group Tax Filings

<sup>\*\*</sup>PNC has waived the PTD Absorption Covenant of 10 per month through April 30, 2009. Discussions are currently underway to determine the appropriate PTD Absorption amount.



## Covenant Compliance Letter

April 30, 2009

PNC Bank Two Hopkins Plaza Baltimore, Maryland 21201 Attention: Chip Woelper

RE: Kansas Campus/Tallgrass Creek, Inc.

## Ladies and Gentlemen:

This letter is submitted in connection with monthly financial statements required to be provided under section 8.3 of the Construction Loan Agreement dated April 3, 2007 (the "Loan Agreement") relating to Tallgrass Creek Retirement Community for the month ended March 31, 2009. To the best knowledge of the undersigned, who is Chief Financial Officer of the entities submitting such financial statements, no Default, with the exceptions noted below, as defined in the Loan Agreement, has occurred and is continuing, and no Event of Default, as defined in the loan agreement, has occurred. All original promissory notes evidencing advances under the Community Loan Documents have been delivered (or are being delivered herewith) to you.

## **Compliance Exceptions:**

Section 8.1 of the Loan Agreement with PNC requires a building to be substantially completed within certain parameters compared to the original project schedule. Buildings CB1.0 to RB2.1 must be completed within 90 days of the original projected date, buildings after RB2.1 must be completed within 6 months of the original project schedule date. Due to adjustments to the project schedule, Kansas Campus no longer meets this requirement. This covenant has been waived by PNC through April 30, 2009.

Section 9.1r of the Loan Agreement with PNC requires that once a Certificate of Occupancy is issued for one or more buildings the project must maintain a project-to-date average rate of 10 settlements per month. The project-to-date average settlements for Tallgrass Creek is currently below this requirement. This covenant has been waived by PNC through April 30, 2009, and discussions to determine an appropriate settlement rate for this project have been initiated.

Jeffrey A. Jacobson
Executive Vice President
& Chief Financial Officer

701 Maiden Choice Lane