

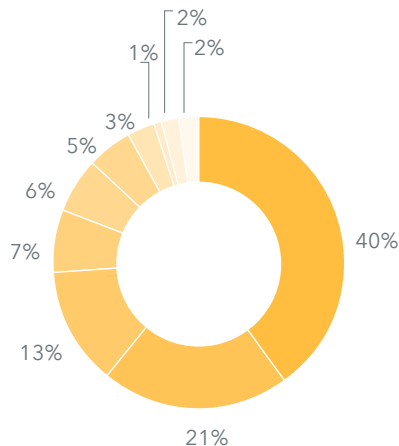
2021

Hebrew SeniorLife ended Fiscal Year 2021 with an operating cash flow deficit, as consolidated operating expenditures exceeded operating revenues by \$11.6 million. Despite this deficit, HSL's investment and cash reserves increased by \$40 million due to unplanned non-operating gains from portfolio and refinancing returns.

Operating revenues increased by 2.6% to \$250.5 million in FY2021, and earnings before interest, taxes, depreciation, and amortization (EBITDA) declined from \$23.1 million to \$15.6 million. The revenues reflect lower census due to the pandemic, and include approximately \$6.9 million of COVID-19 relief funding.

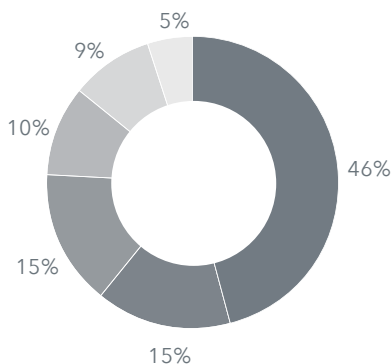
Operating expenses rose by 3.5% in FY2021 due to costs associated with the pandemic (personal protective equipment; COVID-19 testing) and higher labor costs due to staff shortages and pay adjustments to stay competitive within the market. Regular capital expenditures were higher by \$2 million as compared to the prior year, due to COVID-19 restrictions being lifted.

With respect to the investment pools plus cash reserves at HSL and affiliates, the aggregate balance remained strong, increasing from approximately \$203 to \$243 million due to the refinancing at Jack Satter House and portfolio returns well in excess of the organization's 5% targeted spend rate.



Operating Revenues (Cash Based) (\$000)

HSL Parent and HRC-Roslindale	\$96,832
HRC-Newbridge	51,379
NewBridge IL/AL	32,030
Orchard Cove	18,093
Center Communities of Brookline	14,967
Home & Community Based Services	13,405
Jack Satter House	7,746
Simon C. Fireman Community	3,569
Fundraising Receipts	5,588
COVID-19 Stimulus Funding	<u>6,891</u>
Total Operating Revenue	250,500



Operating Expenditures (Cash Based) (\$000)

Salaries and Benefits	\$120,901
Supplies	39,503
General and Administrative	40,242
Facility and Other Costs	25,541
Debt Service	23,870
Capital Expenditures	<u>12,012</u>
Total Operating Expenditures	262,069
Operating Cash Flow	(11,569)