

Top Concerns of Not-for-Profit Aging Services Providers

1

Competition

14,476

OF PROVIDERS IN THE US IN 2005

16,532

OF PROVIDERS IN THE US IN 2014

As the number of aging people in the US increases, so do the number of service providers. Staying competitive in the current market is a number one concern of providers.

2

Market Misalignment

Public perceptions about long-term care are not aligned with the programs offered by providers.



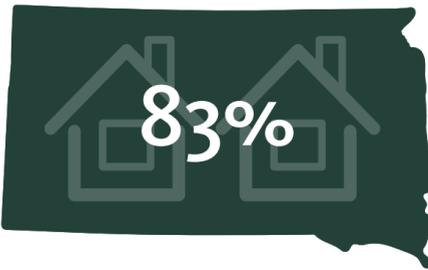
PERCENTAGE OF PEOPLE 40 YEARS OR OLDER WHO BELIEVE THAT IT IS EXTREMELY OR VERY LIKELY THAT THEY WILL NEED LONG-TERM CARE.



PERCENTAGE OF AMERICANS WHO REACH THE AGE OF 65 THAT WILL NEED SOME FORM OF LONG-TERM CARE.

3

Aging Infrastructure



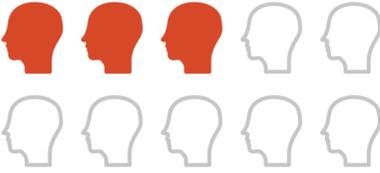
IN SOUTH DAKOTA, 83% OF NURSING HOMES ARE OVER 40 YEARS OLD

Trends in construction, technology and architecture have brought the need for improved infrastructure to the forefront for many providers.

4

Care Across the Continuum

People want to stay home and independent for as long as possible. This means providers offering a variety of options for care across the continuum.



THREE IN TEN AMERICANS 40 OR OLDER WOULD RATHER NOT THINK ABOUT GETTING OLDER AT ALL AND, WHEN PROMPTED TO THINK ABOUT IT, A MAJORITY WORRY ABOUT LOSING THEIR INDEPENDENCE.

5

Workforce

Recruiting and retaining quality people is an ongoing issue for aging services professionals.

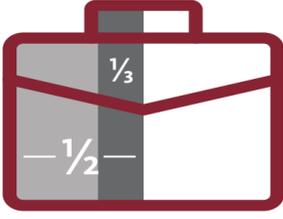


AN AVERAGE OF 7 PEOPLE PER SENIOR LIVING COMMUNITY ARE HIRED EVERY MONTH.

6

Succession Planning

Baby boomers are retiring, which means senior care organizations need to start developing internal talent and developing formal succession plans.



HALF OF ALL CEOs IN THE NOT-FOR PROFIT SECTOR PLAN TO LEAVE THEIR JOBS WITHIN THE NEXT FIVE YEARS...

BUT ONLY **ONE-THIRD** OF THOSE NOT-FOR PROFITS' BOARDS HAVE DEVELOPED AN EXECUTIVE SUCCESSION PLAN.

7

Lack of Resources

Reimbursement rates are being cut and private financing for new construction is tougher. This means providers are having to figure out how to do more with less.



IN 2011, NURSING HOMES LOST AT LEAST \$20 PER MEDICAID RESIDENT PER DAY NATIONWIDE.

Sources

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