

**From:** [Tina Bade](#)  
**To:** [Fick, Mackinzey](#)  
**Subject:** RE: CON 6145  
**Date:** Wednesday, September 25, 2024 1:01:22 PM  
**Attachments:** [image001.png](#)  
[Cedarhurst of Tesson Heights - Supplemental Request Clarifications.pdf](#)

---

Good Afternoon Mackinzey,  
Please see attached response to the additional information request.  
Thank you,

Tina Bade | Operations Manager

Direct: 314.884.3185

Mobile: 314.330.4856

Email: [tbade@dover-development.com](mailto:tbade@dover-development.com)

Address: 300 Hunter Avenue, Suite 200, St. Louis, MO 63124

Web: [www.Dover-Development.com](http://www.Dover-Development.com)



---

**From:** Fick, Mackinzey <Mackinzey.Fick@health.mo.gov>  
**Sent:** Tuesday, September 10, 2024 9:40 AM  
**To:** Tina Bade <tbade@dover-development.com>  
**Subject:** CON 6145  
**Importance:** High

Tina,

After review of the application, some additional information is needed.

- The project states adding beds to Tesson Heights location, however the title states the Arnold location. Please advise.
- The project description states 17 IL apartments will be converted to ALF. Provide an updated budget sheet with this amount.
- How many rooms will be private versus semi-private?
- The Utilization listed in Divider II, #12 and the Utilization listed on the Revenues & Expenses form do not match; these should match. Provide updated utilization if the revenues and expenses are correct or provide updated revenues and expenses if utilization is correct.
- Why was the newspaper article posted within the Arnold-Imperial Leader and not the St. Louis Post-Dispatch.
- The project is to add 29 ALF beds but the schematics show 27 ALF beds. Please advise.
- Provide a bank statement or auditors statement indicating sufficient unrestricted funds are available.
- Provide revenues/expenses and utilization for year 2027.
- Based on CON Survey submissions, utilization for year 2021 reflects 17,773, year 2022 reflects 12,678 and year 2023 reflects 18,519. This does not match the # provided in the application. Provide updated revenues and expenses forms if utilization is changed.

*\*The population, number of beds and need calculation have not been verified by staff. If there is a discrepancy, we will notify you.*

**This information is needed by Wednesday, September 25, 2024.**

*Mackinzey Fick*

Assistant Program Coordinator, Certificate of Need

Department of Health and Senior Services

920 Wildwood Drive, P.O. Box 570

Jefferson City, MO 65102

OFFICE: 573-751-6403

FAX: 573-751-7894

EMAIL: [mackinzey.fick@health.mo.gov](mailto:mackinzey.fick@health.mo.gov)

<http://health.mo.gov/information/boards/certificateofneed/index.php>

**CONFIDENTIAL & PRIVILEGED TRANSMISSION**

The message included with this e-mail and any attached document(s) contains information which may be confidential and/or privileged. If you are not the intended recipient, you are notified that any use, dissemination, distribution, or copying of the communication is strictly prohibited.

**Cedarhurst of Tesson Heights**  
CON Project #6145 RS  
Supplemental Information Submitted on 9/25/24

1. The project states adding beds to Tesson Heights location; however the title states the Arnold location. Please advise.

**Response:** Please see updated cover sheet with the corrected title.

2. The project description states 17 IL apartments will be converted to ALF. Provide an updated budget sheet with this amount.

**Response:** An updated budget sheet is attached which includes the appraised value of the IL apartments. An appraisal is attached to this submittal.

The appraised value is calculated as follows:

Total appraised value of Tesson Heights community: \$39,720,000

Total number of units: 179

Value per unit: \$221,899

\$221,899 x 17 units = **\$3,772,283**

3. How many rooms will be private versus semi-private?

**Response:** All rooms will be private rooms; however, the Community is requesting (2) beds in the following units in order to accommodate spousal or otherwise cohabitating residents: 234, 235, 236, 237, 238, 239, 244, 245, 246, 247, 248, 249.

4. The Utilization listed in Divider II, #12 and the Utilization listed on the Revenues & Expenses form do not match; these should match. Provide updated utilization if the revenues and expenses are correct or provide updated revenues and expenses if utilization is correct.

**Response:** Updated utilization projections are below:

2024: 78% (Figures 63 licensed units available)

2025: 82%

2026: 93%

2027: 95%

5. Why was the newspaper article posted within the Arnold-Imperial Leader and not the St. Louis Post-Dispatch.

**Response:** A public notice was published in the 9/23/2024 edition of the St. Louis Post-Dispatch. Confirmation is attached to this submittal.

6. The project is to add 29 ALF beds but the schematics show 27 ALF beds. Please advise.  
**Response:** The schematics incorrectly listed units 234 & 235 with (1) bed each. The updated schematic is attached to this response showing (2) beds in each of those units.
7. Provide a bank statement or auditor's statement indicating sufficient unrestricted funds are available.  
**Response:** A bank statement is attached to this submittal.
8. Provide revenues/expenses and utilization for year 2027.
9. **Response:** Form MO 580-1865 for year 2027 is attached to this submittal.
10. Based on CON Survey submissions, utilization for year 2021 reflects 17,773, year 2022 reflects 12,678 and year 2023 reflects 18,519. This does not match the # provided in the application. Provide updated revenues and expenses forms if utilization is changed.  
**Response:** It appears that the utilization was incorrectly reported for years 2021 – 2023 by the Community's administrator. The numbers provided in the application were pulled from Cedarhurst's accounting program, which is accurate. The administrator has been instructed to request this report for future submissions to ensure accuracy.

## **Attachments**

1. Updated Cover Sheet
2. Updated Budget (Form MO 580-1863)
3. Appraisal – Cedarhurst of Tesson Heights
4. Proof of Public Notice – St. Louis Post Dispatch
5. Updated Schematic
6. Cedarhurst of Tesson Heights Operator, LLC - Bank Statement
7. Form MO 580-1865 for year 2027
8. Utilization Detail

# **CERTIFICATE OF NEED APPLICATION**

## **CEDARHURST OF TESSON HEIGHTS**

St. Louis, Missouri

Add twenty-nine (29) ALF beds to Cedarhurst of Tesson  
Heights

Project # 6145 RS

Submitted to

Missouri Health Facilities Review Committee

on

September 6, 2024



Certificate of Need Program

**PROPOSED PROJECT BUDGET**

**Description**

**Dollars**

**COSTS:\***

*(Fill in every line, even if the amount is "\$0".)*

1. New Construction Costs ***	\$0
2. Renovation Costs ***	\$0
<b>3. Subtotal Construction Costs</b> (#1 plus #2)	<b>\$0</b>
4. Architectural/Engineering Fees	\$0
5. Other Equipment (not in construction contract)	\$0
6. Major Medical Equipment	\$0
7. Land Acquisition Costs ***	\$0
8. Consultants' Fees/Legal Fees ***	\$7,500
9. Interest During Construction (net of interest earned) ***	\$0
10. Other Costs ***	\$3,772,283
<b>11. Subtotal Non-Construction Costs</b> (sum of #4 through #10)	<b>\$3,779,783</b>
<b>12. Total Project Development Costs</b> (#3 plus #11)	<b>\$3,779,783 **</b>

**FINANCING:**

13. Unrestricted Funds	\$7,500
14. Bonds	
15. Loans	
16. Other Methods (specify)	
<b>17. Total Project Financing</b> (sum of #13 through #16)	<b>\$7,500 **</b>

18. New Construction Total Square Footage	0
19. New Construction Costs Per Square Foot *****	\$0
20. Renovated Space Total Square Footage	0
21. Renovated Space Costs Per Square Foot *****	\$0

\* Attach additional page(s) detailing how each line item was determined, including all methods and assumptions used. Provide documentation of all major costs.

\*\* These amounts should be the same.

\*\*\* Capitalizable items to be recognized as capital expenditures after project completion.

\*\*\*\* Include as Other Costs the following: other costs of financing; the value of existing lands, buildings and equipment not previously used for health care services, such as a renovated house converted to residential care, determined by original cost, fair market value, or appraised value; or the fair market value of any leased equipment or building, or the cost of beds to be purchased.

\*\*\*\*\* Divide new construction costs by total new construction square footage.

\*\*\*\*\* Divide renovation costs by total renovation square footage.



February 16, 2023

File Reference: 205-2023-0021

Ms. Shannon Burgett  
REVTECH Administration Team  
Regions Bank  
P O Box 11007  
Birmingham, Alabama 35288

RE: An Appraisal Report  
Cedarhurst Tesson Heights  
12335 West Bend Drive  
Saint Louis, Saint Louis County, Missouri 63128  
Regions Bank File Number: # 23-000060-01-01

Dear Ms. Burgett:

In accordance with the signed engagement contract dated January 19, 2023 (shown as Exhibit A in this report), we have appraised Cedarhurst Tesson Heights, an existing 178-unit, 178-bed, month-to-month independent living and assisted living facility consisting of: 115 month-to-month independent living units and 63 assisted living units.

The purpose of the appraisal is to estimate the "as is" and prospective "as stabilized" market values for the going concern including the fee simple interest in the real estate, subject to short-term residency agreements.

It is our understanding that the intended use of this appraisal is for loan underwriting and/or credit decisions by Regions Bank. This report and its contents are solely for the intended use, and it should not be relied upon for any other purpose. Otherwise, neither the whole nor any part of this appraisal or any reference thereto may be included in any document, statement, appraisal, or circular without our explicit, prior written approval of the form and context in which it appears.

Our analyses, opinions, and conclusions were developed, and this report has been prepared, in conformity with:

- The Uniform Standards of Professional Appraisal Practice of the Appraisal Foundation,
- The requirements of the Code of Professional Ethics and Standards of Professional Practice of the Appraisal Institute
- Title XI of the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 (FIRREA).
- The appraisal guidelines or scope of work in the client's engagement letter shown in the Addenda of this report.

On February 19, 2021, The Appraisal Foundation's Appraisal Standards Board (ASB) announced that the current edition of the Uniform Standards of Professional Appraisal Practice



(USPAP) would be extended by one year. The 2020-2021 USPAP will now be effective until December 31, 2023.

This appraisal is not based upon a requested minimum or maximum valuation, a specific valuation, the approval of a loan or any prearranged condition that warrants a bias.

Based on the data, analyses and conclusions presented in the attached report, it is our opinion that the "as is" and prospective "as stabilized" market values for the going concern and allocated value, are as follows.

**Summary Of Values**

Value Premise	As Is Going Concern, Fee Simple	Prospective Stabilized Going Concern, Fee Simple
Total Real Estate	\$38,300,000	\$40,830,000
Tangible Personal Property (FF&E)	\$600,000	\$590,000
Intangible Asset	\$820,000	\$3,280,000
Total Value	\$39,720,000	\$44,700,000


Effective Date January 25, 2023 February 1, 2024

The accompanying prospective financial analysis is based on assumptions and opinions developed in connection with the appraisal. However, some assumptions inevitably will not materialize, and unanticipated events and circumstances will occur. The actual results achieved during the holding period will vary from our forecasts, and these variations may be material. We have not been engaged to evaluate the effectiveness of management, and we are not responsible for management's actions such as the quality of care or marketing efforts.

A copy of this report, together with the field data from which it was prepared, is retained in our files. These data are available for your inspection upon request.

Respectfully submitted,  
**Integra – Healthcare & Senior Housing**

  
By: James K. Tellatin, MAI  
Senior Managing Director  
Missouri Certified General Real Estate Appraiser  
# RA001467

  
Hollis C. Taggart  
Senior Analyst  
Missouri Certified General Real Estate Appraiser  
# 2022045793



# CLASSIFIED

## Help Wanted

Construction bid notice:  
New Construction, Seeking GC for a 7400' storm shelter/classroom addition, 11/24-7/25. Marshall Cohen, Lift For Life Academy @ 314-436-2337 x203 mcohen@liftforlifeacademy.org Bid deadline Oct 4th noon, no exceptions. The school plans to select the lowest responsive bid, provided the school reserves the right to waive irregularities, reject any or all proposals and award the contract in the school's best interest.

## Public Notices

By: /s/ LISA A BAKER, Deputy Clerk  
Bill: HOLLY A. MARCUM KEITH SHORT AND ASSOCIATES PC 325 MARKET STREET ALTON, IL 62002

### PUBLIC NOTICE

Cedarhurst of Tesson Heights Operator, LLC ("Cedarhurst") seeks a Certificate of Need from the Missouri Health Facilities Review Committee to add twenty-nine (29) ALF beds to its assisted living and memory care facility, which is located at 12335 W Bend Dr., St. Louis, MO 63128. Cedarhurst's application (Project No. 6145 RS) was filed on September 6, 2024. Please address all comments to: lbade@doover-development.com.

## Public Notices

### NOTICE OF HEARING OF PETITION TO DETERMINE HEIRS OF DECEDENT

In Re: JOSEPH W HITTLER  
Date: September 4, 2024  
Deceased No. 24SL-PR02638

To all persons known or believed to claim any interest in the property, real or personal of JOSEPH W HITTLER, the above named decedent, including any unknown heirs:

A petition has been filed in the Probate Division of the Circuit Court, St. Louis County, Missouri, under the provisions of Section 473.663 RSMo 1978 asking the court to determine the heirs of the above named decedent who, according to the petition, died on the 06-JUN-2010. The petition states that the decedent left property having a value of \$UNKNOWN and that the heirs of the decedent, their relationships to the decedent, and their addresses are as follows:

- MARY E. HITTLER, SPOUSE, 1615 S. ROCK HILL RD., ST. LOUIS, MO 63119
- ELIZABETH O'LEARY, DAUGHTER, 364 JEFFERSON ST., ST. LOUIS, MO 63119
- CHRISTINE CLUNE, DAUGHTER, 1224 WEST 69TH ST., KANSAS CITY, MO 64113
- JOSEPH W. HITTLER, II, SON, 1615 S. ROCK HILL RD., ST. LOUIS, MO 63119
- TIMOTHY HITTLER, SON, 9163 WENBLEY WOODS DR., ST. LOUIS, MO 63126

All persons who claim an interest in the property of the decedent as an heir or through an heir are hereby notified to appear in the Probate Division of the Circuit Court of St. Louis County, Missouri, Fifth Floor, 105 South Central Avenue, Clayton, Missouri 63105, on OCTOBER 28, 2024 at 11:30 A.M. or be ever barred from asserting an interest.

Date of first publication:  
SEPTEMBER 16, 23, 30,  
OCTOBER 7, 2024

JOAN M. GILMER, CIRCUIT CLERK  
Probate Division, Circuit Court  
St. Louis County, Missouri

To Whom It May Concern: Notice is hereby given that by an order of the Circuit Court of the County of St. Louis City, Missouri, Division 16, Case No. 2422-FC01264 made entered on the record on 08/19 /2024, the name of Jeffery Scott Young Hampton was changed to Jeffery Scott Young.

## Bids and Proposals

The St. Louis County Library is accepting IFB's for Managed Detection and Response (MDR) Services. For instructions, please visit the Library's website (<http://www.slcl.org/about/bid-opportunities>). Proposals are due no later than 1:00 P.M. C.T., on October 16, 2024. The Library reserves the right to reject any and all bids and to waive formalities in the best interest of the district.

The St. Louis County Library is accepting IFB's for Managed Detection and Response (MDR) Services. For instructions, please visit the Library's website (<http://www.slcl.org/about/bid-opportunities>). Proposals are due no later than 1:00 P.M. C.T., on October 16, 2024. The Library reserves the right to reject any and all bids and to waive formalities in the best interest of the district.

\*Sealed Proposals for B24-1232 Academic Program Marketing Services will be received at Lincoln University Purchasing Dept 1002 Chestnut St, RM 101 Shipping & Receiving Bldg., JC, MO 65101 until 2PM CT on 10/02/2024. Download Proposal Request at <https://www.lincoln.edu/about-lincoln/purchasing/bid-information/index.html>

ST. LOUIS POST-DISPATCH

Support Our Local Businesses

## SERVICE DIRECTORY

Want your business placed below?

Call: 314-621-6666 or visit: [www.stltoday.com/place\\_an\\_ad/](http://www.stltoday.com/place_an_ad/)

**Trees Trimmed & Removed**  
**GILLS TREE SERVICE**  
• Stone Retaining Walls  
• Stump Grinding  
• Full Insured  
**(636) 274-1378**  
[GillsTrees.com](http://GillsTrees.com)

**JON'S AFFORDABLE HOME REPAIR**  
Electrical, Carpentry, Flooring, Windows, Plumbing, Painting, Tile & Lots More!  
Quality Guaranteed!  
Reasonable, Insured, References.  
No Job Too Small!  
**314-205-1555**  
[jonsaffordablehomerepair.com](http://jonsaffordablehomerepair.com)

EST. 1916  
**LINEK PLUMBING COMPANY**  
OVER 100 YEARS OF QUALITY SERVICE  
• Repairs • Backflow Devices  
• Remodeling • Water Service Lines  
• Water Heaters • Sewer & Drain  
• Softeners  
**(314) 962-0956**  
[LinekPlumbing.com](http://LinekPlumbing.com)

**MIRELLI TUCKPOINTING LLC**  
Family Owned and Operated  
In Service Since 1991  
Complete houses, spot pointing with color match, chimney, repair/rebuilds, brick/stone repair, foundation repair.  
FREE ESTIMATES  
**314-645-1387**  
[MIRELLITUCKPOINTING.COM](http://MIRELLITUCKPOINTING.COM)

**THE YARD GUY**  
Flower Bed Maintenance  
We Pull Weeds!  
Call or Text  
636-358-8800  
We Are the Grounds Keepers!

**Berkel Sheet Metal Co.**  
Fabrication/Installation of Copper Gutters, Spouts, Counter Flashing, Bay Roofs, Gutter Screening  
Free Estimates • Licensed Insured • BBB A+ Accredited  
**314-781-2702**  
[berkelsheetmetal@yahoo.com](mailto:berkelsheetmetal@yahoo.com)

**Meyer TREE SERVICE**  
Complete Residential & Commercial Tree Service  
Tree Pruning & Removal, Plant Healthcare Program, Deadwooding, Stump Grinding, Deep Root Fertilization, Cabling & Storm Cleanup.  
ISA Certified Arborists  
Brad Meyer MW-5286A  
Doug Beckmann MW-5755A  
Teresa Hessel MW-5754A  
Free Estimates • Fully Insured  
314-426-2911  
[Meyertreecare.com](http://Meyertreecare.com)

**TIME FOR SOME HARD WORK**  
YARD WORK  
• Drainage solutions  
• Leaf and tree debris removal  
• Gutter cleaning  
• Flower bed clean-up  
• Mulching  
• Plant trees, shrubs, flowers  
• Stone work  
• Landscape Design  
For Free Estimates call  
Keith 314-422-0241 / Drew 314-406-7087  
[hwyardworks@gmail.com](mailto:hwyardworks@gmail.com) / Since 2001

**BAUMANN TREE**  
Professional Service of an Affordable Price  
Tree Trimming, Removals, Deadwooding, Reduction, and Stump Grinding. Year Round Service. Insured. ISA Certified Arborist on Staff.  
Call Michael Baumann  
**636-375-2812**  
for a free estimate & property inspection. You'll be glad you called!

**A&J DRAIN SERVICES LLC**  
SEWER & DRAIN CLEANING  
CAMERA/LOCATING  
& HYDROFLUSHING  
**314-974-3048**

**Advertise Your Business**  
Call: 314-621-6666

**MIRELLI TUCKPOINTING LLC**  
Family Owned and Operated  
In Service Since 1991  
Complete houses, spot pointing with color match, chimney, repair/rebuilds, brick/stone repair, foundation repair.  
FREE ESTIMATES  
**314-645-1387**  
[MIRELLITUCKPOINTING.COM](http://MIRELLITUCKPOINTING.COM)

**M&P LANDSCAPING**  
314-426-8833  
Complete Lawn Maintenance for Residential & Commercial  
Mulching, Edging, Mowing, Turf Maintenance, Planting, Sodding, Seeding, Weeding, Pruning, Trimming, Bed Maintenance, Dethatching, Leaf & Gumball Cleanup, Brush Removal, Retaining Walls, Paver Patios & Drainage Solutions  
Licensed Landscape Architect & Designer  
Member of BBB  
For a Free Estimate  
Call 314-426-8833  
[www.mplandscapingstl.com](http://www.mplandscapingstl.com)

**ST. LOUIS ORNAMENTAL & TURF**  
\*Fertilizing  
\*Weed Control  
\*Insect Control  
**TREES\*SHRUBS\*GRASS**  
Licensed and Insured  
ISA Certified Arborists on staff  
**314-492-9333**  
[info@STLort.com](mailto:info@STLort.com)  
free estimates

Licensed Bonded Insured  
**- Fielder -**  
Commercial Residential Industrial  
**Electrical Services, Inc.**  
314-773-4955 or 314-966-3388 • [www.fielderelectricalservices.com](http://www.fielderelectricalservices.com)  
Residential  
Fielder is highly skilled in knob & tube wiring and aluminum wiring upgrades. We are specialists in older and existing structures.  
CONTACT US TODAY FOR AN APPOINTMENT  
If it can be wired, we can wire it.  
Commercial: Tenant finishes, churches, sporting complexes, restaurants, senior care facility, and parking lot lighting, etc.  
Industrial: Fielder has the skills, knowledge and equipment to handle industrial work including new industrial construction, warehouse lighting, large machinery, and data wiring.  
Need An Electrician? \$20.00 off. Any electrical job of \$75.00 or more.

**All Types Tuckpointing**  
Family Owned Since 1969  
Brick & stone, custom color pool caulking, drive-way power washing & caulking.  
All credit cards accepted. No deposit required, A+BBB rating, Angie's List 2011, 2017 and 2020 Service Award Recipient.  
**DAN MILBOURN CONSTRUCTION**  
314-772-0190  
[danmilbourneconstruction.com](http://danmilbourneconstruction.com)  
No Job Too Small  
• Residential, Commercial  
Insured for your protection

**JOIN THE CONVERSATION**  
Share your thoughts on topics and issues that are important to you.  
[STLtoday.com/sendletter](http://STLtoday.com/sendletter)  
ST. LOUIS POST-DISPATCH

Continue the fun online:  
[STLtoday.com/puzzles](http://STLtoday.com/puzzles)  
ST. LOUIS POST-DISPATCH

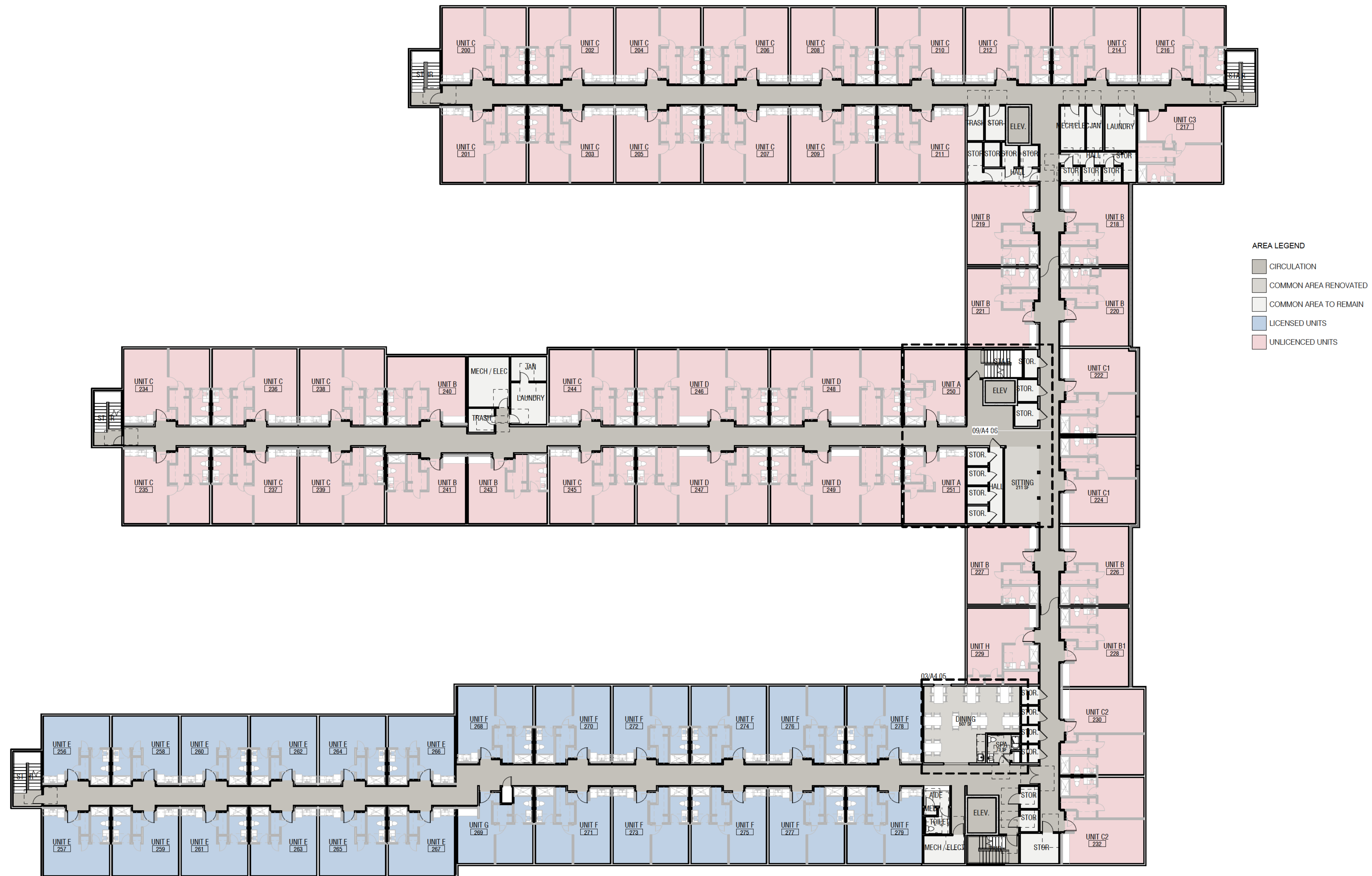
**GET CONNECTED FIND ANSWERS**  
ST. LOUIS POST-DISPATCH  
STAY IN TOUCH

Winning submissions will receive \$250 and be featured monthly in the St. Louis Post-Dispatch and on STLtoday.

**NOMINATE YOUR FAVORITE TEACHER**  
(a teacher appreciation contest)  
PRESENTED BY  
**EELCO**  
CHEVROLET • CADILLAC  
WHERE CUSTOMERS ARE FIRST AND CARS ARE SECOND TO NONE  
Nominate a teacher at [STLtoday.com/contests](http://STLtoday.com/contests)



ARCHITECTURE & DESIGN  
 600 Emerson Road Suite 401 · St. Louis · MO · 63141  
 p:314.521.0123 · f:314.521.0122 · www.vesselarchitecture.com



SEAL

NOT FOR CONSTRUCTION

BRIAN VAN WINKLE

#	DATE	SUBMISSION
1	02.08.2021	CON SUBMITTAL

CEDARHURST OF  
 TESSON HEIGHTS  
 12335 W Bend Dr  
 St. Louis, MO 63128

OVERALL LEVEL 2

A1.30



Mailstop 1170103D  
 P.O. Box 419226  
 Kansas City, MO 64141-6226

Statement Period Start: August 1, 2024  
 Statement Period End: August 31, 2024  
 Page 1 of 10

RETURN SERVICE REQUESTED

00000034 TUMBDS01083124025127 22 000000000 0012310 010



CEDARHURST OF TESSON HEIGHTS OPERATOR  
 LLC  
 300 HUNTER AVE STE 200  
 SAINT LOUIS MO 63124-2064

**CUSTOMER SERVICE**



**Customer Service Phone:**  
 1.866.204.3913



**Written Inquiries:**  
 UMB Bank, n.a.  
 P.O. Box 419226  
 Kansas City, MO 64141-6226



**UMB.com**

00000034 0075061 0001-0010

Gain knowledge, and better understand ways to improve fraud detection and prevention.

Visit our Fraud Prevention Resource Center at [UMB.com/Fraud-Risk-Management](https://UMB.com/Fraud-Risk-Management)




**COMMERCIAL CHECKING**

Account Number: 

Account Title(s): CEDARHURST OF TESSON HEIGHTS OPERATOR LLC

Account Summary



<b>Beginning Balance as of 08/01/2024</b>	<b>\$307,649.18</b>	Total Days in Statement Period	31
+ Deposits and Credits (30)	\$713,718.19		
- Withdrawals and Debits (82)	\$816,220.04		
- Service Charges and Fees	\$0.00		
<b>Ending Balance as of 08/31/2024</b>	<b>\$205,147.33</b>		



**SERVICE-SPECIFIC REVENUES AND EXPENSES****Project Title:** Cedarhurst of Tesson Heights**Project #:** 6145 RS**Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion**

Use an individual form for each affected service with a sufficient number of copies of this form to cover entire period, and fill in the years in the appropriate blanks.

	2027	Year	Year
<b>Amount of Utilization:*</b>	27,820	_____	_____
<b>Revenue:</b>			
Average Charge**	\$161	_____	_____
Gross Revenue	\$4,479,020	\$0	\$0
Revenue Deductions	122,573	_____	_____
Operating Revenue	4,356,447	0	0
Other Revenue	1,574,412	_____	_____
<b>TOTAL REVENUE</b>	<b>\$5,930,859</b>	<b>\$0</b>	<b>\$0</b>
<b>Expenses:</b>			
Direct Expenses			
Salaries	1,654,947	_____	_____
Fees	295,221	_____	_____
Supplies	188,657	_____	_____
Other	814,851	_____	_____
<b>TOTAL DIRECT</b>	<b>\$2,953,676</b>	<b>\$0</b>	<b>\$0</b>
Indirect Expenses			
Depreciation	351,804	_____	_____
Interest***	696,751	_____	_____
Rent/Lease	0	0	0
Overhead****	0	0	0
<b>TOTAL INDIRECT</b>	<b>\$1,048,555</b>	<b>\$0</b>	<b>\$0</b>
<b>TOTAL EXPENSES</b>	<b>\$4,002,231</b>	<b>\$0</b>	<b>\$0</b>
<b>NET INCOME (LOSS):</b>	<b>\$1,928,628</b>	<b>\$0</b>	<b>\$0</b>

\*Utilization will be measured in "patient days" for licensed beds, "procedures" for equipment, or other appropriate units of measure specific to the service affected.

\*\*Indicate how the average charge/procedure was calculated.

\*\*\*Only on long term debt, not construction.

\*\*\*\*Indicate how overhead was calculated.

**From:** [Tina Bade](#)  
**To:** [Fick, Mackinzey](#)  
**Subject:** RE: CON 6145  
**Date:** Thursday, October 10, 2024 12:52:26 PM  
**Attachments:** [image001.png](#)  
[Cedarhurst of Tesson Heights - Supplemental Request Clarifications 10.10.24.pdf](#)

---

Mackinzey,  
Please find attached response to your questions below.  
Thank you,

**Tina Bade | Operations Manager**

**Direct:** 314.884.3185  
**Mobile:** 314.330.4856  
**Email:** [tbade@dover-development.com](mailto:tbade@dover-development.com)  
**Address:** 300 Hunter Avenue, Suite 200, St. Louis, MO 63124  
**Web:** [www.Dover-Development.com](http://www.Dover-Development.com)



---

**From:** Fick, Mackinzey <[Mackinzey.Fick@health.mo.gov](mailto:Mackinzey.Fick@health.mo.gov)>  
**Sent:** Thursday, October 3, 2024 2:53 PM  
**To:** Tina Bade <[tbade@dover-development.com](mailto:tbade@dover-development.com)>  
**Subject:** RE: CON 6145

Tina,

Thank you for this information. After review, I have a few additional questions.

- The Utilization listed in Divider II, #12 and the Utilization listed on the Revenues & Expenses form do not match; these should match. Provide updated utilization if the revenues and expenses are correct or provide updated revenues and expenses if utilization is correct.
- I am still unable to verify the schematics. Please advise.
- Provide updated CON submissions for years 2021, 2022, and 2023 since they were reported incorrectly.

*\*The population, number of beds and need calculation have not been verified by staff. If there is a discrepancy, we will notify you.*

**This information is needed by Thursday, October 10, 2024.**

*Mackinzey Fick*

Assistant Program Coordinator, Certificate of Need

Department of Health and Senior Services  
920 Wildwood Drive, P.O. Box 570  
Jefferson City, MO 65102  
OFFICE: 573-751-6403  
FAX: 573-751-7894  
EMAIL: [mackinzey.fick@health.mo.gov](mailto:mackinzey.fick@health.mo.gov)  
<http://health.mo.gov/information/boards/certificateofneed/index.php>

---

**From:** Tina Bade <[tbade@dover-development.com](mailto:tbade@dover-development.com)>  
**Sent:** Wednesday, September 25, 2024 12:57 PM  
**To:** Fick, Mackinzey <[Mackinzey.Fick@health.mo.gov](mailto:Mackinzey.Fick@health.mo.gov)>  
**Subject:** RE: CON 6145

Good Afternoon Mackinzey,  
Please see attached response to the additional information request.  
Thank you,

**Tina Bade | Operations Manager**

**Direct:** 314.884.3185  
**Mobile:** 314.330.4856  
**Email:** [tbade@dover-development.com](mailto:tbade@dover-development.com)  
**Address:** 300 Hunter Avenue, Suite 200, St. Louis, MO 63124  
**Web:** [www.Dover-Development.com](http://www.Dover-Development.com)



---

**From:** Fick, Mackinzey <[Mackinzey.Fick@health.mo.gov](mailto:Mackinzey.Fick@health.mo.gov)>  
**Sent:** Tuesday, September 10, 2024 9:40 AM  
**To:** Tina Bade <[tbade@dover-development.com](mailto:tbade@dover-development.com)>  
**Subject:** CON 6145  
**Importance:** High

Tina,

After review of the application, some additional information is needed.

- The project states adding beds to Tesson Heights location, however the title states the Arnold location. Please advise.
- The project description states 17 IL apartments will be converted to ALF. Provide an updated budget sheet with this amount.
- How many rooms will be private versus semi-private?
- The Utilization listed in Divider II, #12 and the Utilization listed on the Revenues & Expenses form do not match; these should match. Provide updated utilization if the revenues and expenses are correct or provide updated revenues and expenses if utilization is correct.
- Why was the newspaper article posted within the Arnold-Imperial Leader and not the St. Louis

Post-Dispatch.

- The project is to add 29 ALF beds but the schematics show 27 ALF beds. Please advise.
- Provide a bank statement or auditors statement indicating sufficient unrestricted funds are available.
- Provide revenues/expenses and utilization for year 2027.
- Based on CON Survey submissions, utilization for year 2021 reflects 17,773, year 2022 reflects 12,678 and year 2023 reflects 18,519. This does not match the # provided in the application. Provide updated revenues and expenses forms if utilization is changed.

*\*The population, number of beds and need calculation have not been verified by staff. If there is a discrepancy, we will notify you.*

**This information is needed by Wednesday, September 25, 2024.**

*Mackinzey Fick*

Assistant Program Coordinator, Certificate of Need

Department of Health and Senior Services

920 Wildwood Drive, P.O. Box 570

Jefferson City, MO 65102

OFFICE: 573-751-6403

FAX: 573-751-7894

EMAIL: [mackinzey.fick@health.mo.gov](mailto:mackinzey.fick@health.mo.gov)

<http://health.mo.gov/information/boards/certificateofneed/index.php>

**CONFIDENTIAL & PRIVILEGED TRANSMISSION**

The message included with this e-mail and any attached document(s) contains information which may be confidential and/or privileged. If you are not the intended recipient, you are notified that any use, dissemination, distribution, or copying of the communication is strictly prohibited.



**Cedarhurst of Tesson Heights**

CON Project #6145 RS

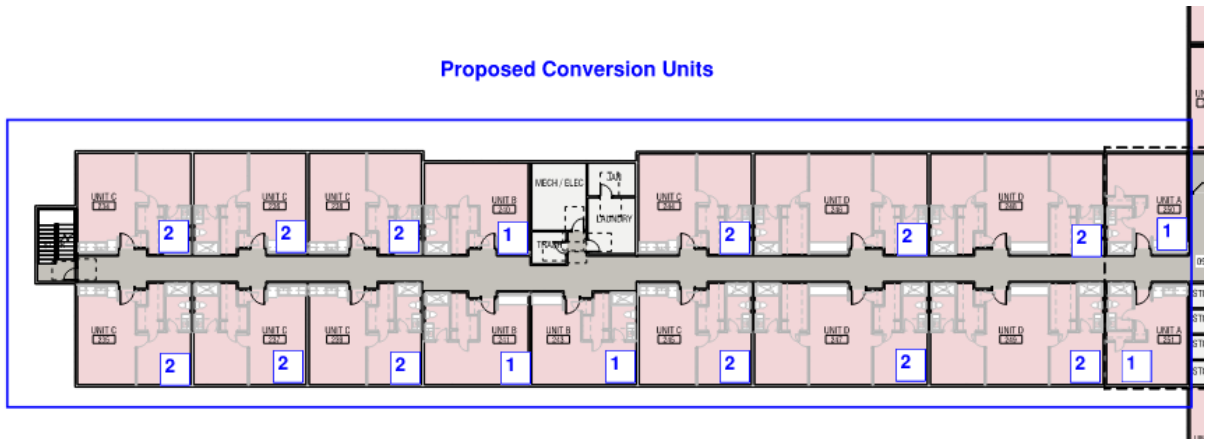
Supplemental Information Submitted on 10/10/24

1. The Utilization listed in Divider II, #12 and the Utilization listed on the Revenues & Expenses form do not match; these should match. Provide updated utilization if the revenues and expenses are correct or provide updated revenues and expenses if utilization is correct.  
**Response:** Updated utilization rates are below. Updated revenues and expenses worksheets are attached to this submittal.

<b>Bed Utilization</b>			
		Beds	Total Days
2021 Utilization	15911	79	28835
<b>2021 % Utilization</b>	<b>55%</b>		
2022 Utilization	16900	79	28835
<b>2022 % Utilization</b>	<b>59%</b>		
2023 Utilization	18443	79	28835
<b>2023 % Utilization</b>	<b>64%</b>		
2024 Utilization	22265	79	28835
<b>2024 % Utilization</b>	<b>77%</b>		
2025 Utilization	29200	108	39420
<b>2025 % Utilization</b>	<b>74%</b>		
2026 Utilization	31755	108	39420
<b>2026 % Utilization</b>	<b>81%</b>		
2027 Utilization	31755	108	39420
<b>2027 % Utilization</b>	<b>81%</b>		

2. I am still unable to verify the schematics. Please advise.

**Response:** Please see below schematic showing the correct number of beds.



3. Provide updated CON submissions for years 2021, 2022, and 2023 since they were reported incorrectly.

**Response:** CON submissions are attached to this submittal. These were pulled from our accounting software (Yardi).

## **Attachments**

1. Amended Historical Revenues & Expenses (Years 2021 – 2023)
2. Amended Revenues & Expenses Projections (Years 2024 – 2027)
3. Updated CON Submissions (Years 2021 – 2023)



# SERVICE-SPECIFIC REVENUES AND EXPENSES

**Project Title:**

**Project #:**

## Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

<i>Use an individual form for each affected service with a sufficient number of copies of this form to cover entire period, and fill in the years in the appropriate blanks.</i>	<b>Year</b>	_____	_____	_____
--	-------------	-------	-------	-------

<b>Amount of Utilization:*</b>			
--------------------------------	--	--	--

**Revenue:**

Average Charge**			
------------------	--	--	--

Gross Revenue			
---------------	--	--	--

Revenue Deductions			
--------------------	--	--	--

Operating Revenue			
-------------------	--	--	--

Other Revenue			
---------------	--	--	--

<b>TOTAL REVENUE</b>			
----------------------	--	--	--

**Expenses:**

Direct Expenses			
-----------------	--	--	--

Salaries			
----------	--	--	--

Fees			
------	--	--	--

Supplies			
----------	--	--	--

Other			
-------	--	--	--

TOTAL DIRECT			
--------------	--	--	--

Indirect Expenses			
-------------------	--	--	--

Depreciation			
--------------	--	--	--

Interest***			
-------------	--	--	--

Rent/Lease			
------------	--	--	--

Overhead****			
--------------	--	--	--

TOTAL INDIRECT			
----------------	--	--	--

<b>TOTAL EXPENSES</b>			
-----------------------	--	--	--

<b>NET INCOME (LOSS):</b>			
---------------------------	--	--	--

\*Utilization will be measured in "patient days" for licensed beds, "procedures" for equipment, or other appropriate units of measure specific to the service affected.

\*\*Indicate how the average charge/procedure was calculated.

\*\*\*Only on long term debt, not construction.

\*\*\*\*Indicate how overhead was calculated.



# SERVICE-SPECIFIC REVENUES AND EXPENSES

**Project Title:**

**Project #:**

## Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

*Use an individual form for each affected service with a sufficient number of copies of this form to cover entire period, and fill in the years in the appropriate blanks.*

**Year**

	_____	_____	_____
<b>Amount of Utilization:*</b>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>Revenue:</b>			
Average Charge**	_____	_____	_____
Gross Revenue	_____	_____	_____
Revenue Deductions	=====	=====	=====
Operating Revenue	=====	=====	=====
Other Revenue	=====	=====	=====
<b>TOTAL REVENUE</b>	=====	=====	=====
<b>Expenses:</b>			
Direct Expenses			
Salaries	_____	_____	_____
Fees	_____	_____	_____
Supplies	_____	_____	_____
Other	=====	=====	=====
TOTAL DIRECT	=====	=====	=====
Indirect Expenses			
Depreciation	_____	_____	_____
Interest***	_____	_____	_____
Rent/Lease	_____	_____	_____
Overhead****	=====	=====	=====
TOTAL INDIRECT	=====	=====	=====
<b>TOTAL EXPENSES</b>	=====	=====	=====
<b>NET INCOME (LOSS):</b>	=====	=====	=====

\*Utilization will be measured in "patient days" for licensed beds, "procedures" for equipment, or other appropriate units of measure specific to the service affected.

\*\*Indicate how the average charge/procedure was calculated.

\*\*\*Only on long term debt, not construction.

\*\*\*\*Indicate how overhead was calculated.



# SERVICE-SPECIFIC REVENUES AND EXPENSES

**Project Title:**

**Project #:**

## Historical Financial Data for Latest Three Full Years plus Projections Through Three Full Years Beyond Project Completion

*Use an individual form for each affected service with a sufficient number of copies of this form to cover entire period, and fill in the years in the appropriate blanks.*

**Year**

	_____	_____	_____
<b>Amount of Utilization:*</b>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>Revenue:</b>			
Average Charge**	_____	_____	_____
Gross Revenue	_____	_____	_____
Revenue Deductions	=====	=====	=====
Operating Revenue	=====	=====	=====
Other Revenue	=====	=====	=====
<b>TOTAL REVENUE</b>	=====	=====	=====
<b>Expenses:</b>			
Direct Expenses			
Salaries	_____	_____	_____
Fees	_____	_____	_____
Supplies	_____	_____	_____
Other	=====	=====	=====
TOTAL DIRECT	=====	=====	=====
Indirect Expenses			
Depreciation	_____	_____	_____
Interest***	_____	_____	_____
Rent/Lease	_____	_____	_____
Overhead****	=====	=====	=====
TOTAL INDIRECT	=====	=====	=====
<b>TOTAL EXPENSES</b>	=====	=====	=====
<b>NET INCOME (LOSS):</b>	=====	=====	=====

\*Utilization will be measured in "patient days" for licensed beds, "procedures" for equipment, or other appropriate units of measure specific to the service affected.

\*\*Indicate how the average charge/procedure was calculated.

\*\*\*Only on long term debt, not construction.

\*\*\*\*Indicate how overhead was calculated.

**Occupancy Detail/Summary**

Community: tess-001

Month: 2021-01-01 - 2021-12-31

**Summary**

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	3650	10	0	882	882.00	24.16
One Bedroom (1bdr)	22	8030	31	4	7192	6,033.00	75.13
Premium Studio (studprem)	3	1095	4	0	1006	1,006.00	91.87
Studio (Studio)	14	5110	19	0	4249	4,249.00	83.15
Studio Plus (studpl)	11	4015	8	0	882	882.00	21.97
Two Bedroom (2bdr)	4	1460	7	1	1700	1,612.00	110.41
<b>Total for Assisted Living(AL)</b>	<b>64</b>	<b>23360</b>	<b>79</b>	<b>5</b>	<b>15911</b>	<b>14,664.00</b>	<b>62.77</b>

**Occupancy Detail/Summary**

Community: tess-001

Month: 2022-01-01 - 2022-12-31

**Summary**

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	3650	14	0	1516	1,516.00	41.53
One Bedroom (1bdr)	20	7300	21	2	5769	5,039.00	69.03
Premium Studio (studprem)	3	1095	5	0	1024	1,024.00	93.52
Studio (Studio)	14	5110	19	0	4852	4,852.00	94.95
Studio Plus (studpl)	12	4380	11	0	1595	1,595.00	36.42
Two Bedroom (2bdr)	4	1460	6	1	2144	1,825.00	125
<b>Total for Assisted Living(AL)</b>	<b>63</b>	<b>22995</b>	<b>76</b>	<b>3</b>	<b>16900</b>	<b>15,851.00</b>	<b>68.93</b>

**Occupancy Detail/Summary**

Community: tess-001

Month: 2023-01-01 - 2023-12-31

**Summary**

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	3650	15	2	2649	2,288.00	62.68
One Bedroom (1bdr)	20	7300	26	5	5424	4,922.00	67.42
Premium Studio (studprem)	3	1095	5	0	1001	1,001.00	91.42
Studio (Studio)	14	5110	17	0	4775	4,775.00	93.44
Studio Plus (studpl)	12	4380	16	0	2504	2,504.00	57.17
Two Bedroom (2bdr)	4	1460	6	1	2090	1,755.00	120.21
<b>Total for Assisted Living(AL)</b>	<b>63</b>	<b>22995</b>	<b>85</b>	<b>8</b>	<b>18,443</b>	<b>17,245.00</b>	<b>74.99</b>

**From:** [Tina Bade](#)  
**To:** [Fick, Mackinzey](#)  
**Subject:** RE: CON 6145  
**Date:** Tuesday, October 15, 2024 2:51:52 PM  
**Attachments:** [image001.png](#)  
[Utilization - Revised 10.15.pdf](#)

---

Mackinzey,

Please see attached revised quarterly utilization report.

Regarding the updated population-based need calculation, we accept your revisions but after removing 800 RCF beds (different level of care) and 131 stale CON beds there is still an unmet need of 248 beds. See below calculation:

Unmet Need = [(R x P) – U]  
U: 5955 – 800 – 131 = **5,024**

Unmet Need: 5,272 – 5,024 = 248

The stale CON beds removed were Vantage Pointe at Adworth Drive (CON App. 1/7/19) and Garden Villas of Meramec Valley (CON App 3/5/18). Since being approved over 5 years ago, there is no evidence of construction commencement that we can find, signaling that these beds will likely never be available to seniors in the service area.

Please let me know if you need any additional information.  
Thank you,

**Tina Bade | Operations Manager**

**Direct:** 314.884.3185

**Mobile:** 314.330.4856

**Email:** [tbade@dover-development.com](mailto:tbade@dover-development.com)

**Address:** 300 Hunter Avenue, Suite 200, St. Louis, MO 63124

**Web:** [www.Dover-Development.com](http://www.Dover-Development.com)



---

**From:** Fick, Mackinzey <Mackinzey.Fick@health.mo.gov>  
**Sent:** Tuesday, October 15, 2024 12:15 PM  
**To:** Tina Bade <tbade@dover-development.com>  
**Subject:** RE: CON 6145

Tina,

After additional review, I was able to determine the space for these beds. I only need the following additional information.



1. Provide updated CON survey numbers for each quarter throughout the years 2021-2023. The documentation provided only shows total utilization throughout the year. I would so like to note, if a bed is unavailable, please mark it as so.

We reviewed the population-based need calculation presented in the CON application and the population we arrived at is 210,877 (attached). We found 5,955 (559 CON Approved & 5,396 Licensed) ALF/RCF beds in the 15-mile radius (attached). Therefore, we calculated a bed surplus of 683 ALF/RCF beds within 15 miles of the site. Please let me know if you agree or disagree with our findings.

**This information is needed by Thursday, October 17, 2024.**

Thank you!

*Mackinzey Fick*

Assistant Program Coordinator, Certificate of Need  
Department of Health and Senior Services  
920 Wildwood Drive, P.O. Box 570  
Jefferson City, MO 65102  
OFFICE: 573-751-6403  
FAX: 573-751-7894

EMAIL: [mackinzey.fick@health.mo.gov](mailto:mackinzey.fick@health.mo.gov)

<http://health.mo.gov/information/boards/certificateofneed/index.php>

---

**From:** Tina Bade <[tbade@dover-development.com](mailto:tbade@dover-development.com)>

**Sent:** Tuesday, October 15, 2024 10:55 AM

**To:** Fick, Mackinzey <[Mackinzey.Fick@health.mo.gov](mailto:Mackinzey.Fick@health.mo.gov)>

**Subject:** RE: CON 6145

Hi Mackinzey,

Can you let me know whether you consider spousal cohabitation semiprivate or private?

Thanks,

**Tina Bade | Operations Manager**

**Direct:** 314.884.3185

**Mobile:** 314.330.4856

**Email:** [tbade@dover-development.com](mailto:tbade@dover-development.com)

**Address:** 300 Hunter Avenue, Suite 200, St. Louis, MO 63124

**Web:** [www.Dover-Development.com](http://www.Dover-Development.com)



---

**From:** Fick, Mackinzey <[Mackinzey.Fick@health.mo.gov](mailto:Mackinzey.Fick@health.mo.gov)>

Revised CON Utilization (Source: Yardi accounting software)  
2021

Month: 2021-01-01 - 2021-03-31

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	900	6	0	407	407.00	45.22
One Bedroom Premium (1bdrprem)	1	90	0	0	0	0.00	0
One Bedroom (1bdr)	20	1800	19	4	1812	1,452.00	80.67
Premium Studio (studprem)	3	270	3	0	211	211.00	78.15
Studio (Studio)	14	1260	10	0	761	761.00	60.4
Studio Plus (studpl)	11	990	7	0	495	495.00	50
Two Bedroom (2bdr)	4	360	5	0	414	414.00	115
<b>Total for Assisted Living(AL)</b>	<b>63</b>	<b>5670</b>	<b>50</b>	<b>4</b>	<b>4100</b>	<b>3,740.00</b>	<b>65.96</b>

Month: 2021-04-01 - 2021-06-30

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	910	2	0	180	180.00	19.78
One Bedroom Premium (1bdrprem)	1	91	1	0	2	2.00	2.2
One Bedroom (1bdr)	20	1820	19	4	1741	1,407.00	77.31
Premium Studio (studprem)	3	273	3	0	243	243.00	89.01
Studio (Studio)	14	1274	14	0	957	957.00	75.12
Studio Plus (studpl)	11	1001	5	0	330	330.00	32.97
Two Bedroom (2bdr)	4	364	4	0	364	364.00	100
<b>Total for Assisted Living(AL)</b>	<b>63</b>	<b>5733</b>	<b>48</b>	<b>4</b>	<b>3817</b>	<b>3,483.00</b>	<b>60.75</b>

Month: 2021-07-01 - 2021-09-30

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	920	1	0	92	92.00	10
One Bedroom Premium (1bdrprem)	1	92	1	0	92	92.00	100
One Bedroom (1bdr)	21	1932	20	3	1746	1,470.00	76.09
Premium Studio (studprem)	3	276	3	0	276	276.00	100
Studio (Studio)	14	1288	15	0	1287	1,287.00	99.92
Studio Plus (studpl)	11	1012	1	0	31	31.00	3.06
Two Bedroom (2bdr)	4	368	6	0	370	370.00	100.54
<b>Total for Assisted Living(AL)</b>	<b>64</b>	<b>5888</b>	<b>47</b>	<b>3</b>	<b>3894</b>	<b>3,618.00</b>	<b>61.45</b>

Month: 2021-10-01 - 2021-12-31

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	920	5	0	203	203.00	22.07
One Bedroom Premium (1bdrprem)	1	92	1	0	92	92.00	100
One Bedroom (1bdr)	21	1932	19	3	1707	1,518.00	78.57
Premium Studio (studprem)	3	276	3	0	276	276.00	100
Studio (Studio)	14	1288	16	0	1244	1,244.00	96.58
Studio Plus (studpl)	11	1012	1	0	26	26.00	2.57
Two Bedroom (2bdr)	4	368	6	1	552	464.00	126.09
<b>Total for Assisted Living(AL)</b>	<b>64</b>	<b>5888</b>	<b>51</b>	<b>4</b>	<b>4100</b>	<b>3,823.00</b>	<b>64.93</b>

Revised CON Utilization (Source: Yardi accounting software)  
2022

Month: 2022-01-01 - 2022-03-31

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	900	6	0	431	431.00	47.89
One Bedroom Premium (1bdrprem)	1	90	1	0	90	90.00	100
One Bedroom (1bdr)	19	1710	16	2	1455	1,275.00	74.56
Premium Studio (studprem)	3	270	3	0	270	270.00	100
Studio (Studio)	14	1260	15	0	1252	1,252.00	99.37
Studio Plus (studpl)	12	1080	3	0	70	70.00	6.48
Two Bedroom (2bdr)	4	360	5	1	540	450.00	125
<b>Total for Assisted Living(AL)</b>	<b>63</b>	<b>5670</b>	<b>49</b>	<b>3</b>	<b>4108</b>	<b>3,838.00</b>	<b>67.69</b>

Month: 2022-04-01 - 2022-06-30

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	910	7	0	385	385.00	42.31
One Bedroom Premium (1bdrprem)	1	91	1	0	91	91.00	100
One Bedroom (1bdr)	19	1729	15	2	1332	1,150.00	66.51
Premium Studio (studprem)	3	273	3	0	273	273.00	100
Studio (Studio)	14	1274	15	0	1118	1,118.00	87.76
Studio Plus (studpl)	12	1092	9	0	454	454.00	41.58
Two Bedroom (2bdr)	4	364	5	1	546	455.00	125
<b>Total for Assisted Living(AL)</b>	<b>63</b>	<b>5733</b>	<b>55</b>	<b>3</b>	<b>4199</b>	<b>3,926.00</b>	<b>68.48</b>

Month: 2022-07-01 - 2022-09-30

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	920	7	0	261	261.00	28.37
One Bedroom Premium (1bdrprem)	1	92	1	0	92	92.00	100
One Bedroom (1bdr)	19	1748	13	2	1297	1,113.00	63.67
Premium Studio (studprem)	3	276	3	0	267	267.00	96.74
Studio (Studio)	14	1288	14	0	1220	1,220.00	94.72
Studio Plus (studpl)	12	1104	9	0	653	653.00	59.15
Two Bedroom (2bdr)	4	368	5	1	552	460.00	125
<b>Total for Assisted Living(AL)</b>	<b>63</b>	<b>5796</b>	<b>52</b>	<b>3</b>	<b>4342</b>	<b>4,066.00</b>	<b>70.15</b>

Month: 2022-10-01 - 2022-12-31

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	920	6	0	439	439.00	47.72
One Bedroom Premium (1bdrprem)	1	92	1	0	92	92.00	100
One Bedroom (1bdr)	19	1748	14	2	1320	1,136.00	64.99
Premium Studio (studprem)	3	276	4	0	214	214.00	77.54
Studio (Studio)	14	1288	15	0	1262	1,262.00	97.98
Studio Plus (studpl)	12	1104	6	0	418	418.00	37.86
Two Bedroom (2bdr)	4	368	6	1	506	460.00	125
<b>Total for Assisted Living(AL)</b>	<b>63</b>	<b>5796</b>	<b>52</b>	<b>3</b>	<b>4251</b>	<b>4,021.00</b>	<b>69.38</b>

Revised CON Utilization (Source: Yardi accounting software)  
2023

Month: 2023-01-01 - 2023-03-31

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	900	8	1	596	517.00	57.44
One Bedroom Premium (1bdrprem)	1	90	1	0	90	90.00	100
One Bedroom (1bdr)	19	1710	17	3	1346	1,225.00	71.64
Premium Studio (studprem)	3	270	3	0	247	247.00	91.48
Studio (Studio)	14	1260	15	0	1214	1,214.00	96.35
Studio Plus (studpl)	12	1080	8	0	516	516.00	47.78
Two Bedroom (2bdr)	4	360	6	1	486	426.00	118.33
<b>Total for Assisted Living(AL)</b>	<b>63</b>	<b>5670</b>	<b>58</b>	<b>5</b>	<b>4495</b>	<b>4,235.00</b>	<b>74.69</b>

Month: 2023-04-01 - 2023-06-30

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	910	9	1	770	679.00	74.62
One Bedroom Premium (1bdrprem)	1	91	1	0	91	91.00	100
One Bedroom (1bdr)	19	1729	16	2	1470	1,288.00	74.49
Premium Studio (studprem)	3	273	3	0	270	270.00	98.9
Studio (Studio)	14	1274	14	0	1164	1,164.00	91.37
Studio Plus (studpl)	12	1092	8	0	629	629.00	57.6
Two Bedroom (2bdr)	4	364	5	1	546	455.00	125
<b>Total for Assisted Living(AL)</b>	<b>63</b>	<b>5733</b>	<b>56</b>	<b>4</b>	<b>4940</b>	<b>4,576.00</b>	<b>79.82</b>

Month: 2023-07-01 - 2023-09-30

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	920	9	2	628	532.00	57.83
One Bedroom Premium (1bdrprem)	1	92	1	0	92	92.00	100
One Bedroom (1bdr)	19	1748	14	2	1114	1,019.00	58.3
Premium Studio (studprem)	3	276	3	0	275	275.00	99.64
Studio (Studio)	14	1288	13	0	1196	1,196.00	92.86
Studio Plus (studpl)	12	1104	10	0	692	692.00	62.68
Two Bedroom (2bdr)	4	368	5	1	552	460.00	125
<b>Total for Assisted Living(AL)</b>	<b>63</b>	<b>5796</b>	<b>55</b>	<b>5</b>	<b>4549</b>	<b>4,266.00</b>	<b>73.6</b>

Month: 2023-10-01 - 2023-12-31

	Units	Unit Days	Residents	Second Residents	Resident Days	Resident Unit Days	Occupied (%)
<b>Cedarhurst of Tesson Heights (tess-001)</b>							
<b>Assisted Living(AL)</b>							
One Bedroom Plus (1bdrplus)	10	920	8	2	655	560.00	60.87
One Bedroom Premium (1bdrprem)	1	92	1	0	92	92.00	100
One Bedroom (1bdr)	19	1748	15	3	1129	1,025.00	58.64
Premium Studio (studprem)	3	276	3	0	209	209.00	75.72
Studio (Studio)	14	1288	14	0	1201	1,201.00	93.25
Studio Plus (studpl)	12	1104	11	0	667	667.00	60.42
Two Bedroom (2bdr)	4	368	5	1	506	414.00	112.5
<b>Total for Assisted Living(AL)</b>	<b>63</b>	<b>5796</b>	<b>57</b>	<b>6</b>	<b>4459</b>	<b>4,168.00</b>	<b>71.91</b>