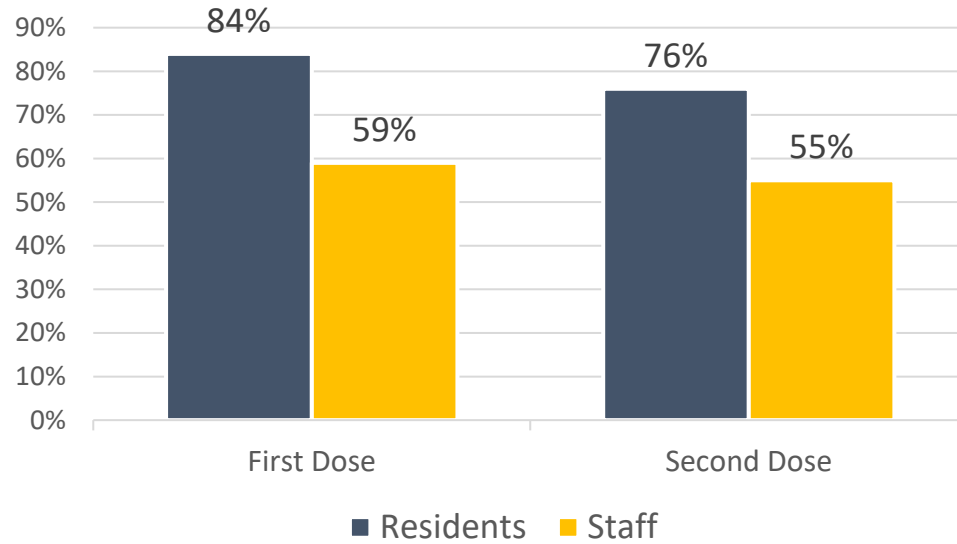


Executive Survey Insights Wave 22 February 8 - 21, 2021

- Report Graphs

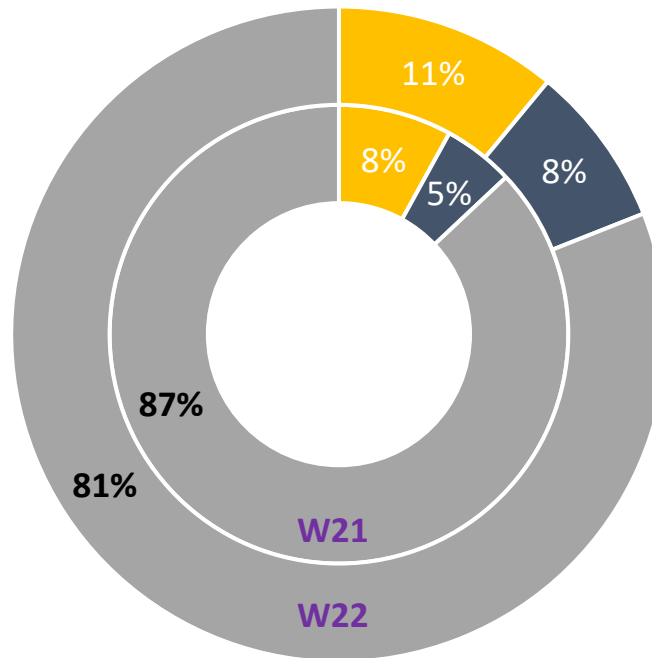
Residents and staff who have taken the vaccine (average)



Source: NIC Executive Survey Insights

Wave 22 responses collected February 8 to February 21, 2021

Share of organizations that has made/will make COVID-19 vaccination mandatory for....

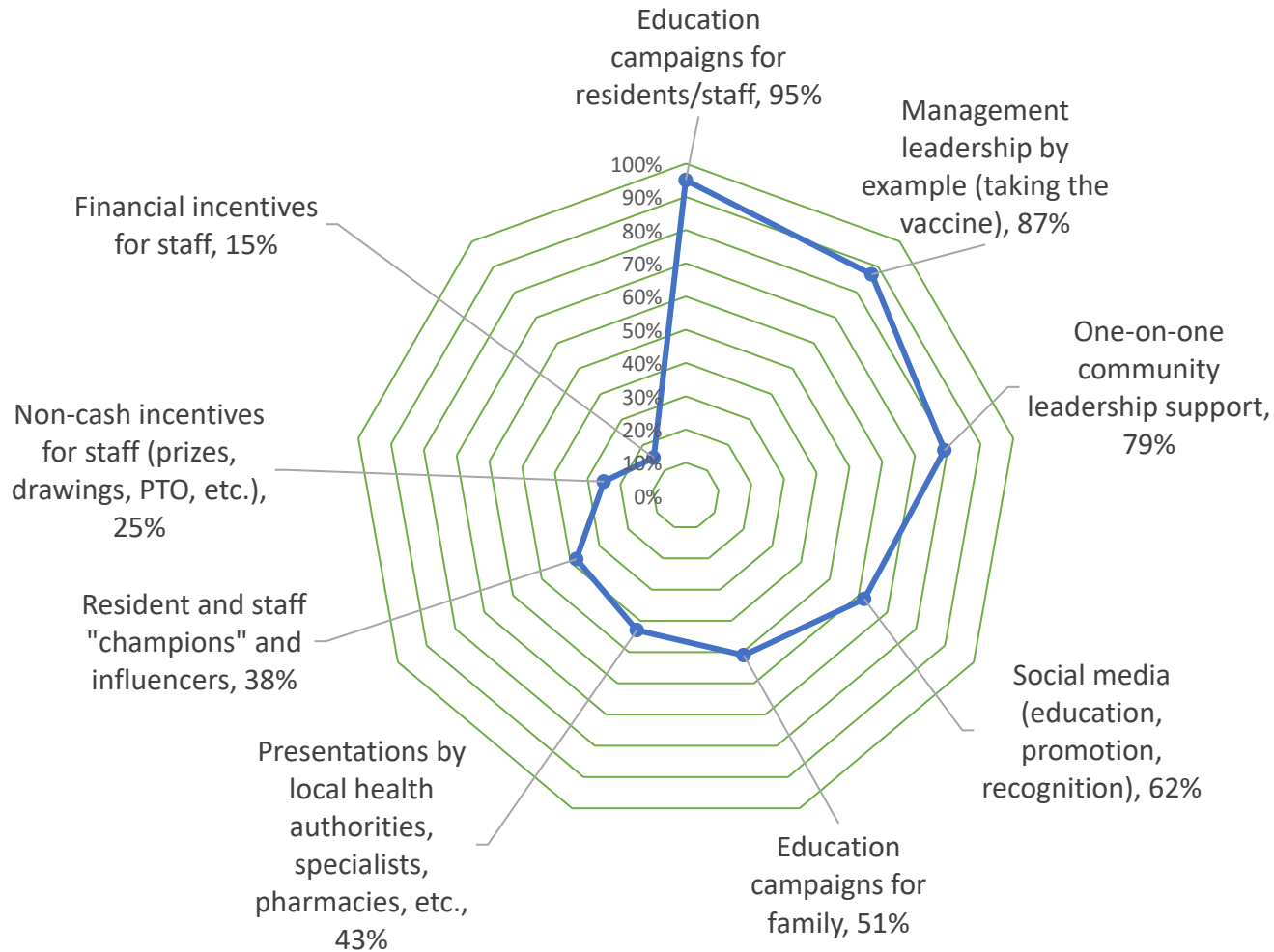


■ Staff ■ Residents ■ Neither--it is/will be voluntary

Source: NIC Executive Survey Insights

Wave 22 responses collected February 8 to February 21, 2021

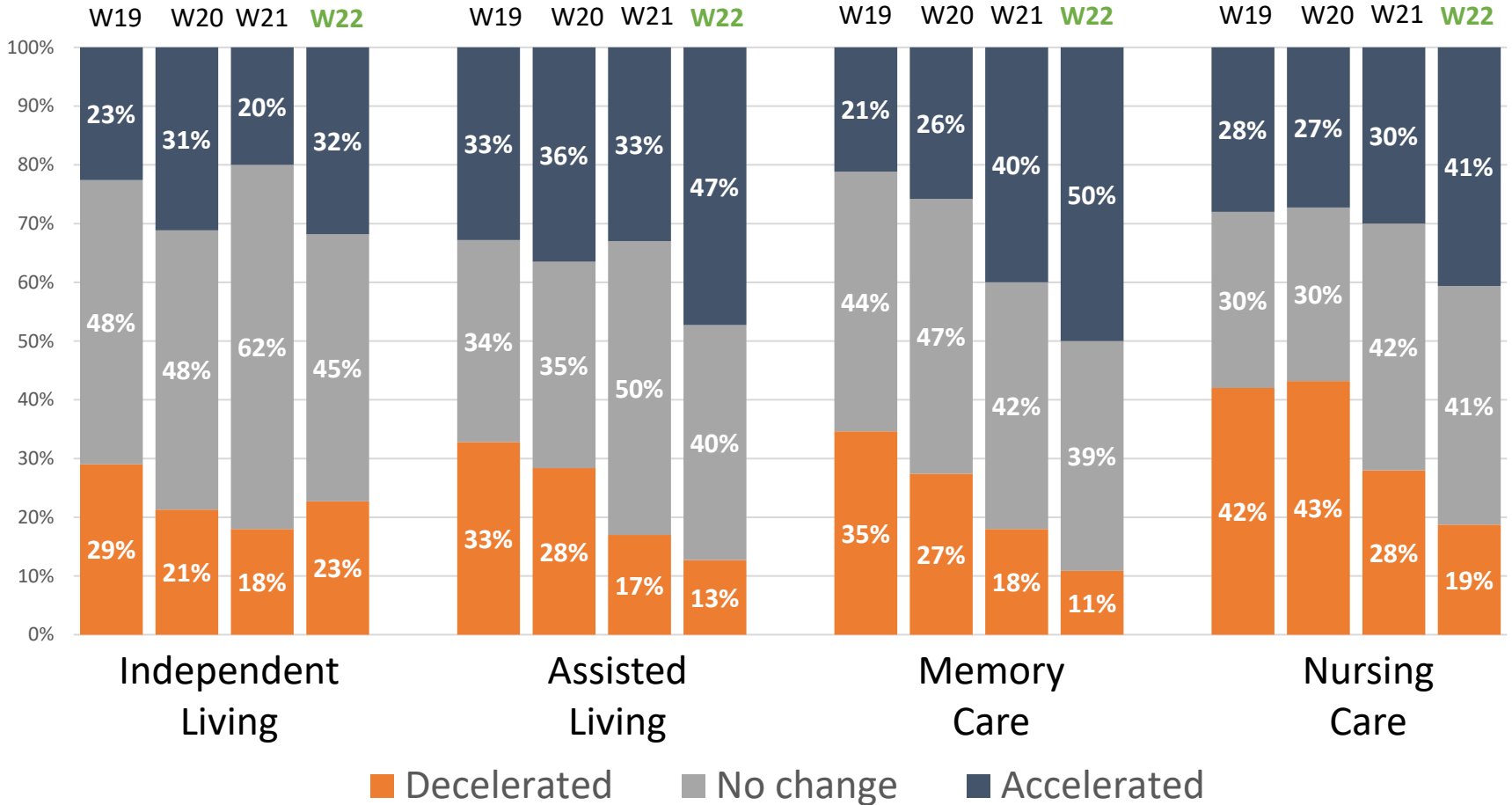
Efforts to encourage vaccination acceptance among residents and staff



Source: NIC Executive Survey Insights

Wave 22 responses collected February 8 to February 21, 2021

Pace of Move-Ins in Past 30-Days



Wave 19 responses collected December 28, 2020 to January 10, 2021

Wave 20 responses collected January 11 to January 24, 2021

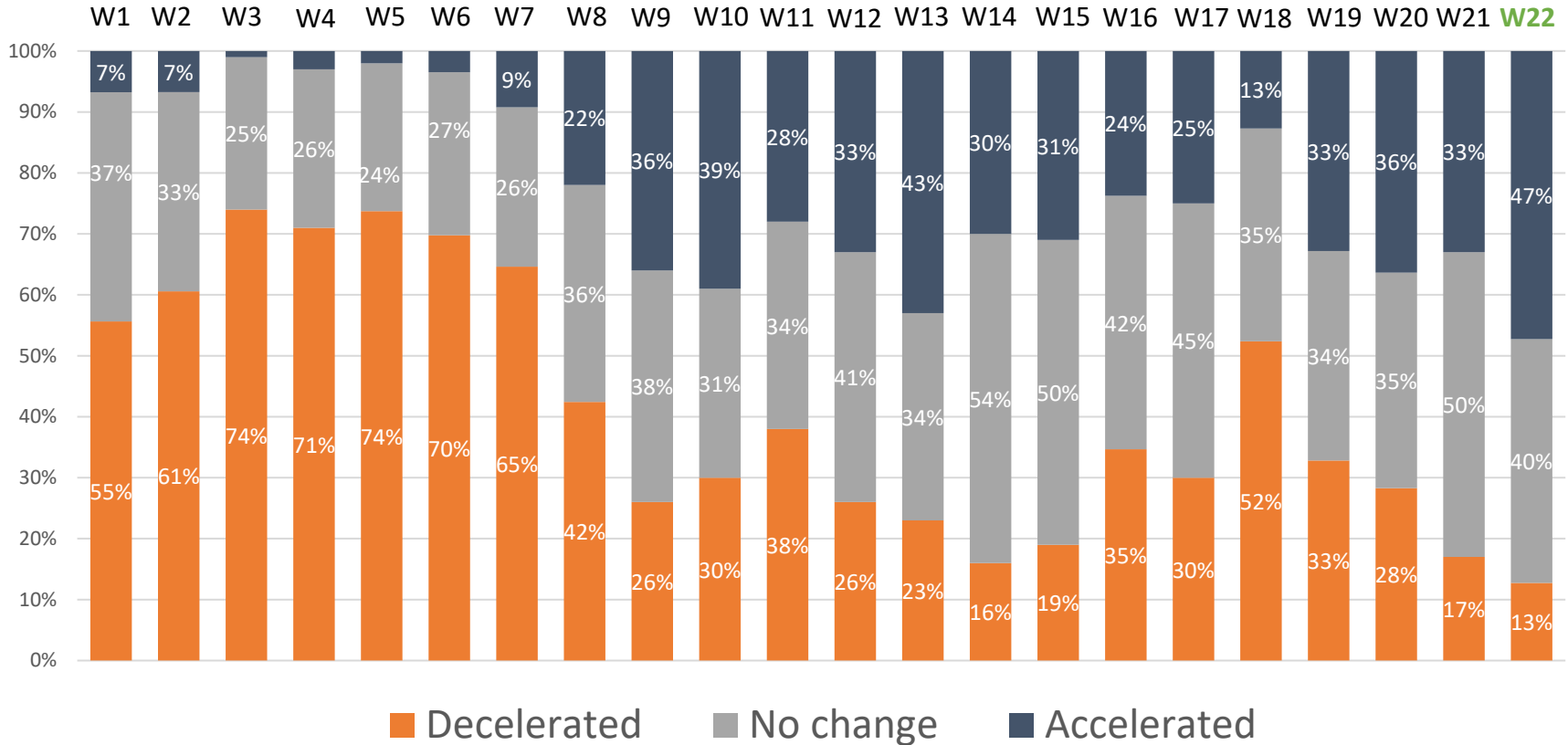
Wave 21 responses collected January 25 to February 7, 2021

Wave 22 responses collected February 8 to February 21, 2021

Totals may not add to 100% due to rounding

Source: NIC Executive Survey Insights

Pace of Move-Ins in Past 30-Days: Assisted Living



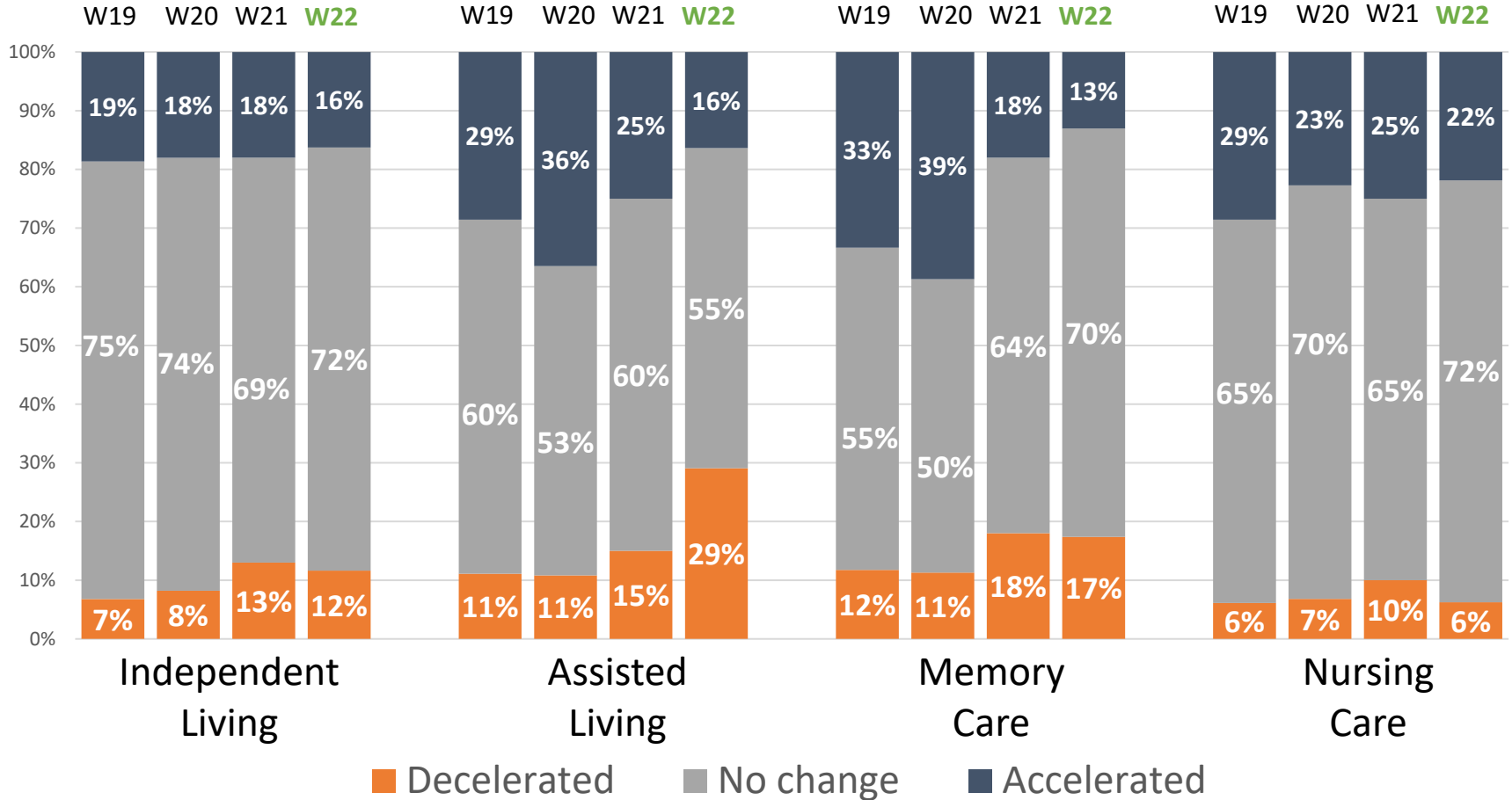
March 24



February 21

Totals may not add to 100% due to rounding
 Source: NIC

Pace of Move-Outs in Past 30-Days



Wave 19 responses collected December 28, 2020 to January 10, 2021

Wave 20 responses collected January 11 to January 24, 2021

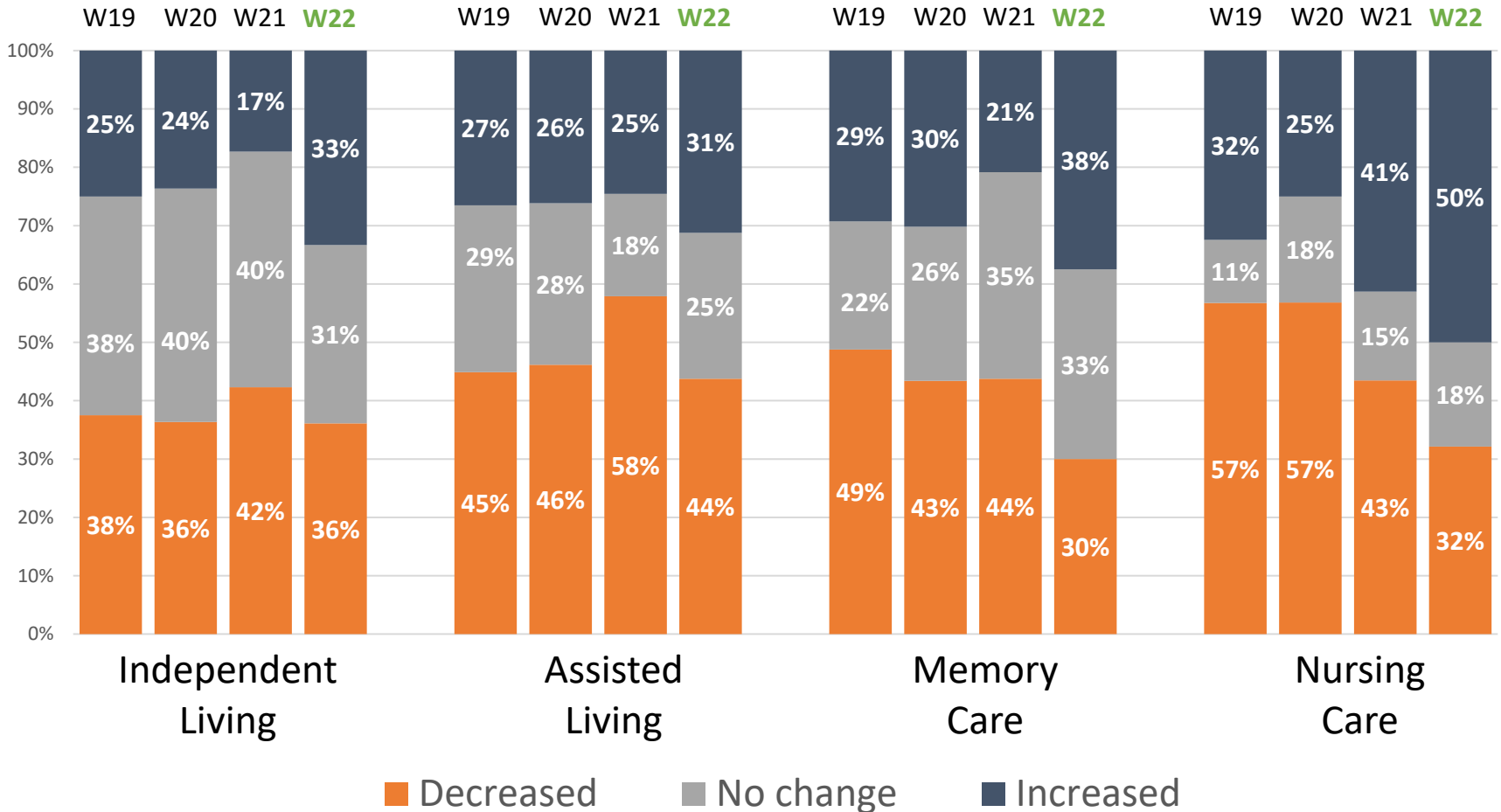
Wave 21 responses collected January 25 to February 7, 2021

Wave 22 responses collected February 8 to February 21, 2021

Totals may not add to 100% due to rounding

Source: NIC Executive Survey Insights

Change in Occupancy by Care Segment: Current vs. One Month Prior



Wave 19 responses collected December 28, 2020 to January 10, 2021

Wave 20 responses collected January 11 to January 24, 2021

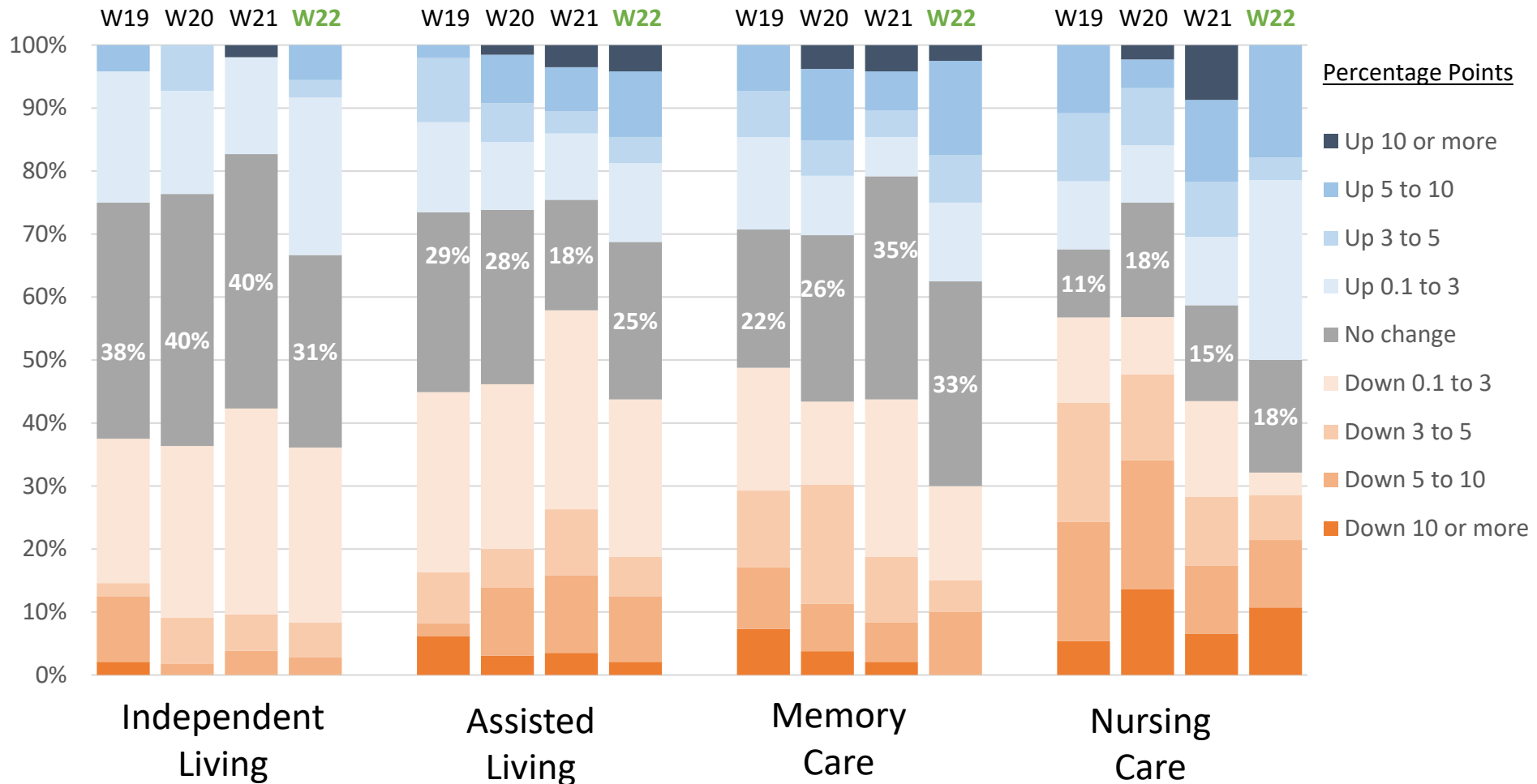
Wave 21 responses collected January 25 to February 7, 2021

Wave 22 responses collected February 8 to February 21, 2021

Totals may not add to 100% due to rounding

Source: NIC Executive Survey Insights

Change in Occupancy By Care Segment: Current vs. One Month Prior



Wave 19 responses collected December 28, 2020 to January 10, 2021

Wave 20 responses collected January 11 to January 24, 2021

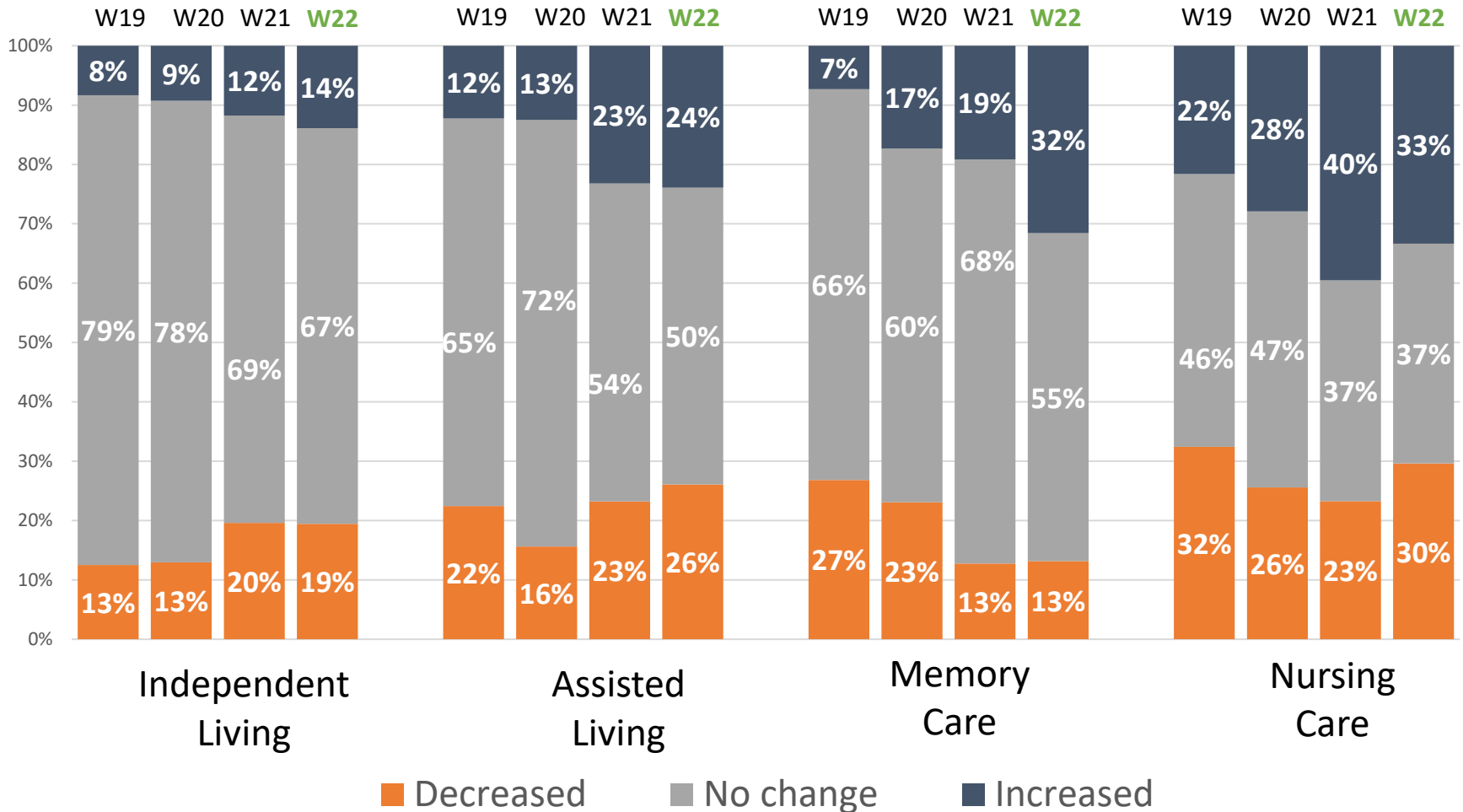
Wave 21 responses collected January 25 to February 7, 2021

Wave 22 responses collected February 8 to February 21, 2021

Totals may not add to 100% due to rounding

Source: NIC Executive Survey Insights

Change in Occupancy by Care Segment: Current vs. One Week Prior



Wave 19 responses collected December 28, 2020 to January 10, 2021

Wave 20 responses collected January 11 to January 24, 2021

Wave 21 responses collected January 25 to February 7, 2021

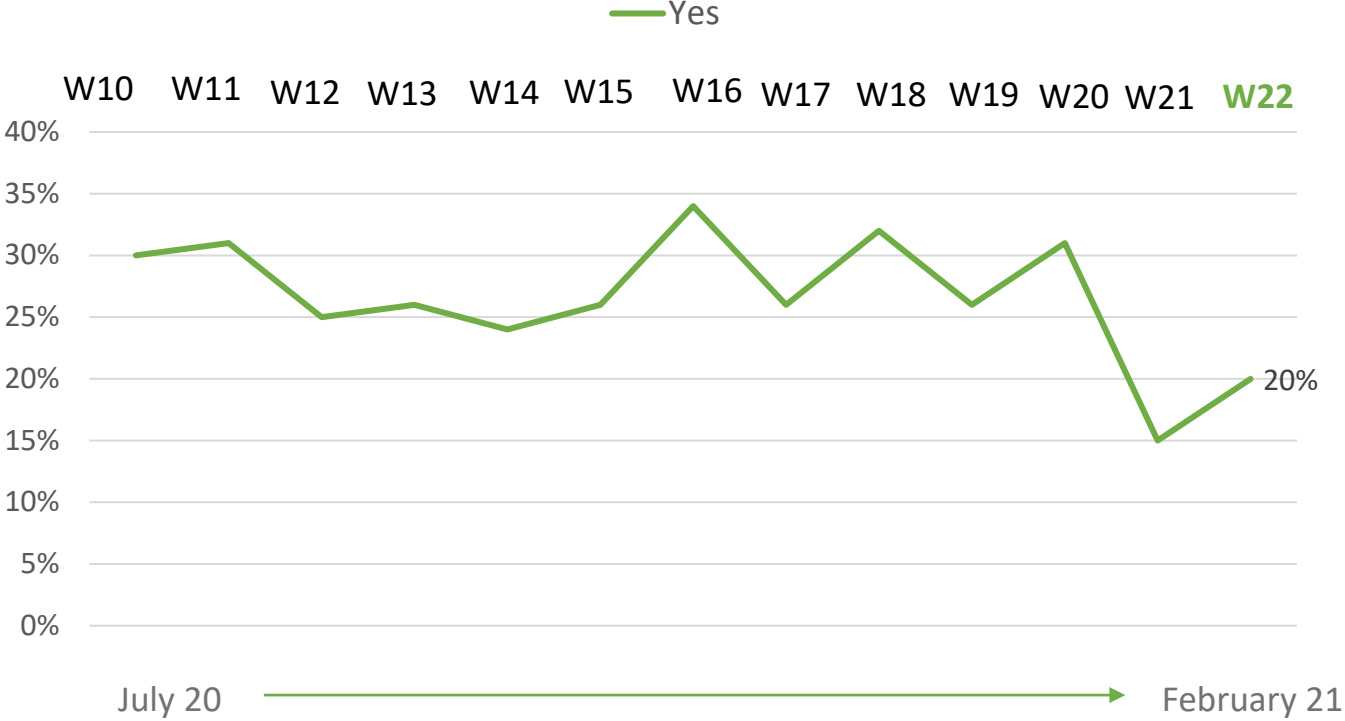
Wave 22 responses collected February 8 to February 21, 2021

Totals may not add to 100% due to rounding

Source: NIC Executive Survey Insights

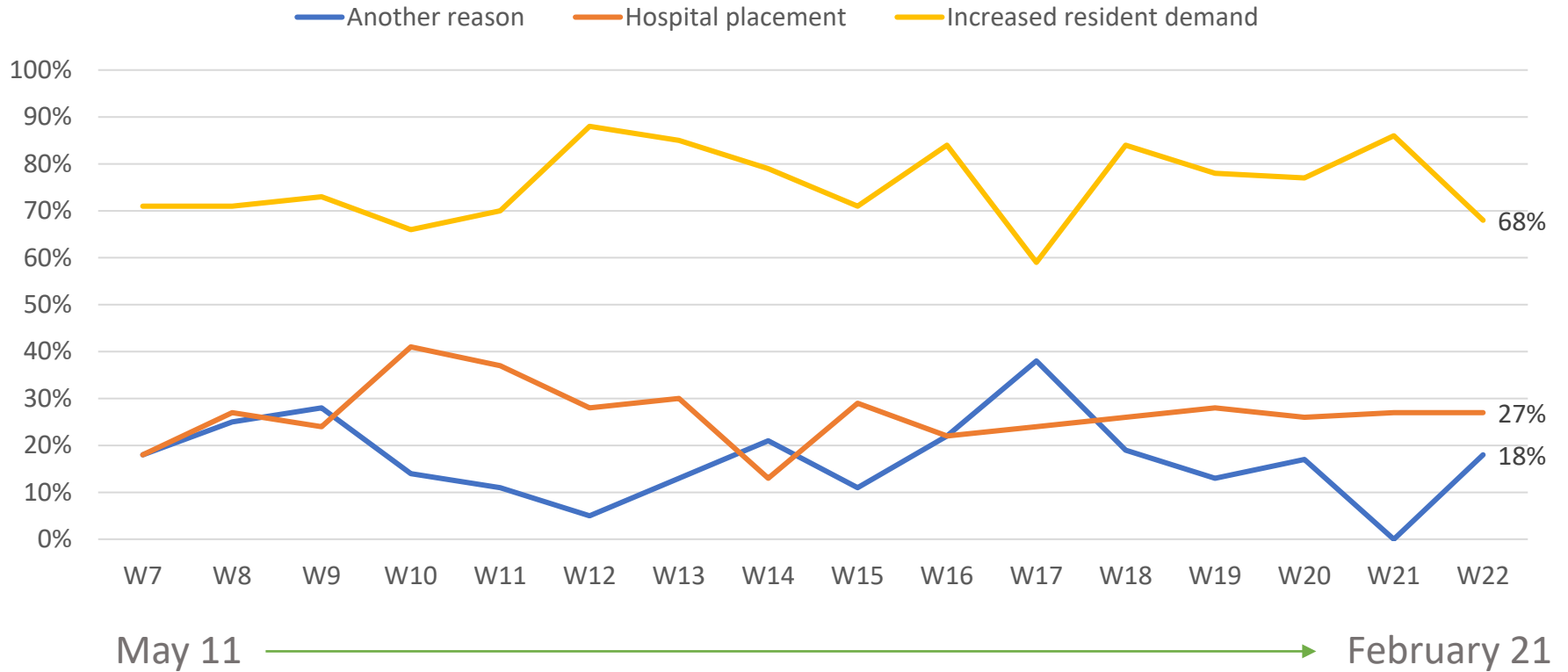
Other, not in report or
for reference

Organizations Currently Experiencing a Backlog of Residents Waiting to Move In



Source: NIC Executive Survey Insights

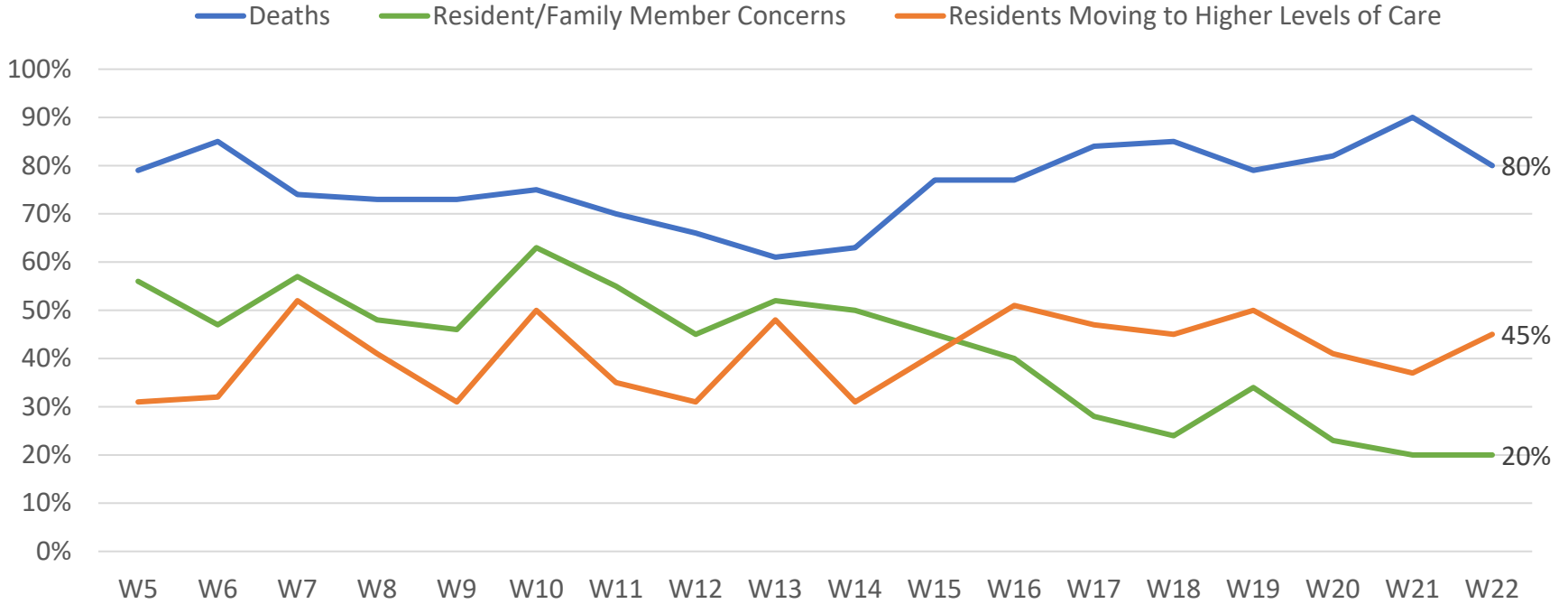
Reasons for Acceleration in Move-Ins in Past 30-Days



Question was not asked prior to May 11, 2020

Source: NIC Executive Survey Insights

Reasons for Acceleration in Move-Outs in Past 30-Days



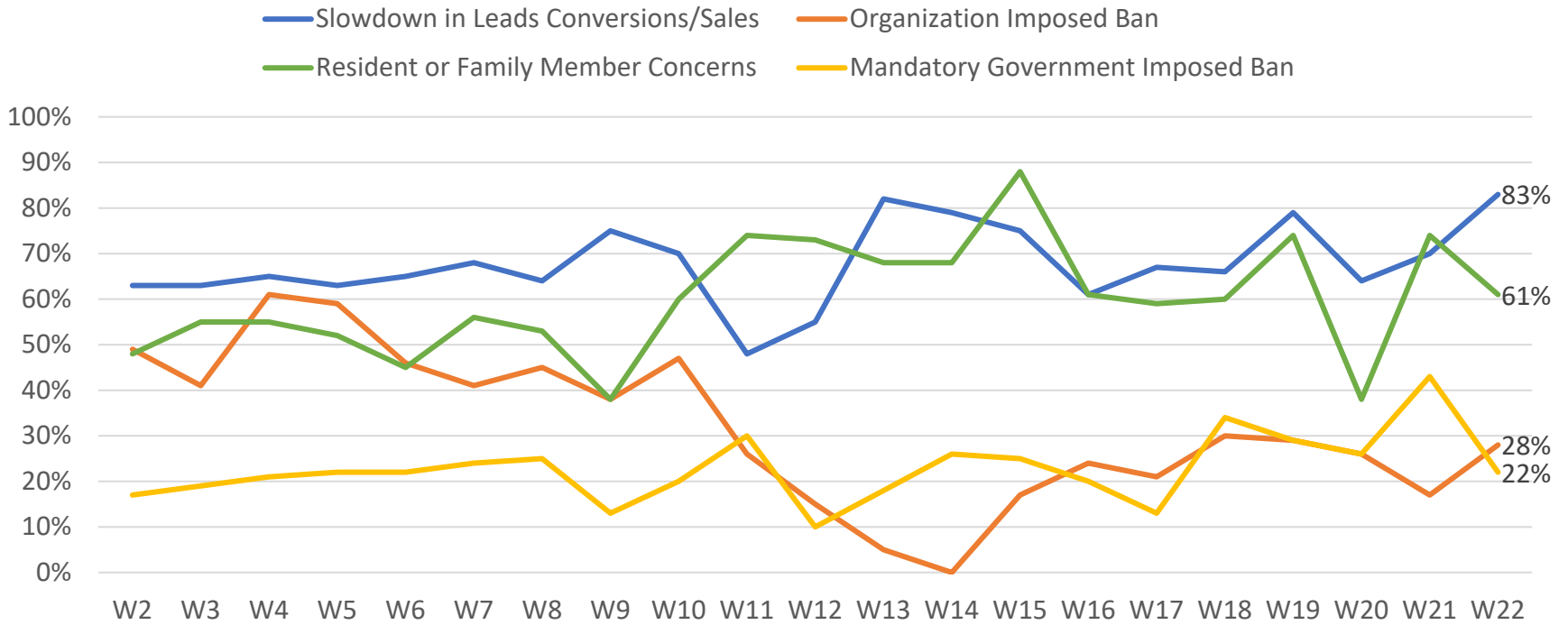
April 1

February 21

Question was not asked prior to April 1, 2020

Source: NIC Executive Survey Insights

Reasons for Deceleration in Move-Ins in Past 30-Days



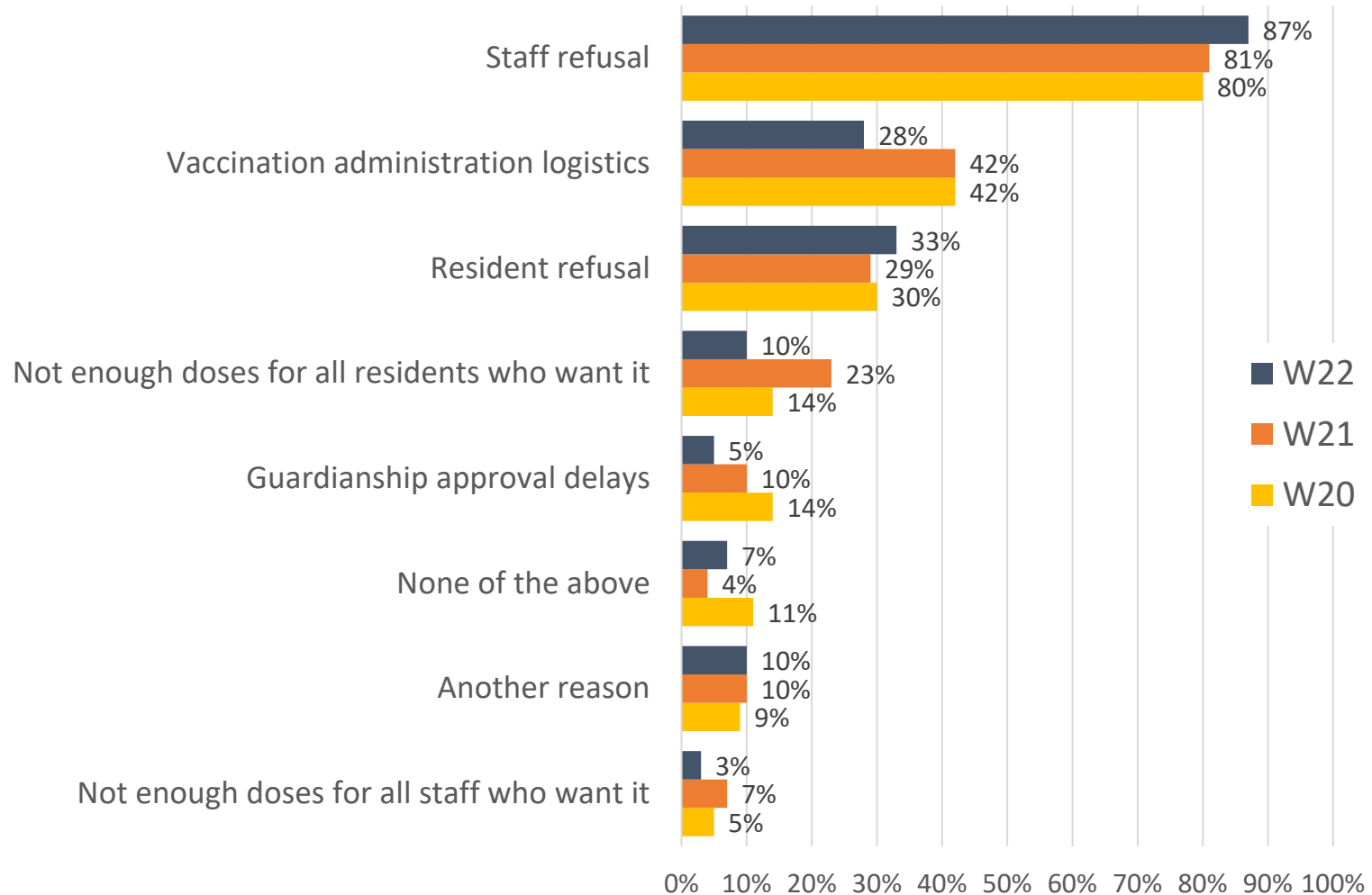
April 1

February 21

Question was not asked prior to April 1, 2020

Source: NIC Executive Survey Insights

Challenges distributing the vaccine



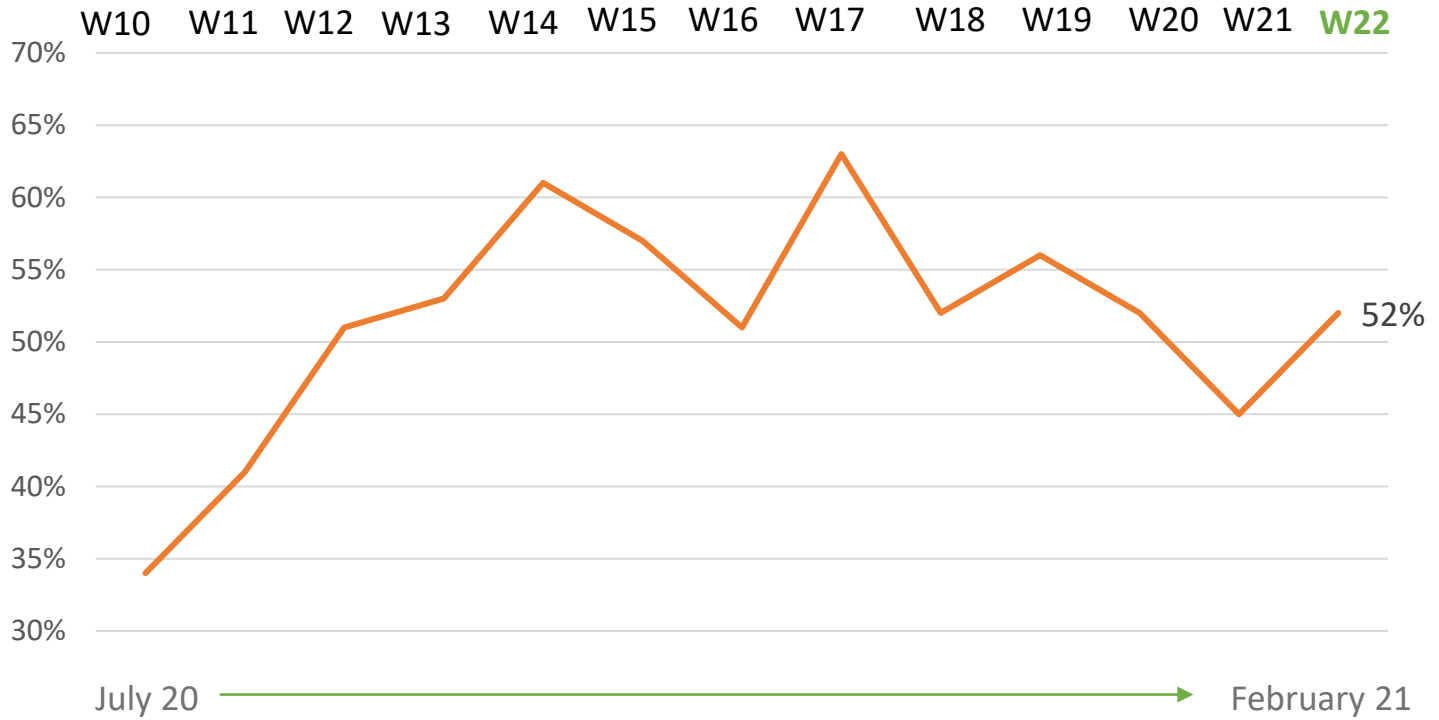
Source: NIC Executive Survey Insights

Wave 20 responses collected January 11 to January 24, 2021

Wave 21 responses collected January 25 to February 7, 2021

Wave 22 responses collected February 8 to February 21, 2021

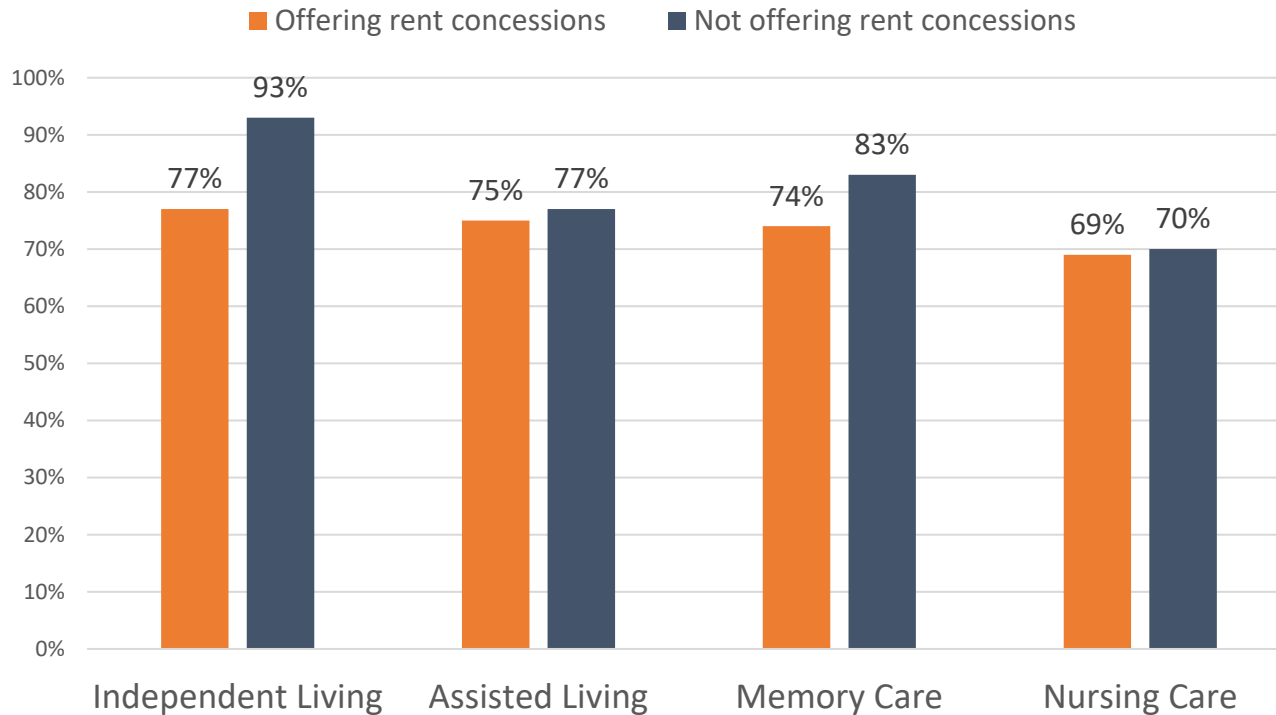
Organizations Offering Rent Concessions



Source: NIC Executive Survey Insights

Interesting? Controversial?

Average (most recent) occupancy in organizations offering or not offering rent concessions

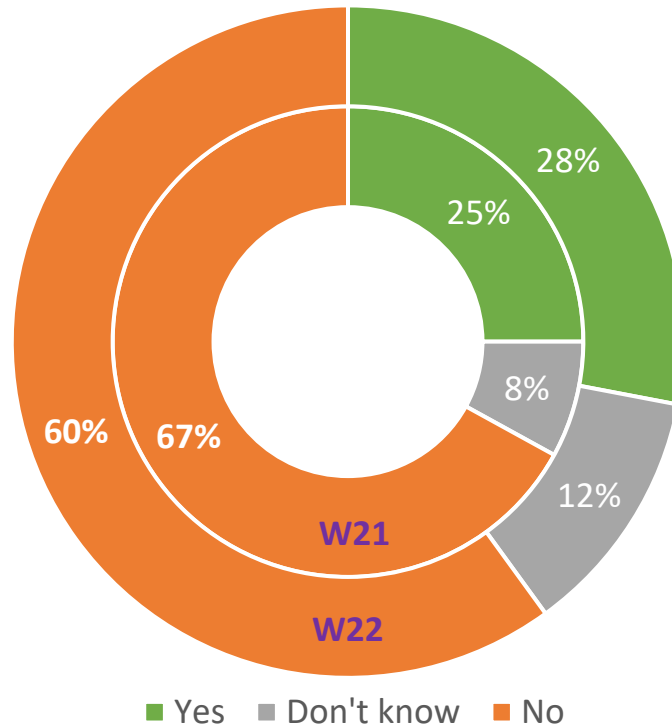


Source: NIC Executive Survey Insights

Wave 22 responses collected February 8 to February 21, 2021

Note: Average occupancy includes organizations with properties still in lease-up

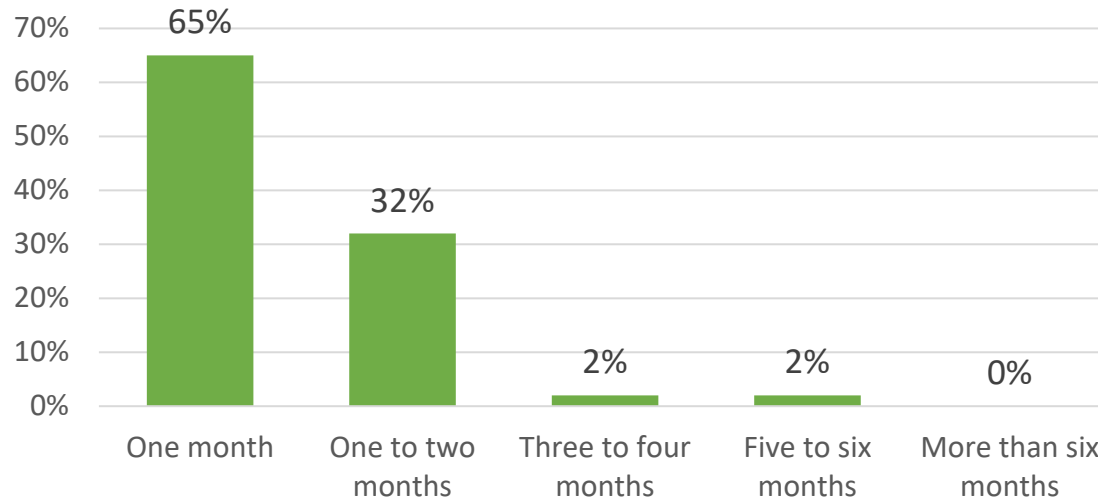
Share of organizations that have seen a notable increase in prospect interest specifically due to the availability of the vaccine



Source: NIC Executive Survey Insights

Wave 22 responses collected February 8 to February 21, 2021

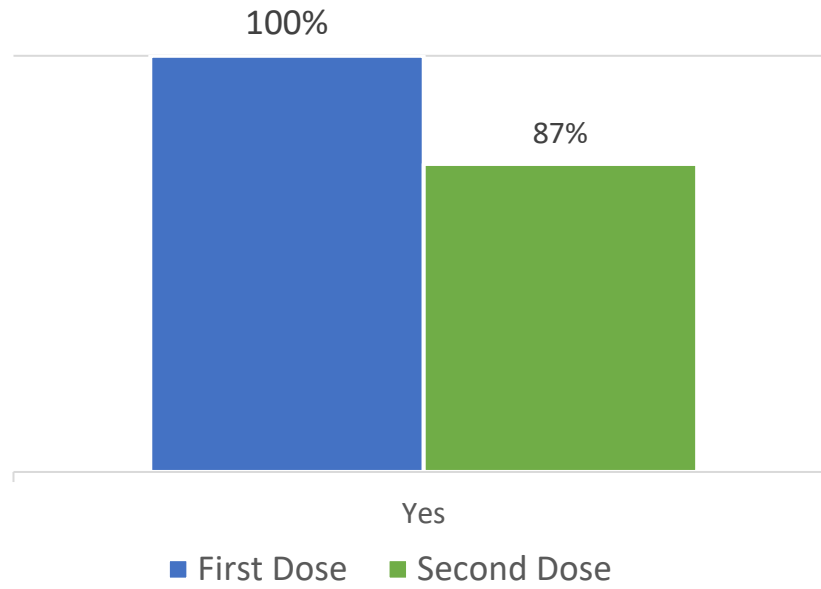
Expect residents to be fully vaccinated with both doses within...



Source: NIC Executive Survey Insights

Wave 22 responses collected February 8 to February 21, 2021

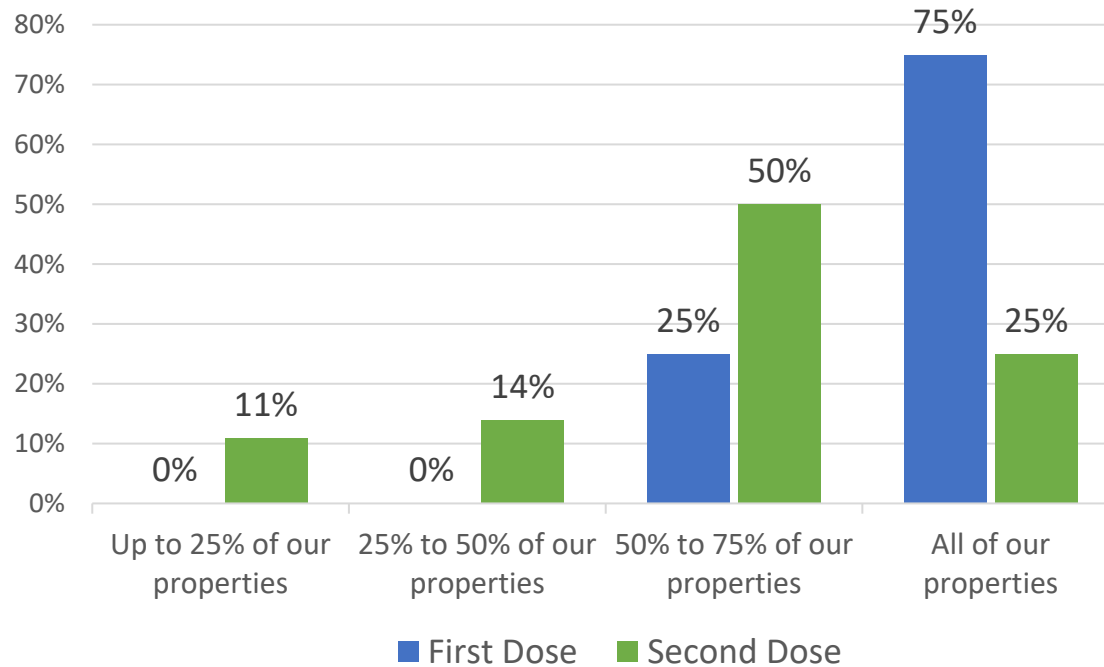
Organizations received the vaccine



Source: NIC Executive Survey Insights

Wave 22 responses collected February 8 to February 21, 2021

Multiple property organizations received the vaccine in...

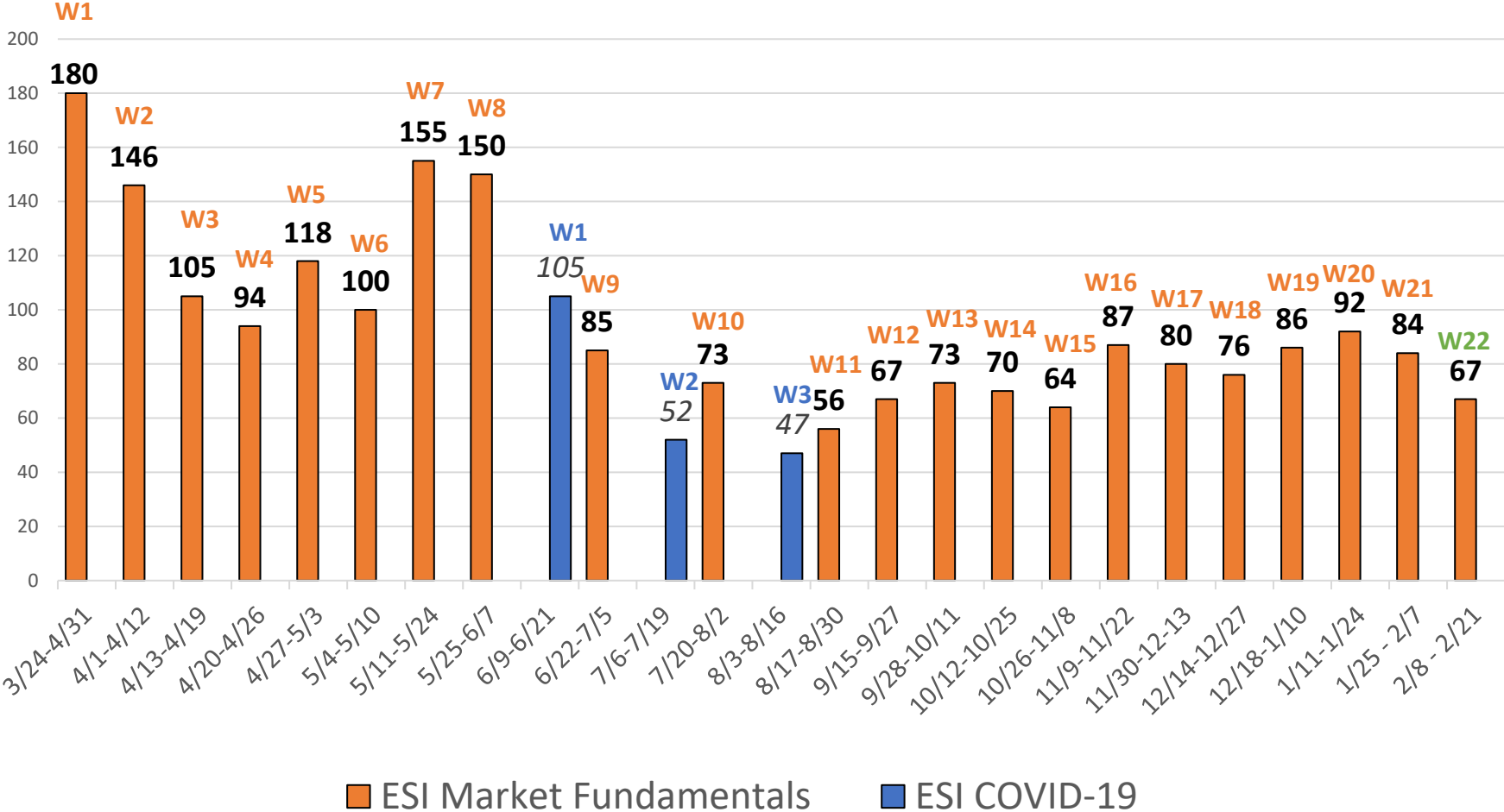


Source: NIC Executive Survey Insights

Wave 22 responses collected February 8 to February 21, 2021

2	I think mandatory staff vaccination is the right decision long term. we will lose some staff, probably less than 7%.
3	Answers within regarding vaccine are provided for service levels that are allocated vaccine (to date, Skilled nursing and Assisted living); independent living residents are currently being directed to vaccination sites in order to receive vaccine.
4	i left some questions blank as I completed them on a previous survey. The big question we are being asked is when we will reopen for visits and what will that look like. Are communities requiring volunteers to be vaccinated before they can volunteer, similar to how the schools worked for other vaccines? What about families? We aren't requiring our own staff to get the vaccine so I'm not sure requiring volunteers to have it, or any other outside health care providers will work. Just curious too when the results of the NIC survey will be provided. Thank you. Pam Ferris
5	We need to open facilities as soon as possible for families and residents. We are seeing a decline in our residents due to depression and loneliness.
6	Positive news reporting has reduced adult children concern about covid spread in congregate settings. Thus inquiries and move-ins are commencing to improve.
7	

Executive Insights Survey Dates and Response Counts



March 24



February 21