Executive Survey Insights
Wave 44:
July 25 to August 21, 2022

• Report Graphs
NIC Executive Survey
Insights Timeline

Wave 2: 4/1 – 4/12
Wave 3: 4/13 – 4/19
Wave 4: 4/20 – 4/26
Wave 5: 4/27 – 5/3
Wave 6: 5/4 – 5/10
Wave 7: 5/11 – 5/24
Wave 8: 5/25 – 6/7
Wave 9: 6/8 – 7/5
Wave 10: 7/6 – 8/2
Wave 11: 8/3 – 8/30
Wave 12: 9/1 – 9/27
Wave 13: 9/28 – 10/11
Wave 14: 10/12 – 10/25
Wave 15: 10/26 – 11/8
Wave 16: 11/9 – 11/22
Wave 17: 11/30 – 12/13
Wave 18: 12/14 – 12/27
Wave 19: 12/28 – 1/10 (2021)
Wave 20: 1/11 – 1/24
Wave 21: 1/25 – 2/7
Wave 22: 2/8 – 2/21
Wave 23: 2/22 – 3/7
Wave 24: 3/8 – 3/21
Wave 25: 3/22 – 4/4
Wave 26: 4/5 – 4/18
Wave 27: 4/19 – 5/2
Wave 28: 5/3 – 5/16
Wave 29: 5/17 to 6/13
Wave 30: 6/14 to 7/11
Wave 31: 7/12 – 8/8
Wave 32: 8/9 – 9/6
Wave 33: 9/7 – 10/3
Wave 34: 10/4 – 11/7
Wave 35: 11/8 – 12/5
Wave 36: 12/6 – 1/9 (2022)
Wave 37: 1/10 – 2/6
Wave 38: 2/7 to 3/6
Wave 39: 3/7 to 4/3
Wave 40: 4/4 to 5/1
Wave 41: 5/2 to 5/27
Wave 42: 5/28 to 6/6
Wave 43: 6/7 to 7/24
Wave 44: 7/25 to 8/21
All the states in the country loosening social restrictions
March 26, the U.S. had the most confirmed COVID-19 cases in the world
December 21, the Long-Term Care Vaccination Program was launched
Delta variant surge
Omicron variant surge
BA.4 and BA.5 variant surge

March 24, 2020 — August 21, 2022

*Average of IL/AL/MC/NC
Source: NIC Executive Survey Insights
Wave 41 responses were collected from May 2 to May 27, 2022
Wave 42 responses were collected from May 31 to June 26, 2022
Wave 43 responses were collected from June 27 to July 24, 2022
Wave 44 responses were collected from July 25 to August 21, 2022
Source: NIC Executive Survey Insights
*Sample size <30
Wave 44 responses were collected from July 25 to August 21, 2022
Source: NIC Executive Survey Insights

Cause of Deceleration in Move-Ins
ESI Wave 44

- Slowdown in Leads Conversions/Sales: 64%
- Resident or Family Member Concerns: 21%
- An Organization Imposed Ban: 7%
- High Occupancy/Lack of Inventory: 7%

Source: NIC Executive Survey Insights
Wave 41 responses were collected from May 2 to May 27, 2022
Wave 42 responses were collected from May 31 to June 26, 2022
Wave 43 responses were collected from June 27 to July 24, 2022
Wave 44 responses were collected from June 27 to August 21, 2022
Source: NIC Executive Survey Insights
*Sample size <30
Wave 44 responses were collected from July 25 to August 21, 2022
Source: NIC Executive Survey Insights
The Biggest Challenge Facing my Organization Today
ESI Wave 44

Rising Operating Expenses: 85.7%
Attracting Community/Caregiving Staff: 79.6%
Staff Turnover: 79.6%
Low Occupancy Rates: 40.8%
Limiting Admissions Due to Staffing: 22.4%
New Competition: 12.2%
Something Else: 8.2%

Wave 44 responses were collected from July 25 to August 21, 2022
Source: NIC Executive Survey Insights
Wave 44 responses were collected from July 25 to August 21, 2022
Source: NIC Executive Survey Insights
STAFFING
Wave 44 responses were collected from July 25 to August 21, 2022
Source: NIC Executive Survey Insights

Among Respondents Indicating a Staffing Shortage...

...What Percent of Properties Across Portfolio are Experiencing a Staffing Shortage?

- Up to 25% of our properties: 28%
- Up to 50% of our properties: 25%
- More than 50% of our properties: 19%
- All of our properties: 28%

Respondent Organizations Experiencing a Staffing Shortage

- Yes: 96%
- No: 4%
The Second Half of 2022, 14%
The First Half of 2023, 47%
The Second Half of 2023, 16%
2024, 10%
2025 or later, 12%

Organization Anticipates Staffing Challenges Will Improve In...

Wave 44 responses were collected from July 25 to August 21, 2022
Source: NIC Executive Survey Insights
The Agency Staff my Organization is Tapping Supplements:

Wave 44 responses were collected from July 25 to August 21, 2022
Source: NIC Executive Survey Insights
DEMOGRAPHICS
Demographics – W44
55 responses received

Types of properties owned/operated
• 76% Seniors Housing (IL/AL/MC)
• 33% Nursing Care
• 27% CCRC
(multiple responses allowed, will not add to 100%)

PROFIT STATUS:
FP: 58%
NFP: 36%
Both: 5%

SIZE:
1 to 10: 62%
11 to 25: 25%
26+: 13%