

PRESBYTERIAN HOMES, INC.

Financial Statements

December 31, 2003 and 2002

(With Independent Auditor's Report Thereon)

PRESBYTERIAN HOMES, INC.

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Certification of Chief Executive and Chief Financial Officers

We are responsible for the enclosed financial statements and supporting information of Presbyterian Homes, Inc. as of December 31, 2003 and 2002. We believe they are presented fairly and accurately.

The accuracy and completeness of financial information depends on our systems, process, and most importantly our integrity. We are responsible for our financial integrity and systems. We place a high value on each of these, and believe that our processes and people produce results that can be trusted.

Financial statements report our financial condition and results using numbers and prescribed rules. They also include a significant amount of information that is required by financial reporting standards. We have also disclosed additional information that we feel is important to create a complete picture of Presbyterian Homes, Inc.'s financial condition. We believe that all of the information contained in this report is accurate and can be trusted by the financial community, Presbyterian Homes, Inc.'s constituents, and the general public.

Financial statements alone can never reflect the breadth and depth of the services that are provided every day by the entire PHI family. They do not reflect our most significant assets, our employees and volunteers. They also do not include our most important results; compassionate care provided to seniors in need of healthcare, housing, and other supportive services. We believe that we continue to successfully fulfill our financial and non-financial mission, extending a proud tradition of ministry that extends for more than 75 years.

Finally, we believe in openly and honestly sharing information. Please feel free to contact either of us if you have questions on any part of this report, or if we can be of further assistance in understanding PHI's mission.

A handwritten signature in black ink, appearing to read 'Stephen E. Proctor'.

Stephen E. Proctor
Chief Executive Officer
PHI

A handwritten signature in black ink, appearing to read 'Jeffrey J. Davis'.

Jeffrey J. Davis
Chief Financial Officer
PHI

Independent Auditor's Report

The Board of Directors
Presbyterian Homes, Inc.:

We have audited the accompanying statements of financial position of Presbyterian Homes, Inc. (an affiliate of PHI) as of December 31, 2003 and 2002, and the related statements of activities, changes in net assets, and cash flows for the years then ended. These financial statements are the responsibility of the Corporation's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Presbyterian Homes, Inc. as of December 31, 2003 and 2002, and the results of its operations, changes in its net assets, and its cash flows for the years then ended in conformity with accounting principles generally accepted in the United States of America.

Beard Miller Company LLP

Lancaster, PA
February 27, 2004

PRESBYTERIAN HOMES, INC.

Statements of Financial Position

December 31, 2003 and 2002

Assets	2003	2002
Current assets:		
Cash and cash equivalents	\$ 3,064,159	1,742,278
Investments	19,543,134	16,814,842
Accounts receivable, net	4,338,224	4,660,096
Assets whose use is limited – required for current liabilities	467,896	752,781
Pledges receivable, current portion	123,922	—
Interest receivable	52,658	88,575
Inventory	164,918	161,013
Prepaid expenses and other current assets	546,004	496,572
Total current assets	<u>28,300,915</u>	<u>24,716,157</u>
Assets whose use is limited, net of current portion	6,528,512	4,615,678
Assets whose use is limited, construction funds held by trustee	9,927,751	—
Pledges receivable, net of current portion	1,012,699	—
Property and equipment (net of accumulated depreciation of \$56,258,274 and \$51,334,481, respectively)	73,388,105	73,670,194
Due from affiliates	9,361,518	8,324,056
Funds held in trust by others	6,771,590	6,544,558
Other assets:		
Beneficial interest in assets of PHI	1,333,332	1,131,282
Deferred marketing costs (net of accumulated amortization of \$131,561 and \$105,249, respectively)	210,498	236,810
Deferred financing costs (net of accumulated amortization of \$368,151 and \$254,315, respectively)	2,516,200	1,061,308
Other receivables	21,854	45,030
Total assets	<u>\$ 139,372,974</u>	<u>120,345,073</u>

See accompanying notes to financial statements.

PRESBYTERIAN HOMES, INC.

Statements of Financial Position

December 31, 2003 and 2002

Liabilities and Net Assets	2003	2002
Current liabilities:		
Accounts payable	\$ 3,283,874	2,749,761
Accrued expenses	4,886,740	4,707,198
Notes payable - lines of credit	229,331	2,000,000
Current portion, annuities payable	108,189	110,327
Accrued interest	249,441	240,828
Current portion, long-term debt	1,673,723	1,286,986
Total current liabilities	10,431,298	11,095,100
Resident deposits	660,312	933,075
Deferred revenue – entrance fees	26,874,482	26,426,553
Fair value of interest rate swap	115,382	—
Annuities payable, net of current portion	571,009	450,374
Long-term debt, net of current portion	73,491,796	57,302,635
Total liabilities	112,144,279	96,207,737
Net assets:		
Unrestricted	15,086,641	14,456,269
Temporarily restricted	3,615,901	2,030,674
Permanently restricted	8,526,153	7,650,393
Total net assets	27,228,695	24,137,336
Total liabilities and net assets	\$ 139,372,974	120,345,073

See accompanying notes to financial statements.

PRESBYTERIAN HOMES, INC.

Statements of Activities

Year ended December 31, 2003

(with comparative December 31, 2002 totals)

	2003			2002
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Revenues, gains and other support:				
Resident services, including amortization of entrance fees of \$4,286,981 and \$3,951,887, respectively	\$ 70,389,510	—	—	70,389,510
Interest and dividend income, net of expenses	1,106,624	64,690	169,850	1,341,164
Realized (losses) gains on investments	(103,285)	—	—	(103,285)
Gifts and bequests	665,123	1,662,540	245,259	2,572,922
Net assets released from restrictions	226,457	(226,457)	—	—
Total revenues, gains and other support	72,284,429	1,500,773	415,109	74,200,311
Expenses:				
Nursing services	25,048,531	—	—	25,048,531
Rehabilitation	2,603,631	—	—	2,603,631
Recreation and special services	2,465,295	—	—	2,465,295
Pharmacy	1,641,185	—	—	1,641,185
Social services	348,967	—	—	348,967
Physician services	194,278	—	—	194,278
Food services	8,130,487	—	—	8,130,487
Building operations and maintenance	6,391,434	—	—	6,391,434
Housekeeping	2,147,044	—	—	2,147,044
Laundry and linen	972,128	—	—	972,128
General and administrative	10,551,906	—	—	10,551,906
Employee benefits	3,935,478	—	—	3,935,478
Interest	2,993,516	—	—	2,993,516
Depreciation	4,950,826	—	—	4,950,826
Amortization	176,530	—	—	176,530
Unrealized loss on fair value of interest rate swap	115,382	—	—	115,382
Total expenses	72,666,618	—	—	72,666,618
Change in net assets (liabilities) before unrealized gain (loss) on investments and assets held in trust by others, and loss on discontinued operations	(382,189)	1,500,773	415,109	1,533,693
Unrealized gain (loss) on investments and assets held in trust by others	1,012,561	84,454	460,651	1,557,666
Loss on discontinued operations	—	—	—	—
Change in net assets	630,372	1,585,227	875,760	3,091,359
Net assets, beginning of year	14,456,269	2,030,674	7,650,393	24,137,336
Net assets, end of year	\$ 15,086,641	3,615,901	8,526,153	27,228,695

See accompanying notes to financial statements.

PRESBYTERIAN HOMES, INC.

Statements of Activities

Year ended December 31, 2002

	2002			
	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Revenues, gains and other support:				
Resident services, including amortization of entrance fees of \$3,951,887	\$ 66,785,247	—	—	66,785,247
Interest and dividend income, net of expenses	1,267,019	61,747	—	1,328,766
Realized gains on investments	539,824	—	—	539,824
Gifts and bequests	991,724	388,752	250,446	1,630,922
Net assets released from restrictions	353,654	(353,654)	—	—
Total revenues, gains and other support	69,937,468	96,845	250,446	70,284,759
Expenses:				
Nursing services	24,019,098	—	—	24,019,098
Rehabilitation	2,446,195	—	—	2,446,195
Recreation and special services	2,260,153	—	—	2,260,153
Pharmacy	1,534,760	—	—	1,534,760
Social services	317,518	—	—	317,518
Physician services	170,199	—	—	170,199
Food services	7,836,588	—	—	7,836,588
Building operations and maintenance	5,677,552	—	—	5,677,552
Housekeeping	1,981,120	—	—	1,981,120
Laundry and linen	923,027	—	—	923,027
General and administrative	8,894,918	—	—	8,894,918
Employee benefits	3,365,387	—	—	3,365,387
Interest	3,276,248	—	—	3,276,248
Depreciation	4,976,976	—	—	4,976,976
Amortization	95,471	—	—	95,471
Total expenses	67,775,210	—	—	67,775,210
Change in net assets before unrealized loss on investments and assets held in trust by others, and loss on discontinued operations	2,162,258	96,845	250,446	2,509,549
Unrealized loss on investments and assets held in trust by others	(1,164,410)	(327,800)	(918,284)	(2,410,494)
Loss on discontinued operations	(565,595)	—	—	(565,595)
Change in net assets	432,253	(230,955)	(667,838)	(466,540)
Net assets, beginning of year	14,024,016	2,261,629	8,318,231	24,603,876
Net assets, end of year	\$ 14,456,269	2,030,674	7,650,393	24,137,336

See accompanying notes to financial statements.

PRESBYTERIAN HOMES, INC.

Statements of Cash Flows

Years ended December 31, 2003 and 2002

	2003	2002
Cash flows from operating activities:		
Change in net assets	\$ 3,091,359	(466,540)
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	4,950,826	5,275,290
Proceeds from entrance fees and deposits	5,914,162	4,982,673
Amortization of entrance fees	(4,286,981)	(3,951,887)
Unrealized loss on fair value of interest rate swap	115,382	—
Unrealized (gains) losses on investments and assets held in trust by others	(1,557,666)	2,410,494
Realized losses (gains) on investments	103,285	(539,824)
Contributions restricted for long-term purposes	(245,259)	(250,446)
Change in funds held in trust by others	(429,082)	(239,988)
Amortization	140,149	74,112
Amortization of bond discount	36,381	27,899
Change in assets and liabilities:		
Accounts receivable	321,872	167,209
Other assets	(17,420)	104,127
Other receivables	(1,113,445)	343,523
Accounts payable	534,113	(196,450)
Accrued expenses and deferred revenue other	188,155	(678,508)
Net cash provided by operating activities	7,745,831	7,061,684
Cash flows from investing activities:		
Acquisition of property and equipment	(4,668,737)	(3,341,805)
Net proceeds from the sale of property and equipment	—	3,022,280
Financing costs incurred	(1,568,729)	—
Purchases of investments	(6,807,119)	(6,526,558)
Proceeds from sale of investments	5,533,208	2,998,485
Change in assets whose use is limited	(11,555,700)	430,833
Net cash used in investing activities	(19,067,077)	(3,416,765)
Cash flows from financing activities:		
Refunds of entrance fees and deposits	(1,452,015)	(666,092)
Principal payments on long-term debt	(12,659,177)	(3,877,223)
Proceeds on the issuance of bonds	29,198,694	—
Payments on notes payable	(1,770,669)	—
Contributions restricted for long-term purposes	245,259	250,446
Change in annuities payable	118,497	110,098
Due from affiliated entity	(1,037,462)	(1,746,255)
Net cash provided by (used in) financing activities	12,643,127	(5,929,026)
Net increase (decrease) in cash and cash equivalents	1,321,881	(2,284,107)
Cash and cash equivalents, beginning of year	1,742,278	4,026,385
Cash and cash equivalents, end of year	\$ 3,064,159	1,742,278

Supplemental disclosure of noncash investing and financing activities:

During 2003, the Corporation refunded the Kent County Series 1996, Series 1998 and Series 1999 bonds by issuing the \$10,000,000 Series 2003 bonds.

See accompanying notes to financial statements.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(1) General Information

Presbyterian Homes, Inc. (the Corporation) is a not-for-profit corporation, which provides services in the Presbyteries of Carlisle, Donegal, Kiskiminetas, Lackawanna, Lehigh, Northumberland, New Castle and Upper Ohio Valley in the states of Pennsylvania, Delaware, and Ohio. Presbyterian Homes, Inc. owns, operates and manages skilled nursing facilities, continuing care retirement communities as well as stand-alone independent living facilities and assisted living homes. The Corporation is governed by a Board of Directors, all of whom are elected by the Board of Trustees of PHI, the Corporation's parent organization.

The Corporation is tax exempt under Section 501(c)(3) of the Internal Revenue Code.

The Corporation has received a Certificate of Authority from the Pennsylvania Insurance Department as required by the Continuing Care Provider Registration and Disclosure Act of 1984, (the Act).

(2) Summary of Significant Accounting Policies

(a) Basis of Accounting

These financial statements, which are presented on the accrual basis of accounting, have been prepared to focus on the Corporation as a whole and to present balances and transactions according to the existence or absence of donor-imposed restrictions.

Revenues are reported as increases in unrestricted net assets unless use of the related assets is limited by donor-imposed restrictions. Expenses are reported as decreases in unrestricted net assets. Gains and losses on investments and other assets or liabilities are reported as increases or decreases in unrestricted net assets unless their use is restricted by explicit donor stipulation or by law.

(b) Temporarily and Permanently Restricted Net Assets

Temporarily restricted net assets are those whose use by the Corporation has been limited by donors to a specific time period or purpose. Permanently restricted net assets have been restricted by donors to be maintained by the Corporation in perpetuity. The interest and dividend income from these restricted assets is used for the charitable purpose.

(c) Donor Restrictions

The Corporation reports gifts of cash and other assets as restricted support if they are received with donor stipulations that limit the use of the donated assets. When a donor restriction expires, that is, when a stipulated time restriction ends or the purpose to which the donation is restricted is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions. Donor restricted contributions whose restrictions are met within the same year as received are reflected as unrestricted contributions in the accompanying financial statements.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(c) Donor Restrictions (continued)

The Corporation reports non-cash gifts as unrestricted support unless explicit donor stipulations specify how the donated assets must be used. Gifts of long-lived assets with explicit restrictions that specify how the assets are to be used and gifts of cash or other assets that must be used to acquire long-lived assets are reported as restricted support. Absent explicit donor stipulations about how long those long-lived assets must be maintained, the Corporation reports expirations of donor restrictions when the donated or acquired long-lived assets are placed in service.

Contributions, including unconditional promises to give, are recognized as revenues when the promise to give is first made. Conditional promises to give are not recognized until they become unconditional, that is when the conditions on which they depend are substantially met. Contributions of assets other than cash are recorded at their estimated fair value as of the date of contribution.

(d) Cash and Cash Equivalents

The Corporation considers all liquid investments with a maturity of three months or less when purchased to be cash equivalents for the purposes of the statements of financial position and cash flows, except for those included in investments or assets whose use is limited. At times during the years ended December 31, 2003 and 2002, cash balances may have exceeded the federally insured limit of \$100,000.

(e) Accounts Receivable

Accounts receivable are shown net of an estimated allowance for doubtful accounts, as follows:

	<u>2003</u>	<u>2002</u>
Total accounts receivable	\$ 5,335,511	5,751,926
Less: allowance for doubtful accounts	(997,287)	(1,091,830)
Net accounts receivable	<u>\$ 4,338,224</u>	<u>4,660,096</u>

An allowance for doubtful accounts is established based on management's assessment of the collectability of specific resident accounts and the aging of the accounts receivable.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(f) *Pledges Receivable*

During 2003, a pledge was made to the Corporation for \$1,500,000. The organization received \$52,000 of the gift in 2003 and the remaining balance will be paid over the next 9 years. The Corporation recorded this pledge at the net present value less a discounted uncollectible amount of 5%.

	<u>2003</u>
Pledges receivables	\$ 1,448,219
Less: unamortized discount	(266,566)
Subtotal	<u>1,181,653</u>
Less: allowance for uncollectibles	(45,032)
Net pledges receivables	<u>\$ 1,136,621</u>

Pledges receivable as of December 31, 2003 is as follows:

Amounts due in:	
Less than one year	\$ 150,000
One to five years	750,000
More than five years	548,219
	<u>\$ 1,448,219</u>

(g) *Statement of Cash Flows*

Interest paid during the years ended December 31, 2003 and 2002 was \$2,791,367 and \$3,435,807, respectively.

(h) *Deferred Costs*

The Corporation has deferred the marketing costs incurred in connection with acquiring initial continuing care contracts for its independent living facilities. When the independent living units are substantially occupied, these costs are amortized on a straight-line basis over a period approximating the average life expectancy of the initial residents occupying the units.

The Corporation has deferred the costs incurred for obtaining the proceeds of its long-term debt arrangements. These costs are being amortized over the term of the related financings using the straight-line method which approximates the effective interest method.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(i) *Property and Equipment*

Property and equipment are stated at cost or, if donated, at fair market value on the date of donation. Depreciation is being provided on the straight-line method over the estimated useful lives of the assets. The Corporation's policy is to capitalize items in excess of \$1,500 or for a group of items totaling \$1,000 or more.

Depreciable lives are determined as follows:

Land improvements	15-25 years
Buildings and improvements	10-25 years
Departmental equipment, furniture and fixtures	10-25 years
Furniture	5-15 years
Vehicles	5 years

(j) *Investments*

Investments in marketable equity securities with readily determinable fair values and all investments in debt securities are measured at fair value in the statements of financial position. Other equity securities are carried at fair value as determined by management. A decline in market value of any investment below cost that is deemed to be other than temporary results in a reduction in carrying amount to fair value. The impairment is charged to realized loss and a new cost basis for the investment is established. For the years ended December 31, 2003 and 2002, no amounts were charged to realized loss.

(k) *Funds Held in Trust by Others*

The Corporation has been named as a beneficiary of several trusts which are administered and controlled by independent trustees. The trusts are recorded as contribution revenue when the Corporation is notified of the trust's existence. The Corporation receives the earnings from these trusts whose principal is to be held in perpetuity. The earnings from the trust are reported as investment income, increasing unrestricted net assets.

Assets held in trust by others are valued at the estimated fair value of the underlying investments. The change in the fair value of assets held in trust by others is reported as permanently restricted unrealized gains or losses on investments.

Also included in funds held in trust by others are contributions receivable from charitable remainder trusts that are held by independent trustees. Periodic payments are made to annuitants and the remaining corpus will revert to the Corporation upon the death of the annuitant. These annuities are recorded at the present value of the annuity amount discounted at the contract rate over the estimated remaining life of the annuitant.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(k) Funds Held in Trust by Others (continued)

A summary of these funds at December 31 is as follows:

	<u>2003</u>	<u>2002</u>
Assets held in trust by others	\$ 5,956,725	5,604,947
Contributions receivable from remainder trusts	<u>814,865</u>	<u>939,611</u>
	<u>\$ 6,771,590</u>	<u>6,544,558</u>

(l) Costs of Borrowing

Interest cost incurred on borrowed funds less interest income on these funds during the period of construction of capital assets is capitalized as a component of construction-in-progress. Interest of \$341,400 was capitalized in 2003.

(m) Assets Whose Use is Limited

Assets whose use is limited primarily include assets held by a trustee under the terms of various bond indentures. Amounts required to meet current obligations of the Corporation have been reclassified in the statement of financial position as current assets.

(n) Deferred Revenue – Entrance Fees

Entrance fees collected from residents at move-in pursuant to a Residence and Care Agreement are initially recorded as deferred revenue. The non-refundable portion of the fees is amortized to income over the estimated remaining life expectancy of each resident. The portion of the fee refundable upon reoccupancy is amortized on a straight-line basis over the remaining useful life of the applicable facility. The agreements provide for potential death or termination refunds of the non-refundable portion if reoccupancy occurs before the contractual amortization is completed in accordance with the terms of the agreements. The remaining amount of unamortized, nonrefundable entrance fees is recorded as revenue upon a resident's death or termination of the contract.

The amount of entrance fees refundable to residents at December 31, 2003 and 2002 under contractual refund provisions was approximately \$17,251,500 and \$16,669,000, respectively.

(o) Statutory Liquid Reserve

The Continuing Care Provider Registration and Disclosure Act requires a working capital reserve equivalent to the greater of the total debt service payments due during the next 12 months on account of any loan or long-term financing, or 10% of the projected annual operating expenses of the Corporation exclusive of depreciation. The reserve is computed on only the proportional share of financing or operating expenses that are applicable to Residence and Care Agreements. The reserve requirement is considered to be fulfilled by the Corporation's unrestricted cash and investments.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(p) Resident Deposits

Entrance fees and waiting list deposits received from prospective residents prior to occupancy under Residence and Care Agreements are included in resident deposits in the statement of financial position. These deposits are transferred to deferred revenue upon occupancy of the related units.

(q) Estimated Obligation to Provide Future Services to Continuing Care Residents

At certain continuing care retirement communities, the Corporation provides health care coverage for certain residents under the terms of a Residence and Care Agreement. The Corporation annually estimates the present value of the net cost of future services and the use of facilities to be provided to current residents covered by Residence and Care Agreements and compares that amount to the balance of deferred entrance fees. If the present value of the net cost of future services and the use of facilities exceeds the deferred entrance fees, a liability is recorded (estimated obligation to provide future services to continuing care residents, in excess of amounts received or to be received). Assumptions made in the calculation include a 4% inflation rate for nursing costs, a 4% inflation rate for other operating costs, and 6% discount rate based on the approximate cost of borrowing for the Corporation. At December 31, 2003 and 2002, management's estimate resulted in no obligation in excess of recorded amounts to provide future services to continuing care residents.

(r) Resident Service Revenue and Business Concentration

Resident service revenue is reported at the estimated net realizable amount to be received from patients and others including Medicare, Pennsylvania Medicaid, Delaware Medicaid, and other third-party payors for services rendered. The Corporation derives a portion of its revenues from federal and state reimbursement programs with a significant majority of state reimbursement from Pennsylvania Medicaid. All of the skilled nursing facilities operated by the Corporation are certified to receive benefits under Medicare and Medicaid.

The reimbursement methodology for a variety of health care providers has changed significantly as a result of provisions contained in the Balanced Budget Act of 1997 ("Budget Act"). The Budget Act provides for a prospective payment system ("PPS") for Medicare reimbursement for skilled nursing services (rather than the retrospective cost-based methodology in place prior to July 1, 1998). Skilled nursing facilities are paid a federal per diem rate for covered services, which include routine and ancillary services and most capital-related costs. Medicare reimbursement is subject to audit and retroactive adjustment in future periods. In conjunction with PPS, consolidated billing for Medicare Part A Services is required for skilled nursing facilities. Under consolidated billing for Medicare Part A Services, facilities must bill Medicare for all of the services residents receive, including all therapy services. The Corporation's skilled nursing facilities began utilizing this new rate methodology in January 1999.

Nursing services provided to Pennsylvania Medicaid beneficiaries are paid at prospectively determined rates per day. These rates vary according to a resident classification system that is based on clinical diagnostic and other factors and the reimbursement methodology is subject to various limitations and adjustments. The Corporation's current concentration of skilled nursing facilities in Pennsylvania exposes it to the risk of changes in Medicaid reimbursement in this state.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(r) Resident Service Revenue and Business Concentration (continued)

Revenues from Medicare and Pennsylvania and Delaware Medicaid (Medicaid) represent approximately 50% and 47% of revenues for 2003 and 2002, respectively. Medicare and Medicaid receivables represent approximately 56% and 51% of accounts receivable at December 31, 2003 and 2002, respectively.

(s) Fundraising Expense

Fundraising expenses incurred by the Corporation are included in general and administrative on the statement of activities. Total fundraising expenses were \$16,451 and \$35,710 for 2003 and 2002, respectively.

(t) Donated Services

Donated services are reflected in the financial statements at the fair value of the service donated. The Corporation pays for most services requiring specific expertise.

(u) Charity Care

The Corporation provides care to residents, who meet certain criteria under its charity care policy, at amounts less than its established rates. Charity care is recorded as a reduction of revenue.

(v) Workers' Compensation

Accrued expenses include a provision for estimated self-insured workers' compensation claims for both reported claims not yet paid and claims incurred but not reported.

(w) Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements. Estimates also affect the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

(x) Derivatives and Hedging Activities

In September 2003, the Corporation entered into a swap arrangement fixing the interest rates for a period of time on a portion of its variable rate debt. In accordance with Statement of Financial Accounting Standards (SFAS) No. 133, *Accounting for Derivative Instruments and Hedging Activities* as amended by SFAS No. 138, *Accounting for Certain Derivative Instruments and Certain Hedging Activities*, the Corporation recorded a liability of \$115,382, and a loss of \$115,382, representing the increase in the fair value (liability) of the swap during 2003.

The Corporation's interest rate swap is carried at fair value (liability) as determined by a third party. Changes in fair value are reported in the statement of activities as a component of the change in net assets. The Corporation believes that the interest rate swap is an effective economic hedge of its exposure to variable interest rates.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(y) Reclassification

Certain amounts in the 2002 financial statements have been reclassified to conform with the 2003 financial presentation.

(z) Performance Indicator

The Corporation measures the performance of its operations using the statement of activities, which includes a performance indicator of operations labeled as "changes in net assets (liabilities) before unrealized gain (loss) on investments and assets held and trust by others, and loss on discontinued operations". Changes in unrestricted net assets which are excluded from this measure are: unrealized gains and losses on investments, and other significant adjustments which do not directly indicate operational performance.

(3) Investments

The cost and fair value of investments at December 31 are as follows:

	2003		2002	
	Cost	Fair value	Cost	Fair value
Money market funds	\$ 651,603	651,603	1,398,192	1,398,192
Certificates of deposit	157,670	157,670	3,194,704	3,194,704
Marketable equity securities	4,338,234	6,720,543	2,053,238	3,045,666
Other equity securities	4,000,000	4,000,000	4,000,000	4,000,000
Government agencies securities	5,548,460	5,543,163	3,047,576	3,120,251
Corporate debt securities	3,657,561	3,763,585	3,156,272	3,271,389
Other	163,764	163,764	-	-
Totals	<u>\$ 18,517,292</u>	21,000,328	<u>16,849,982</u>	18,030,202
Less permanently restricted investments (note 5)		<u>(1,457,194)</u>		<u>(1,215,360)</u>
Total investments		<u>\$ 19,543,134</u>		<u>\$ 16,814,842</u>

Other equity securities is the preferred stock in Continuing Care Rx, Inc., a subsidiary of PHI (note 4).

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(4) Related Party Transactions

The Corporation incurs a management fee payable to its parent organization under a management agreement whereby PHI provides the Corporation with various management and administrative services to each of the Corporation's operating facilities. The Corporation also incurs certain operating expenses under the management agreement which are comprised primarily of the salaries and benefits of certain key management personnel provided to the Corporation by the parent organization. Under the terms of the management agreement, the Corporation shall reimburse PHI monthly in arrears by the fifteenth day of the following month in an amount equal to the cost of these management salaries and benefits plus other expenses as described in the agreement. During the years ended December 31, 2003 and 2002, the Corporation incurred management fees and other expenses under the management agreement totaling \$4,141,248 and \$3,673,161, respectively, which is classified as general and administrative expenses in the statement of activities.

In addition, the Corporation purchases medications from Continuing Care Rx, Inc., which is wholly-owned by PHI. Total purchases from Continuing Care Rx, Inc. for 2003 and 2002 were approximately \$1,313,867 and \$1,332,730, respectively, of which \$298,390 and \$246,520 is included in accounts payable as of December 31, 2003 and 2002, respectively.

During 2001 the Corporation received \$4,000,000 par with a \$5,000,000 liquidation value cumulative preferred stock in Continuing Care Rx, Inc. from PHI. The preferred stock has a stated dividend rate of 7% annually payable in arrears. The stock is recorded at an estimated market value of \$4,000,000 and correspondingly reduced the amount of the intercompany loan due from PHI. During 2003 and 2002, \$350,000 in dividends was received on the preferred stock.

The Corporation is a guarantor of certain debts of Presbyterian Senior Living Services, Inc. (Glen Meadows), an affiliate organization. In the event of a deficiency judgment from the sale of real property pledged as security for the purchase of a facility in Glen Arm, Maryland, Presbyterian Homes, Inc. has guaranteed payment up to \$6,000,000. The Corporation has also guaranteed a line of credit with a maximum available amount of \$1,250,000 for Presbyterian Senior Living Services, Inc., which is subject to renewal in May 2004.

Amounts due from affiliate entities, principally PHI, as of December 31, 2003 and 2002 are \$9,361,518 and \$8,324,056, respectively.

The amounts receivable from the Corporation's affiliated organizations are unsecured, non-interest bearing and have no fixed repayment terms.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(5) Assets Whose Use is Limited

At December 31 assets whose use is limited consisted of the following:

	<u>2003</u>	<u>2002</u>
Permanently restricted investments	\$ 1,457,194	1,215,360
Debt service reserve fund	5,071,318	3,400,318
Bond fund	467,896	752,781
	<u>6,996,408</u>	<u>5,368,459</u>
Less current portion	(467,896)	(752,781)
	<u><u>\$ 6,528,512</u></u>	<u><u>4,615,678</u></u>

As described in note 7, in January 2003 the Corporation issued Cumberland County Municipal Authority Revenue Bonds, Series 2003 A and B, part of the proceeds of which provided for the establishment of a construction fund to fund capital expenditures. The construction funds, which are also classified as assets whose use is limited, are held by a trustee and distributed when specific requirements of the bond indentures have been met.

The Corporation's debt service reserve, bond and construction funds are required by certain covenants included in its bond indentures. Amounts included in assets whose use is limited have been invested in government agency securities and fixed rate investment contracts.

(6) Property and Equipment

A summary of property and equipment and accumulated depreciation at December 31 is as follows:

	<u>2003</u>		<u>2002</u>	
	<u>Cost</u>	<u>Accumulated depreciation</u>	<u>Cost</u>	<u>Accumulated depreciation</u>
Land	\$ 4,074,242	—	4,074,242	—
Land improvements	6,899,811	3,311,655	6,689,722	3,019,171
Buildings and improvements	102,854,263	41,817,581	100,121,714	37,942,443
Departmental equipment, furniture and fixtures	11,340,968	8,993,225	10,956,931	8,374,274
Furniture	1,696,150	1,229,412	1,694,622	1,124,712
Vehicles	1,081,630	906,401	1,023,495	873,881
Construction-in-progress	1,699,315	—	443,949	—
	<u><u>\$ 129,646,379</u></u>	<u><u>56,258,274</u></u>	<u><u>125,004,675</u></u>	<u><u>51,334,481</u></u>
Net book value		<u><u>\$ 73,388,105</u></u>		<u><u>\$ 73,670,194</u></u>

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(6) Property and Equipment (continued)

As the Corporation undertakes expansion projects, costs are included in construction-in-progress. As projects are completed, the costs are transferred to buildings and building improvements. Ongoing improvement and expansion is anticipated in the normal course of operations.

As of December 31, 2003 and 2002, commitments for future construction totaled approximately \$2,000,000 and \$1,500,000, respectively.

In December 2002, the Corporation sold Hutchinson House; an 80 bed assisted living facility for approximately \$3.1 million, and recognized a gain of \$172,635. In November 2001, the Corporation had entered into a contingent sale and interim rental agreement to sell the facility. The agreement provided for a two year rental period commencing on November 1, 2001 pending the buyer obtain financing for the purchase. Rent, amounting to \$130,000 received during this period was applied to the purchase price.

For the year ended December 31, 2002 Hutchinson House's losses consisted of:

Depreciation	\$ 298,314
Interest	199,856
Other expenditures	<u>67,425</u>
Total loss	<u>\$ 565,595</u>

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(7) Long-term Debt

Long-term debt as of December 31 consisted of the following:

	<u>2003</u>	<u>2002</u>
Cumberland County Municipal Authority Bonds Series 1993A principal due in 2018, variable interest rate, 1.25% at December 31, 2003, secured by irrevocable letter of credit with annual fee of 1.25%, which expires on December 15, 2005.	\$ 6,000,000	6,000,000
Cumberland County Municipal Authority Revenue Bonds Series 1996, principal due in varying annual amounts from 2013 to 2026, interest rate set at 6.0%, net of unamortized discount, collateralized by property and equipment and gross revenues of the Corporation	31,585,000	42,685,000
Cumberland County Municipal Authority Revenue Bonds Series 2003A, tax exempt debenture bonds, principal due in varying annual amounts from 2003 to 2026, interest rates ranging from 1.4% to 5%, insured by municipal bond insurance and property and equipment and gross revenues of the Corporation	19,335,000	—
Cumberland County Municipal Authority Revenue Bonds Series 2003B, taxable variable rate debenture bonds, principal maturities in varying amounts from 2003 to 2032, interest adjusted weekly, 1.24% at December 31, 2003 collateralized by letter of credit with an annual fee of 1.25% which expires on December 15, 2005	8,935,000	—
Kent County Delaware Economic Development Revenue Bonds Series 1996, principal and interest payable monthly on a 20-year amortization period, final principal payment due 2016, interest at 5.56% through 2003 and remarketed thereafter, collateralized by property and equipment and gross revenues of the Corporation	—	5,040,515

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(7) Long-term Debt (Continued)

	<u>2003</u>	<u>2002</u>
Kent County Delaware Economic Development Revenue Bond Series 1998 and 1999, maximum available principal of \$6,000,000, interest only through 2000, principal and interest payable in equal monthly installments from 2002 to 2020 at 4.9% with remarketing as of 2005, collateralized by property and equipment and gross revenues of the Corporation	—	5,321,278
Kent County Delaware Economic Development Revenue Bond Series 2003, principal and interest payable monthly on a 15-year amortization period, final principal payment due October 31, 2018, variable interest of 1.60% at December 31, 2003, collateralized by property and equipment and gross revenues of the Corporation	9,957,067	—
Note payable to Synod of the Trinity of the Presbyterian Church, U.S.A., no scheduled repayment of principal, variable interest rate based on the prime rate, 3.0% and 4.0% at December 31, 2003 and 2002 respectively, unsecured until October 2005.	200,000	200,000
Note payable to Case Credit Corporation, principal payable in equal installments of principal only, until October 2005. Note is non-interest bearing, and is secured by a skid loader.	7,959	12,409
	76,020,026	59,259,202
Less current portion	(1,673,723)	(1,286,986)
Less unamortized discount	(854,507)	(669,581)
	<u>\$ 73,491,796</u>	<u>57,302,635</u>

On November 6, 2003, the Corporation issued the \$10,000,000 Kent County Economic Development Revenue Refunding Bonds Series 2003. Proceeds from the bonds were used to refund the Series 1996, Series 1998 and the Series 1999 bonds.

In January 2003, the Corporation issued Cumberland County Municipal Authority Series A and B bonds totaling \$29,420,000. The bonds were used to refund \$11.1 million of the Cumberland County Series 1996 bonds, provide approximately \$15 million for future capital improvements, increase debt service reserves by \$1.7 million, and to pay for issuance and bond insurance costs.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(7) Long-term Debt (Continued)

Under the terms of the Corporation's 2003 Cumberland County Municipal Authority Revenue bond indenture, the Corporation is required to maintain certain deposits with a trustee. These deposits are included in assets whose use is limited. The indenture also places limits on the incurrence of additional borrowings and requires the Corporation to satisfy certain measures of financial performance as long as the bonds are outstanding. These covenants have been met as of December 31, 2003.

Maturities for the five years subsequent to December 31, 2003 are as follows:

<u>Years ended December 31,</u>	<u>Aggregate maturities</u>
2004	\$ 1,673,723
2005	1,722,675
2006	1,777,865
2007	1,835,015
2008	1,904,836
Thereafter	67,105,912
	<u>\$ 76,020,026</u>

In September 2003, the Corporation entered into a swap agreement with a financial intermediary, which fixes the interest rate to be paid by the Corporation on a portion of the Kent County 2003 bonds as follows:

<u>Notational Amount</u>	<u>Interest Rate</u>	<u>Termination Date</u>
\$10,000,000	3.39%	November 28, 2008

Pursuant to these agreements the intermediary assumes the risk of varying interest rates, with the difference between the weekly variable rates and the fixed rates above being either paid by, or reimbursed to, the Corporation. As discussed in Note 2, swap agreements are reported at fair value.

(8) Notes Payable

The Corporation has a line of credit with a financial institution, which provides for borrowings of up to \$4,000,000 at an interest rate based on the prime rate of the financial institution, which was 2.8% and 3.1% as of December 31, 2003 and 2002, respectively. The line of credit is collateralized by accounts receivable on a parity basis with the Corporation's bonded debt. As of December 31, 2003 and 2002, the Corporation had amounts totaling \$229,331 and \$2,000,000, respectively, outstanding under this agreement. The line expires on June 30, 2004.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(9) Leases

The Corporation leases certain equipment under operating leases, which expire at various dates through 2008. The future minimum lease payments under these operating leases are as follows:

2004	\$ 486,103
2005	352,311
2006	141,894
2007	41,020
2008	660
	<u>\$ 1,021,988</u>

Rental expense under operating leases was \$561,455 and \$538,524 for the years ended December 31, 2003 and 2002, respectively.

(10) Annuities

The Corporation has a gift annuity program. In return for their gifts, donors are paid a fixed annuity amount during the lifetime of the donor and/or the donor's beneficiary, which creates a liability of the Corporation. Total annuities payable were \$679,198 and \$560,701 at December 31, 2003 and 2002, respectively. The Corporation uses published mortality-rate tables adopted by the United States Internal Revenue Service and an assumed discount rate of approximately 4% to 6% percent to determine the present value of the actuarially determined liability. The Corporation has assets included in investments of \$5,528,862 and \$4,157,047 as of December 31, 2003 and 2002, respectively to satisfy annuities.

(11) Workers' Compensation Insurance

The Corporation has instituted a self-insured Workers' Compensation program as allowed by the Commonwealth of Pennsylvania and State of Delaware Bureaus of Workers' Compensation. This program provides for self payment of work related injuries and illnesses as opposed to utilizing an insurance carrier. The Corporation has contracted with major insurance carriers for excess insurance coverage, loss control services and administration. The Corporation maintains a letter of credit for \$2 million in connection with this self-insurance program. At December 31, 2003 and 2002, the Corporation has recorded an accrued expense of approximately \$1.4 million, for workers' compensation claims which includes known case reserves and an estimate of the Corporation's liability for incurred but not reported claims.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(12) Temporarily Restricted Net Assets

Temporarily restricted net assets as of December 31 are available for the following purposes:

	<u>2003</u>	<u>2002</u>
Charity care and/or equipment, including pledges receivable	\$ 3,112,655	1,729,479
Contributions receivable from charitable trust for charity care	<u>503,246</u>	<u>301,195</u>
	<u>\$ 3,615,901</u>	<u>2,030,674</u>

(13) Permanently Restricted Net Assets

Income from the following permanently restricted net assets as of December 31 is restricted for:

	<u>2003</u>	<u>2002</u>
Charity care and/or equipment	\$ 2,337,280	2,045,446
Benefit in perpetual trusts; charity care	<u>6,188,873</u>	<u>5,604,947</u>
	<u>\$ 8,526,153</u>	<u>7,650,393</u>

(14) Charity Care

The Corporation provides care to residents who meet certain criteria under its charity care policy at amounts less than its established rates. Because the Corporation does not pursue collection of amounts determined to qualify as charity care, they are not reported as revenue. In addition, the Corporation considers contractual allowances charity care. The total amount of charity care provided under these policies was approximately \$6.0 and \$5.4 million for the years ended December 31, 2003 and 2002, respectively, of which the amount of charges foregone for services and supplies was approximately \$1,005,000 and \$963,000, respectively.

(15) Retirement Plan

The Corporation has a defined-contribution retirement plan covering all employees that have completed one year of service and have reached the age of 21. Vesting occurs after five years of service. Contributions to the plan are at the discretion of the Board of Trustees of PHI. For the year ended December 31, 2003 and 2002, retirement plan expense totaled approximately \$511,000 and \$398,000, respectively.

PRESBYTERIAN HOMES, INC.

Notes to Financial Statements

December 31, 2003 and 2002

(16) Commitments and Contingencies

The Corporation is involved in several legal proceedings arising from its activities in the health care industry. Although it is not possible to presently determine the final outcome of these matters, management believes the aggregate liability, if any, resulting from such proceedings will not have a material adverse effect on the Corporation's assets, liabilities, net assets, operations or cash flows.

(17) Financial Instruments

(a) Fair Values of Financial Instruments

The following methods and assumptions were used to estimate the fair value of each class of financial instruments:

Cash and cash equivalents: The carrying amount approximates fair value because of the short term nature of those investments.

Investments: The fair values of U.S. Government securities, notes, commercial bonds and equity securities are estimated based on quoted market prices for those or similar investments. Management has determined the fair value of other equity securities based on the stock prices and implied yields of similar publicly traded securities as of December 31, 2003.

Long-term debt: The carrying amount included in long-term debt in the statement of financial position for bonds payable and mortgages payable approximate fair value.

The Corporation has a number of other financial instruments, none of which are held for investment purposes. The Corporation estimates that the fair value of all financial instruments at December 31, 2003 and 2002 does not differ materially from the aggregate carrying values of its financial instruments recorded in the accompanying statements of financial position.

(b) Financial Instruments with Off-Balance-Sheet Risk

Financial instruments with off-balance-sheet risk to the Corporation, consist of certain financial guarantees of its affiliates and letters of credit obtained from various financial institutions. The Corporation's exposure to credit loss in the event of nonperformance by the other party to the financial instrument is represented by the contractual amount of those obligations as disclosed in note 4.