

Senior Living Advisory Board

Spring Newsletter

May 2017



Planning and Saving for Retirement

The March 2017 survey asked about planning and saving for retirement. The survey was conducted in conjunction with Drew Lauer. Drew is a senior in the Gifted and Talented program at Marriotts Ridge High School in Marriottsville, Maryland, and is interning at Erickson Living this spring.

Starting to Save

The majority of Senior Living Advisory Board panelists say they started saving for retirement before age 40. A quarter started in their 20s. This puts panelists far ahead of the average American, many of whom do not start until their 50s or 60s, if ever.

The majority of panelists recommend people start saving for retirement in their 20s or in their 30s at the latest.

Figure One: Age Start Saving for Retirement		
	At What Age You:	
	Started saving for retirement	Would recommend a person start saving for retirement
29 or younger	26%	71%
30 to 39	32%	21%
40 to 49	23%	5%
50 or older	19%	3%

About the Senior Living Advisory Board

The Senior Living Advisory Board is an online research panel of over 1,300 people age 50 and older from across the U.S. who are interested in senior living and lifestyle options.

The panel includes people who are considering a move to a senior living community in the near future, as well as people who are many years from moving. It includes both those who know that a senior living community is the right decision for them and others who have mixed feelings.

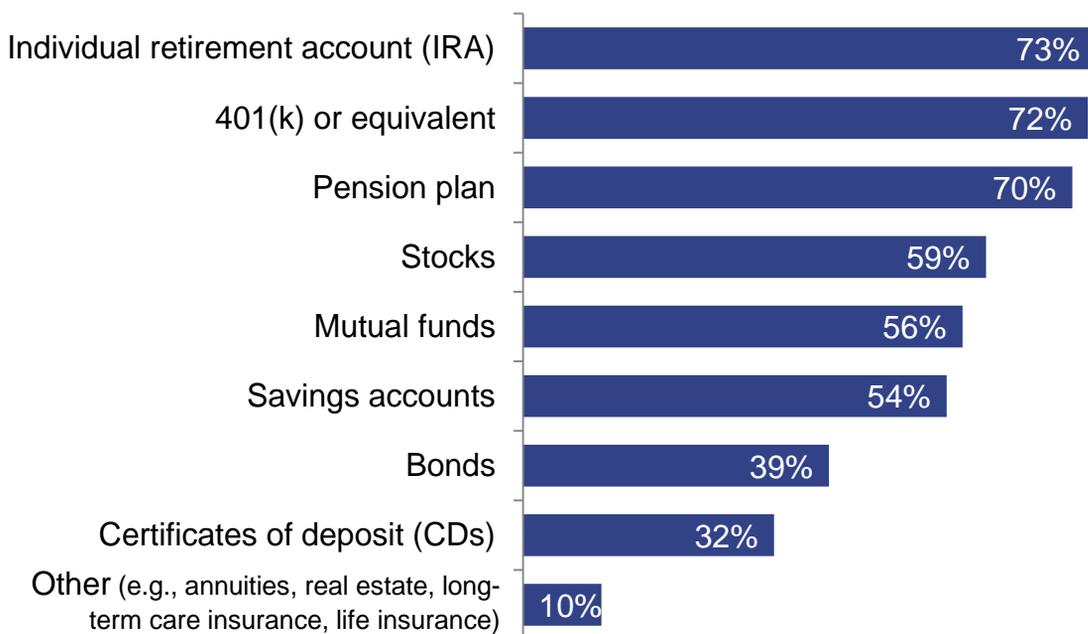
By participating in periodic surveys, the members of the Senior Living Advisory Board help Erickson Living® develop the best possible communities for our current and future residents.

Retirement Savings, Investment Tools and Income Sources

The most common retirement investment tools among panelists are IRAs and 401(k)s. Majorities also say they have stocks, mutual funds, and savings accounts.

Seven in ten expect to get retirement income from a pension plan. Members of the Silent and GI Generations (born before 1946) are more likely to have a pension than Baby Boomers.

Figure 2
Retirement Savings, Investment Tools and Income Sources



Sources of Retirement Planning Advice

Two thirds (64%) of panelists have worked with a financial planner or advisor. Some point out that while they have gotten advice from a financial professional, they ultimately made their financial decisions on their own.

Panelists' other sources of information and advice include books, magazines, websites and newspapers; relatives or friends with financial experience; their employer; and their bank.

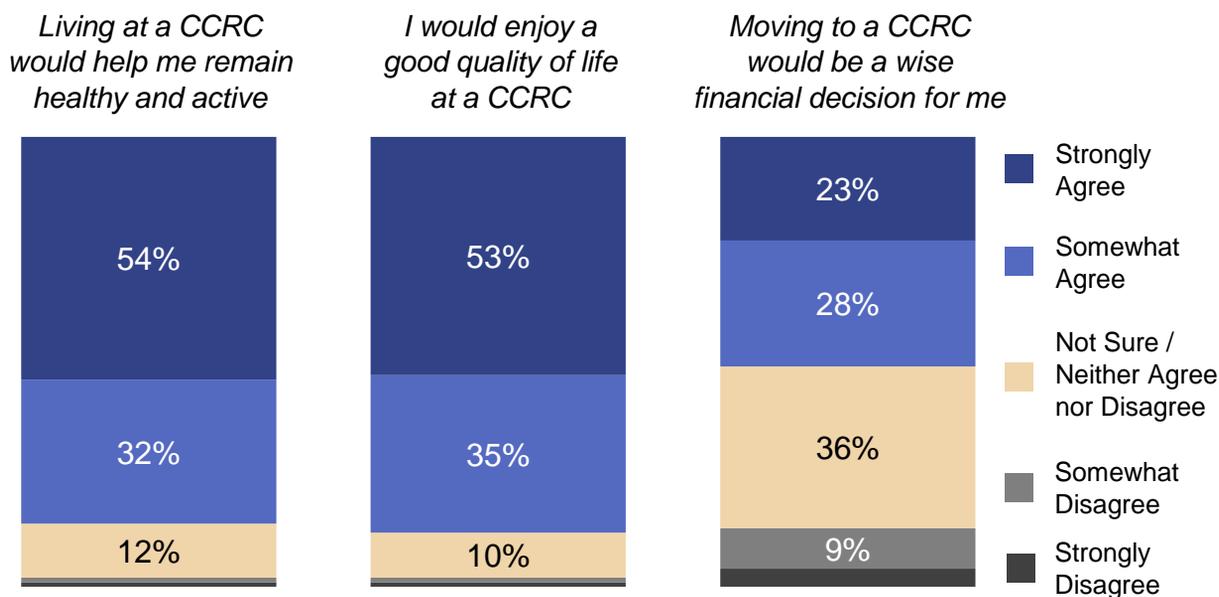
Perceptions of Continuing Care Retirement Communities

The March survey explored perceptions of continuing care retirement communities (CCRCs). Panelists were given a description of CCRCs (see box on page 4) and asked to assess statements about the potential advantages of CCRCs.

Most panelists agree that living at a CCRC would help them remain healthy and active. The majority also believe that they would enjoy a good quality of life at a CCRC.

Half agree that moving to a CCRC would be a wise financial decision. About a third are not sure or are neutral on this question. Just over one in ten believe moving to a CCRC would not be a wise financial decision.

Figure 3
Agree/Disagree With CCRC Statements



Those who say moving to a CCRC would be a wise financial decision like the idea of not having to pay for major home repairs; having controlled, predictable expenses; and the security of knowing they—or their spouse—will be able to get higher levels of care when and if they need them right on campus.

Those who question the financial wisdom of CCRCs point to the entrance deposit and monthly service package. Some say they cannot afford these expenses. Other say affordability is not the issue; rather, they question whether the cost is worth the benefit.

Continuing Care Retirement Community (CCRC) Description From March 2017 Survey

CCRCs offer a combination of independent living and continuing care at one location.

CCRCs typically provide a campus-style living environment with a wide range of amenities on site including: multiple dining options, common areas like living rooms, libraries, and theaters; fitness facilities and a pool; and social and educational activities. The community takes care of all maintenance needs, both in residents' apartments and in and around community buildings.

CCRCs offer independent living and also health care options such as assisted living, memory care, and skilled nursing care. Residents typically move to a CCRC when they are active and independent and live in independent living apartment homes or villas. They can then "age in place," staying within the community if and when their needs change.

Most CCRCs charge an entrance deposit with which you "buy" an apartment or villa. In many cases a percentage of this entrance deposit—at Erickson communities it is 90%*—is refunded to a person or their heirs when they pass away or otherwise leave the community. In addition to an entrance deposit, CCRCs charge a monthly service fee. This fee covers almost everything, from utilities, maintenance, and property taxes to dining and activities.

Sales Events at Senior Living Communities

In December 2016 we asked about sales events at senior living communities.

About half of the panelists surveyed had attended a sales event at an Erickson Living community in 2016. A quarter had attended two or more. Those who attended multiple events explain that they learn more and get a better feel for the community each time they visit.

Some of those who did not attend a 2016 event explain that they already know all they need to about the community. Others feel it is too early in their shopping process to go to an event. A few, especially those who have not yet retired, say they are too busy.

According to attendees, the most valuable parts of sales events at are:

- Touring the community to see the amenities, restaurants, common spaces, and—most importantly—the apartment homes
- Getting a deeper understanding of the financial model, including the Refundable Entrance Deposit, the Benevolent Care Fund, and what is covered in the monthly fee
- Learning more about continuing care services—i.e., assisted living, memory care, short-term rehabilitation, and skilled nursing care
- Meeting current residents

* Carefully read the Residence and Care Agreement for the conditions that must be satisfied before the Provider is required to pay the Entrance Deposit Refund.

The Seasons

February's survey was about winter and summer.

Pros and Cons

Panelists' favorite things about summer are long days and warm weather. Other upsides include outdoor activities like gardening, swimming, and walking.

"Warm weather, thunderstorms, gardens, birds, etc."
M.C., CO

"The warm sun for me and my vegetable gardens."
D.F., MA

Panelists main dislikes about summer are summed up in two words: heat and humidity. Some also cite bugs as a downside.

"Sometimes it is just too hot to enjoy the outdoors."
E.S., DE

"Mosquitos, humidity "
D.A., MA

Panelists main dislikes about winter are cold, snow, and ice. Those panelists who live in warmer climates say they don't worry much about cold, snow, and ice. Indeed, some say they moved south just to get away from winter weather.

"Snow, ice, cold, illness, heavy coats, short days."
S.H., NJ

"Driving on icy and snowy roads."
J.H., AZ

Snow—at least in limited doses—is also an upside of winter. Other upsides of winter include being cozy inside and the holidays. A few enjoy outdoor activities.

"Fresh snow fall, if I don't have to go out."
B.R., PA

"Being cozy in our living room with a fire in the fireplace."
C.W., MD

Weather-Related Advantages of Senior Living

Panelists say not having to worry about weather-related home repairs is a key advantage of living at a senior living community—77% say this is very important. Not having to shovel snow is also important to those who live in cold climates, as is being able to access all community amenities and see friends without venturing outdoors. Regardless of climate, a majority of panelists value having on-campus medical and safety personnel in case of accident or illness during extreme weather events.

Senior Living Advisory Board

Sweepstakes Winners

Jackie Kramer

Jackie Kramer grew up in Cleveland. After graduating from Miami University of Ohio with a degree in French in 1967, Jackie hitchhiked around Europe and then made a living singing in Paris cafés.

In 1968, Jackie “came to her senses” and returned to the U.S. She married her high-school sweetheart, Ted, and moved to Washington, D.C., where he was attending law school. After living on Capitol Hill for several years, the Kramers moved to Arlington, Virginia, to raise their children, Pam and Mitch. Jackie and Ted have three grandsons: Theo, Logan, and Gavin. They also have a Yorkie named Cory.



Ted left the law in the early 2000s and began a second career in real estate. Jackie keeps busy with a variety of activities. She works out every morning, plays duplicate bridge, and sings in a church choir. She is also involved in politics on the local, state, and national level.

Jackie and Ted have a small RV. Several times a year they head off for trips across the U.S. and Canada. They often end up in Fort Collins, Colorado, where their daughter Pam and her family live. They like to visit attractions and have a special interest in presidential libraries. Most recently they visited the Gerald R. Ford Presidential Library in Michigan.

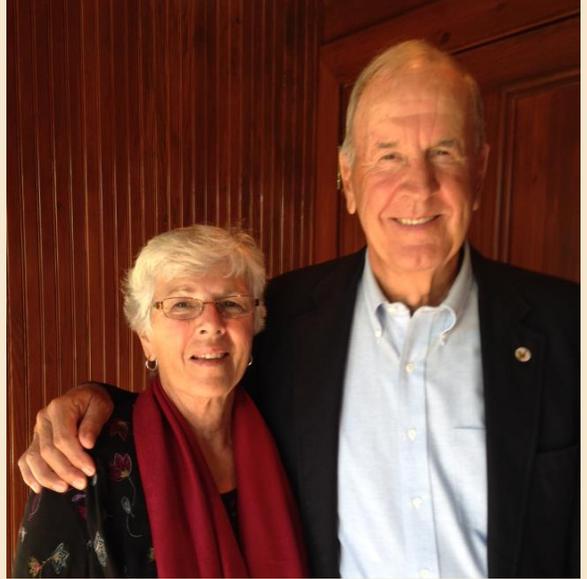
Though, at age 71, they are not ready yet, Jackie and Ted may move to a senior living community in the future. They have already done some research. They have good friends who live at Riderwood, Erickson Living’s community in Silver Spring, Maryland, and they have also visited Greenspring in Springfield, Virginia. They are on the Priority List at both Riderwood and Greenspring. That way, when and if they decide to move, they will have a broader selection of apartments.

As an extrovert with many interests, Jackie likes that Erickson communities offer a wide variety of clubs, classes, and activities.

Judy Walz

Judy Walz grew up on a dairy farm in Otisco, New York. After graduating from the State University of New York (SUNY) Potsdam with a degree in education, she moved to Scotch Plains, New Jersey, for a position teaching sixth grade.

In January of 1965, Judy was at a pub with some of her fellow teachers after a PTA meeting when she met Fred Walz. The two married that September. Judy and Fred had three children Frederic, Jennifer, and Amy. They raised the children in the Berkeley Heights, New Jersey, home where they still live today.



After staying home with the children for 10 years, Judy returned to the workforce. She took a part-time position in registration at Overlook Hospital, working first in the emergency room and then in the same-day surgery department. Being new to the medical field, she found the work fascinating. Judy officially retired in 2007, though she continued to fill in for people on leave until last year.

After a stint in the Marines, Fred had a long career in hardware sales. Since retiring, he occasionally substitute teaches in the Berkeley Heights schools.

In their retirement, Judy and Fred enjoy spending time with their children and grandchildren, all of whom live nearby. The grandchildren—three girls and two boys—are close in age and are good friends. The Walzes spend about six weeks each winter in Sarasota, where Fred enjoys golfing and Judy spends time walking in the warm Florida weather.

Judy's favorite pastime is reading. She especially enjoys nonfiction. A recent favorite is *Dead Wake: The Last Crossing of the Lusitania*.

Judy says it is very likely she and Fred will move to a senior living community at some point in the future. In fact, Judy says Fred would move now, but she is not quite ready.

Lantern Hill—Erickson Living's community in New Providence, New Jersey—is at the top of their list. They like the idea of a continuing care retirement community because they do not want to be a burden on their children. They also like that Lantern Hill is just a half mile from their home. They would be able to continue with their church activities and frequent the same shops and restaurants.

Judy says she will likely spend her \$100 Amazon sweepstakes winnings on books.