



Company Overview

Who We Are

Loretto is a comprehensive continuing healthcare organization which provides a variety of services for older adults throughout Central New York. Formed in 1926, Loretto transforms elder care by deinstitutionalizing nursing homes and long-term care services, and replacing them with home-like settings utilizing person-first care. The comprehensive system of care serves close to 10,000 individuals each year through 19 specialized programs in Onondaga and Cayuga counties.

OUR MISSION:

To be a family of exceptional people caring for and about each other.

OUR VISION:

Loretto will always be the best place to live with purpose, wholeness and dignity.

The Loretto Family of Services — A Continuum of Care all in one community

Loretto is an innovative developer of services that meet emerging community needs: From home-based care to skilled nursing and memory care, we provide a full range of services and facilities described below. We serve the needs of all income levels as this community's safety-net provider.

VITAL INFO

FOUNDED:

1926 by the Catholic Diocese

OWNERSHIP:

Not-for-profit

BUSINESS MODEL:

Leading healthcare provider to almost 10,000 individuals and their families.

HEADQUARTERS:

700 E. Brighton Avenue
Syracuse, New York 13205

CEO:

Kimberly Townsend

EMPLOYEES:

6th largest employer in Central New York with more than 2,500 dedicated employees and compassionate caregivers.

AREAS SERVED:

Loretto is the 4th largest health system in Central New York, servicing Onondaga and Cayuga Counties

ANNUAL REVENUE:

\$180 million

WEBSITE:

www.lorettocny.org

HOME & COMMUNITY-BASED CARE



HOME CARE & COMMUNITY-BASED CARE

- PACE CNY
- Daybreak Adult Medical Day Program
- McAuliffe Health Center
- Respite

ENRICHED LIVING



INDEPENDENT LIVING

- The Nottingham
- The Bernardine
- Malta House
- Malta Manor
- O'Brien Road Apartments

ASSISTED LIVING



NEIGHBORHOOD COMMUNITIES

- Community Residences
- Forest View at Fayette
- Highland House



ENRICHED & ASSISTED LIVING

- The Bernardine
- Buckley Landing
- The Heritage
- Sedgwick Heights
- The Nottingham

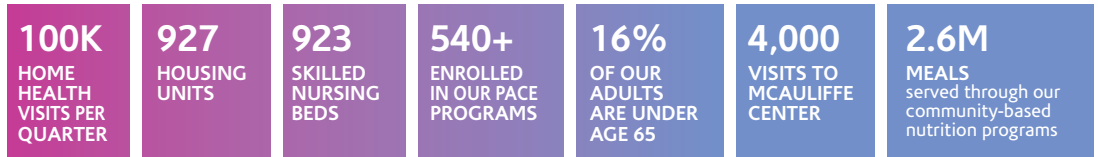
SKILLED NURSING



SKILLED NURSING & REHAB CARE

- Loretto Health and Rehabilitation Center
- The Nottingham Residential Health Care Facility (RHCF)
- The Commons on St. Anthony

PROGRAM STATS:



INDUSTRY TRENDS:

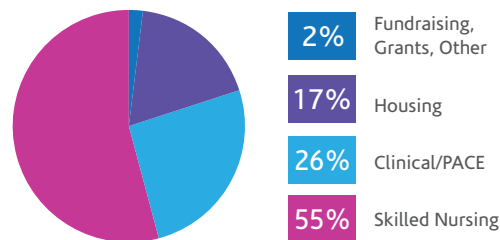
- 70% of Loretto residents are supported by Medicaid
- Average age of residents coming into our facilities is 88 years old – and some live with us for 10 even 20 years
- By 2030, there will be double the number of people over 65 – 228,000 in Onondaga County
- Individuals with dementia will increase from 5 million to 16 million by 2050 – 18% increase in NYS
- Nearly 1 in every 3 seniors who dies each year has some form of dementia
- Cost of caring for those with dementia estimated to total \$1.1 trillion (in today's dollars) by mid-century

EMPLOYEE TRENDS:

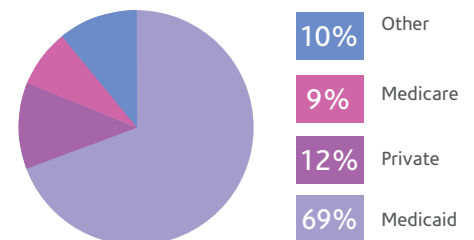
- 7 years – average tenure of employees
- 65% of employees reside in zip codes below the poverty level – 71% are culturally diverse and 65% are women, often head-of-household
- More than 225 people have been successfully trained and placed in jobs at Loretto through partnership with CenterState CEO's Work Train program

FINANCIALS:

Revenue by Service Area



Skilled Nursing Payor Mix



EXECUTIVE LEADERSHIP:



Kimberly Townsend
Chief Executive Officer



John Murray
Chief Financial Officer



Brandon Claps
Chief Information Officer



Holly Hoehner
Vice President, General Counsel



Allison Wollen
Vice President, Human Resources



Julie Sheedy
Vice President, Marketing & The Foundation



Brenda McCutcheon
Vice President, Mission



Jennifer Ingerson
Executive Director, Housing



Stephanie Button
Executive Director, PACE



Joelle Margrey
Clinical Leader, SNF Nursing

To learn more about Loretto, please contact:

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