



LUTHERAN SERVICES
FOR THE AGING

Exhibit F

1/5/09

A Ministry of the North Carolina Synod of the Evangelical Lutheran Church in America

January 30, 2009

Mr. Chris Taylor
The North Carolina Medical Care Commission
701 Barbour Drive
Raleigh, NC 27603-2009

RECEIVED
DHSR
FEB 04 2009
NC MEDICAL
CARE COMMISSION

Re: Community Benefits Filing

Dear Mr. Taylor:

Enclosed please find the Community Benefits Report for the fiscal year ended September 30, 2008.

If you have any questions or concerns regarding this, please do not hesitate to contact me.

Sincerely,

Annette S. Conrad, CPA
Chief Financial Officer

Enclosures

The North Carolina Medical Care Commission
Reporting for Community Improvement and Charity Care/Community Benefit by a
Continuing Care Retirement Community (CCRC)

Community Improvement Relationships is an active process CCRC linking with the community agencies and organizations responsible for assessing and planning to meet the health and other needs of the community. CCRCs are expected to connection with these agencies and organizations to better define how the CCRC can use its particular strengths and talents to meet community benefit needs.

Charity Care is the unreimbursed costs to the facility of providing health care, housing, or other services to a resident who is uninsured, underinsured, or otherwise unable to pay for all or part of the services rendered. (Session Law 2001-17; GS 105-278.6A). Most likely the first priority identified by a CCRC for charity care/community benefits would be to provide charity care for its residents.

Community Benefits are the unreimbursed costs to the facility of providing the following:

1. Services, including health, recreation, community research, and education activities provided to the community at large, including the elderly.
2. Charitable donations.
3. Donated volunteer services
4. Donations and voluntary payments to government agencies.
(Session Law 2001-17; GS 105-278.6A)

POLICY:

The CCRC shall submit at the time of borrowing and every year thereafter commencing with fiscal year ending in calendar 2001 the following information to the Medical Care Commission as long as the CCRC has outstanding North Carolina Medical Care Commission debt.

1. North Carolina Medical Care Commission, Executive Summary of the CCRCs Community Improvement Relationships.
2. North Carolina Medical Care Commission, Charity Care/Community Benefit Report
3. Any supplemental reports that describe Charity Care/Community Benefit programs and cost/expenses (e.g. IRS Form 990, Section III, annual reports, etc.)

**North Carolina Medical Care Commission
Executive Summary of the CCRCs Community Improvement Relationships
Continuing Care Retirement Community (CCRC)**

Organization: Trinity Oaks Retirement Community Date: 9/30/2008

1. Statement of the CCRCs mission and commitment to charity care/community benefit.

The Campus Mission Statement: The Trinity Oaks Campus provides an environment that offers multiple services to residents enabling them to maximize choices, abilities and interests in a lifestyle of dignity and respect. We provide a Christian atmosphere where extended life, health and wellness are priorities.

Lutheran Services for the Aging, Inc. Mission Statement: Lutheran Services for the Aging is a ministry of the North Carolina Synod of the Evangelical Lutheran Church in America. We strive to express God's love in Christ to older adults by: providing multiple services for seniors including nursing care, adult day care, and retirement living; ministering to their needs in traditional and innovative ways; and demonstrating responsible stewardship.

Being that we are a ministry and a not-for-profit organization, we feel our mission is to serve older adults of all faiths, race, religions and income status. Our marketing materials indicate this.

We accept Medicaid residents and often find ourselves writing off the non-reimbursable expense for care.

2. Describe geographic service area and target populations for community benefits.

The main geographic area for service is Rowan County, especially when we are referring to nursing residents who receive charity care. Mostly, we are targeting the senior adult who is need of immediate nursing care.

For those who are to be recipients of charity benefits in the community at large, we target college students, young children, the homeless, EMTs, hospitals, churches and pastors and seniors in the community. Examples of outreach are attached.

3. Describe the relationships with agencies and organization with in the community.

We have a close service-oriented relationship with the hospitals, the Senior Center, Rowan Helping Ministries (homeless shelter), Catawba and Livingstone Colleges, EMTs, Chamber of Commerce, Kiwanis and the local churches. We make an effort to routinely develop relationships within the community in order to contribute our time and areas of expertise.

4. List current community benefit programs.

Please see attachment.

Community Stewardship – 2008 – Trinity Oaks

- Hosted reception for the Community Read Program – 34 hours
 - Rowan Helping Ministeries – collect food (year round) – approx. 550 lbs. – residents – 6 hours
 - Assisted Junior Civitans with Christmas presents for needy families in community – 27 hours
 - Sponsored Hospice Tree at Salisbury Mall to benefits Hospice – 4 hours
 - Kiwanis Pancake Festival and other Kiwanis activities – 83 hours
 - Sponsored Scrabble Scrambles (Senior Games) – 62 hours
 - Kiwanis Junior Tennis Tournament – 2 hours
 - Rowan County United Way Day of Caring – 76 hours
 - Participated in giving to United Way through payroll deductions or cash contributions
 - Communities in Schools participations for preparation of school kits – 24 hours
 - Rowan Helping Ministries – 278 hours
 - Various Literacy Council projects – 240 hours
 - Victory Junction Gang Camp - residents made items for kids – 280 hours
 - Reading Buddy Participation in Rowan County Elementary Schools – 238 hours
 - Intergenerational activities with Catawba College including Harvest Moon Ball) – 500 hours
 - Held Alzheimer's Memory Walk and yard sale to raise awareness for the Alzheimer's Association – over 30 hours
 - Quilt Show for community – 285 hours
 - Intergenerational activity with Our Savior Lutheran Campformation group – 204 hours
 - Sponsored and provided meeting space for Alzheimer's Support Group – 48 hours
 - Sponsored and provided meeting space for Rowan County Bereavement Support Group – 156 hours
 - Participated in Cancelled Stamps Project benefiting not-for-profit entities – 400 hours
 - Held The Princess & Me Accessories sale for Relay for Life - 12 hours
 - Held The Princess and Me Accessories sale for United Way – 6 hours
 - Hired staff from Rowan Vocational Opportunities (Dining)
 - Hired staff through the Salisbury School system youth program (Salisbury High)
 - Provided meeting space for community organizations - 120 hours
 - Project Safe Neighborhood – 27 hours
 - Participation with Salisbury Academy for volunteer services - 50 hours
 - Clinical site for Rowan Cabarrus Community College for Nurse and CNA programs
 - Clinical site for High School Health Occupations Students to become CNA's - currently accomodating 100 students per week - 1250 hours
 - Interships with ministers, social workers, and therapists - 200 hours
 - Agreement with Rowan County Department of Social Services to provide emergency placement of elderly community residents (Free Services)
 - Provide emergency shelter in the event of natural disaster
 - Partner with Hood Seminary - 20 hours
 - The above are valued at \$10 per hour for volunteer hours.
- Total number of community hours = 4,662 at \$10 per hour or \$46,620

Detailed Application for Property Tax Exemption Under G.S. 105-278.6A

Instructions (Return to County Tax Office No Later Than October 1, 2001)

A facility may be granted a total exclusion under Section 1, G.S. 105-278.6A, (c), provided that conditions (1) through (5) are met AND condition (6) a. OR (6) b. is met.

If the facility qualifies under (6) a. AND meets conditions (1) through (5), check this box to obtain a total exemption. Only complete identifying information and signature. Do not complete the rest of the form. (Provide relevant documentation.)

If the facility qualifies under (6) b. AND meets conditions (1) through (5), complete the rest of the form below.

Provide all relevant attachments as noted under each category.

REVENUE

Total Resident Revenue - As Disclosed in Most Recent Audited Financial Statement

(Includes all monthly service fees, fee for service charges, amortized entry fee income for the year, and any fees collected that would not otherwise be amortized into income for the year associated with living in the facility. Excludes investment income, contributions and income from non-resident sources.) Attach Relevant Sections of Most Recent Audited Financial Statements

(1) 14,978,782

CHARITY CARE

(A) Unreimbursed Health Care

(From Medicare/Medicaid or Third Party cost reports, internal resident assistance data certified by the facility or audited financial statements which show amount of unreimbursed costs) Attach Applicable Pages of Cost Reports

1,218,751

(B) Unreimbursed Housing and Services

(From internal assistance reports (Lyons software or spreadsheet) certified by the facility and/or audited statements which show amount of unreimbursed costs and/or as disclosed in most recent audited financial statement)

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Total Charity Care

(2) 1,218,751

COMMUNITY BENEFITS

(Amounts claimed are to be taken from audited financial statements which either footnote the amount or disclose the amount in the statement of operations as a line item and/or can be taken from documented receipt letters from entities receiving the service, donation or volunteer service, and/or as documented in the Lyons Software or similar spreadsheet program certified by the facility. The amounts are limited to actual expenses incurred by the facility to perform the service or provide the donation.)

(A) Services

(Verifiable unreimbursed expenses incurred by the facility to provide health, recreation, community research, and education activities to the community at large, including the elderly - DOES NOT include resident volunteer time.)

46,620

(B) Charitable Donations

(Actual cash outlay or equivalent dollar amount of donated items originally acquired by the facility and documented in facility community benefit report (Lyons software or spreadsheet) and/or noted in audited financial statements.)

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Detailed Application for Property Tax Exemption Under G.S. 105-278.6A

(C) Donated Volunteer Services

(Cost to the facility for allowing employees to volunteer in community service projects or organizations and/or actual unreimbursed facility material, space and volunteer time as documented based on wages paid by the facility for the volunteer during the service period/project)

(D) Donations and Voluntary Payments to Government Agencies

(Amounts to be taken from Receipted donations/payments from government agency receiving donation/payment when the facility would otherwise not have to pay the agency - goodwill.)

Total Community Benefits

(3) 46,620

Total Community Benefits and Charity Care (2) + (3)

(4) 1,265,371

Percentage of Resident Revenue

Total Community Benefits and Charity Care Divided by
Total Resident Revenue

(4) 1,265,371
(1) ~~14,978,782~~

Percentage of Resident Revenue (4) divided by (1)

8.45 %

Exclusion Percentage Based on Percent of Resident Revenue Above

% of Revenue	Exclusion %
5%	100%
4%	80%
3%	60%
2%	40%
1%	20%

Exclusion % 100

Facility

Name Trinity Oaks County Rowan

Facility

Address 728 Klumac Road, Salisbury, NC 28144

By Signing Below We Hereby Certify the Information Stated Above is Correct and True as Supported by Our Financial and Facility Records:

Annette Conrad
Officer's Signature

Date 1/30/2009