



# WhiteStone

Greensboro, NC

*WhiteStone*  
A MASONIC & EASTERN STAR  
COMMUNITY  EST. 1912

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December 2023  
Project Status Update



**Project Details**

Project Team	2
Project Scope	2

**Executive Summary**

Marketing and Sales Activity	3
Design and Construction Update	6
Budget Update	7
Progress Photos	8

## **PROJECT TEAM**

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<b>Developer</b>	LCS Development Company (LCS)	Todd Shaw Jeff Louk	David Kane
<b>Construction Monitor</b>	NEMA Management, LLC (NEMA)	Mason Colley	
<b>Construction Manager</b>	Frank L Blum Construction Company (FLB)	Josh Pack Anna Gallimore	Randy Snow
<b>Civil Engineer</b>	Stimmel Associates, PA (SA)	Kimberly Barb	
<b>Architect/ Engineer</b>	SFCS, Inc (SFCS)	Marcelo Menza	Leonard Rowe
<b>Interior Designer</b>	RDG	Lara Slavkin	

## **PROJECT SCOPE**

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The current project at Whitestone is the outcome of a Master Planning exercise that was completed by LCS Development in 2016/2017.

### **The project goals include:**

- Provide a full continuum of care by adding Assisted Living
- Expand more private rooms, update décor, and therapy space
- Continue the transition to more desirable IL apartments to gain economies of scale to improve financial position
- Add commons and amenities to meet prospective resident's expectations

### **The project scope includes:**

- Newly constructed 67-unit IL building (115,00 SF)
- Newly constructed 24-unit AL building with 12 memory care beds (40,000 SF)
- Renovation of the Care and Wellness Center (Skilled Nursing) including conversion of 25 semi-private rooms to private rooms
- Renovation of the Wellness area
- Relocation of several community amenities

## **MARKETING AND SALES ACTIVITY**

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### **Updates/Accomplishments:**

- EOM community IL occupancy will be 84% (178/212); Sold to 94% (199/212)
- December Expansion Sales will close the month at 64 (95.5%) (Covenant for 12/31/23 is 60)
- 13 units in total available. (0 Villa, 3 Cottages, 5 luxury apartments, 5 residential apartments)
- Sales for December:
  - 6 Expansion sales
  - 7 existing
  - 0 cancellation
- WhiteStone continues to focus on one large educational presentation per month as well as encouraging personalized community experiences through lifestyle activities and community dining opportunities with current residents.
- WhiteStone is seeing continued support from existing residents and families with Friends and Family referrals.

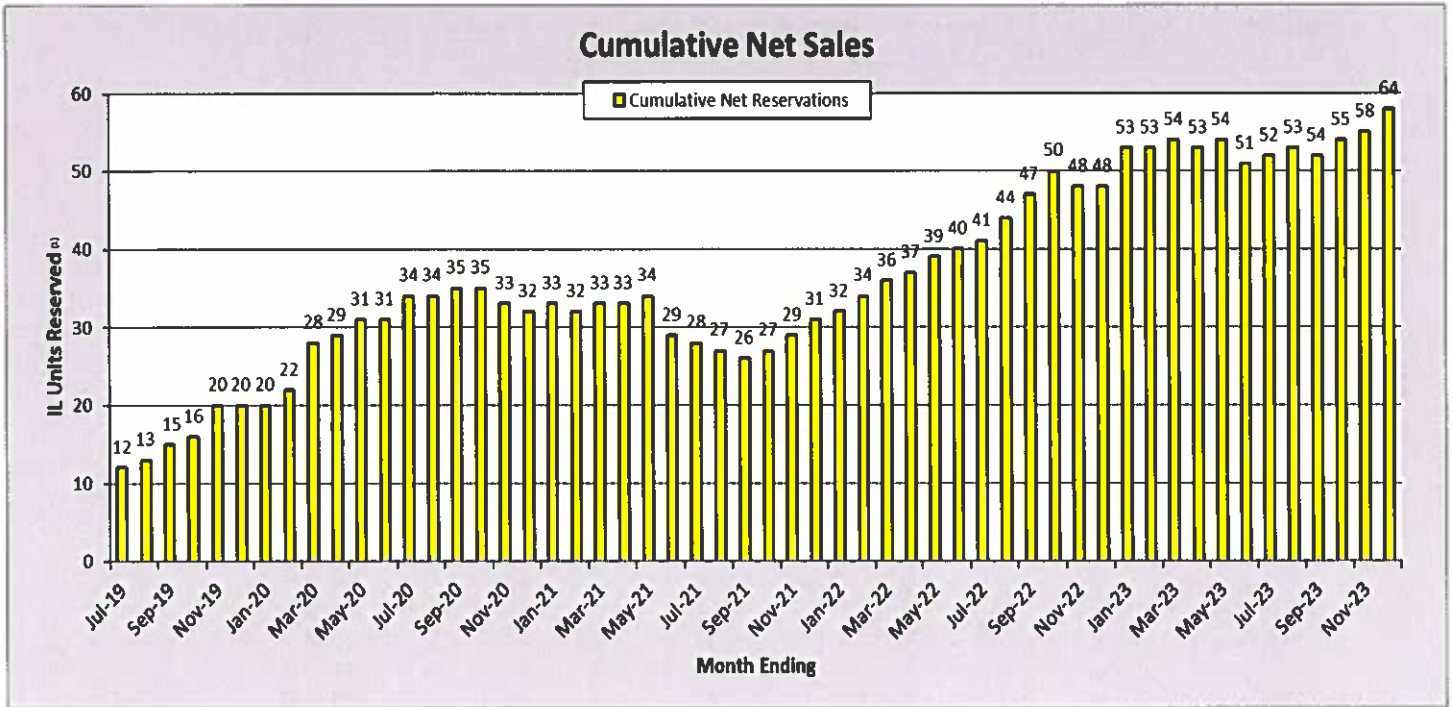
### **Upcoming Events:**

- The Sales and Marketing Team has a focus on creating engaging and unique opportunities for prospects to highlight the lifestyle available as a WhiteStone resident.
  - January 16<sup>th</sup>: Progressive Tour

### **Updates/Accomplishments - Assisted Living / Skilled Nursing:**

- WhiteStone began transitioning residents into the new assisted living building during the month of November and is currently occupied by 8 residents (of the available 36 units).
- Due to the condition of licensure being the assisted living beds are to be used exclusively to meet the needs of persons with whom the community has continuing care contracts, the fill period is expected to take the next several months.
- With construction completed in the Care and Wellness Center (skilled nursing) during the month of November, the average occupancy for the month of December ended on a positive note, at 90%.

## Cumulative Net Sales:



## Sales Activity by Unit:

### Expansion Sales Inventory

Date: 29-Dec-23

EXPANSION SALES INVENTORY			
Unit Breakdown	# Units Total	# Units Available	# Units Sold
Chatham / 850 sf / 1BR	10	3	7
Wilkes / 962 sf / 1 BR Den	19	0	19
Iredell / 1155 sf / 2 BR	17	0	17
Yadkin / 1303 sf / 2BR Sunroom	10	0	10
Davie / 1391 sf / 2BR Den End Unit	8	0	8
G / 885 sf / 1 BR Deluxe	1	0	1
H / 1400 sf / 2BR Den End Unit	1	0	1
Penthouse / 1850 sf / 2 BR Den 3 balconcies	1	0	1
<b>TOTAL</b>	<b>67</b>	<b>3</b>	<b>64</b>

**Cumulative 2023 Sales: 41**

## Sales Activity by Month:

Month Ending	Number of Units Sold	Number of Cancels	Net Sales for Month	Cumulative Units Sold	Cumulative % of Total Units
May-19	6	0	6	6	9.0%
Jun-19	6	0	6	12	17.9%
Jul-19	2	1	1	13	19.4%
Aug-19	2	0	2	15	22.4%
Sep-19	2	1	1	16	23.9%
Oct-19	5	1	4	20	29.9%
Nov-19	0	0	0	20	29.9%
Dec-19	1	1	0	20	29.9%
Jan-20	2	0	2	22	32.8%
Feb-20	6	0	6	28	41.8%
Mar-20	1	0	1	29	43.3%
Apr-20	2	0	2	31	46.3%
May-20	0	0	0	31	46.3%
Jun-20	3	0	3	34	50.7%
Jul-20	0	0	0	34	50.7%
Aug-20	1	0	1	35	52.2%
Sep-20	1	1	0	35	52.2%
Oct-20	1	3	-2	33	49.3%
Nov-20	0	1	-1	32	47.8%
Dec-20	1	0	1	33	49.3%
Jan-21	0	1	-1	32	47.8%
Feb-21	1	0	1	33	49.3%
Mar-21	0	0	0	33	49.3%
Apr-21	1	0	1	34	50.7%
May-21	0	5	-5	29	43.3%
Jun-21	1	2	-1	28	41.8%
Jul-21	0	1	-1	27	40.3%
Aug-21	0	1	-1	26	38.8%
Sep-21	2	1	1	27	40.3%
Oct-21	2	0	2	29	43.3%
Nov-21	2	0	2	31	46.3%
Dec-21	1	0	1	32	47.8%
Jan-22	2	0	2	34	50.7%
Feb-22	4	2	2	36	53.7%
Mar-22	2	1	1	37	55.2%
Apr-22	3	1	2	39	58.2%
May-22	1	0	1	40	59.7%
Jun-22	1	0	1	41	61.2%
Jul-22	3	0	3	44	65.7%
Aug-22	3	0	3	47	70.1%
Sep-22	6	3	3	50	74.6%
Oct-22	2	4	-2	48	71.6%
Nov-22	2	2	0	48	71.6%
Dec-22	7	2	0	53	79.1%
Jan-23	2	4	-2	51	76.1%
Feb-23	4	1	3	54	80.6%
Mar-23	3	4	-1	53	79.1%
Apr-23	1	0	1	54	80.6%
May-23	4	7	-2	51	76.1%
Jun-23	4	3	1	52	77.6%
Jul-23	5	4	1	53	79.1%
Aug-23	3	4	-1	52	77.6%
Sep-23	3	1	2	54	80.6%
Oct-23	3	2	1	55	82.1%
Nov-23	3	0	3	58	86.6%
Dec-23	6	0	6	64	95.5%
<b>Total</b>	<b>129</b>	<b>65</b>		<b>64</b>	<b>95.5%</b>

## **DESIGN AND CONSTRUCTION UPDATE**

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### **Updates/Accomplishments**


- **Site Work/CWC/IL/AL**
  - All work is completed.
  - Contractor continues to address warranty items as they are presented
  - Final close out with GC is in progress

### **Next Steps/Milestones**

- Final Close Out

# BUDGET UPDATE

- Draw #36 has been funded. This included FLB Pay Application #37.
- Draw #37 will be the next draw which will include final retainage and outstanding Change Order Requests with final approval.
- The final budget has been reconciled with projected final costs and alignment with remaining sources.
- The contingency shortfall shows a potential need for additional capital however project close out negotiations are ongoing -within the design team and the Contractor which will likely close that gap.

 <b>WHITESTONE II CAPITAL COST BUDGET ANALYSIS December 30, 2023</b>							
A	B	C	D	E	F	G	H
Uses of Cash/Budget Line Items	Final Budget Amount	Reallocations to Budget	Reallocated Budget Amount (B+C)	Actual Costs to Date	Committed	Subtotal (E+F)	Uncommitted (D-G)
<b>USES OF CASH</b>							
Land	-	-	-	-	-	-	-
*Construction Costs	46,993,200	5,241,771	52,234,971	51,745,808	489,163	52,234,971	-
Change Order Allowance	1,410,059	(1,410,059)	-	-	-	-	-
Construction (Non-GMP)	1,375,010	(792,047)	582,963	575,594	7,369	582,963	-
<b>Total Construction Costs -</b>	<b>49,778,269</b>	<b>3,039,665</b>	<b>52,817,934</b>	<b>52,321,402</b>	<b>496,531</b>	<b>52,817,934</b>	<b>-</b>
**Design Fees	2,440,320	81,002	2,521,322	2,521,322	-	2,521,322	-
Interior Design	1,485,152	(87,026)	1,398,126	1,398,126	-	1,398,126	-
Financing Costs	2,063,029	-	2,063,029	2,055,177	-	2,055,177	7,852
Funded Interest	10,134,822	-	10,134,822	10,134,822	-	10,134,822	-
Occupancy Development	1,340,000	(425,737)	914,263	914,263	-	914,263	-
Capital Items (Non-GMP)	-	-	-	-	-	-	-
Travel	75,000	(9,133)	65,867	65,867	-	65,867	-
Consultants and Legal	336,000	(86,990)	249,010	249,010	-	249,010	-
Filing and Impact Fees	200,000	(123,508)	76,492	76,492	-	76,492	-
General Costs	25,228	(25,228)	-	-	-	-	-
Development Fee	2,958,609	-	2,958,609	2,636,803	321,806	2,958,609	-
Marketing and Sales Fee	-	-	-	-	-	-	-
Start-Up Loss	267,856	(57,458)	210,398	210,398	-	210,398	-
Project Contingency	1,417,694	(2,305,586)	(887,892)	-	-	-	(887,892)
Other	-	-	-	-	-	-	-
<b>Subtotal Uses of Cash -</b>	<b>72,521,979</b>	<b>0</b>	<b>72,521,979</b>	<b>72,583,681</b>	<b>818,337</b>	<b>73,402,018</b>	<b>(880,040)</b>
<b>Reserves:</b>							
Debt Service Reserve	5,432,436	-	5,432,436	5,432,436	-	5,432,436	-
<b>Total Reserves -</b>	<b>5,432,436</b>	<b>-</b>	<b>5,432,436</b>	<b>5,432,436</b>	<b>-</b>	<b>5,432,436</b>	<b>-</b>
<b>Total Uses of Cash -</b>	<b>77,954,415</b>	<b>0</b>	<b>77,954,415</b>	<b>78,016,117</b>	<b>818,337</b>	<b>78,834,454</b>	<b>(880,040)</b>
<b>SOURCES OF FUNDS</b>							
Bond Proceeds	\$59,572,156	\$0	\$59,572,156	\$59,549,343	\$22,813	\$59,572,156	\$0
Charitable Equity Contribution	\$981,571	\$0	\$981,571	\$966,962	\$14,609	\$981,571	\$0
Underwriter's Discount	\$1,337,675	\$0	\$1,337,675	\$1,337,675	\$0	\$1,337,675	\$0
Funded Interest Account	\$10,134,822	\$0	\$10,134,822	\$10,134,822	\$0	\$10,134,822	\$0
Debt Service Reserve	\$5,432,436	\$0	\$5,432,436	\$5,432,436	\$0	\$5,432,436	\$0
Issuance Account	\$495,755	\$0	\$495,755	\$474,401	\$21,354	\$495,755	\$0
<b>Total Sources of Funds</b>	<b>\$77,954,415</b>	<b>\$0</b>	<b>\$77,954,415</b>	<b>\$77,895,639</b>	<b>\$58,776</b>	<b>\$77,954,415</b>	<b>\$0</b>
Equity for Development Fee	\$0	\$0	\$0	\$120,478	\$0	\$120,478	-\$120,478
<b>Funds Required to Close Out Project</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$759,562</b>	<b>\$759,562</b>	<b>-\$759,562</b>
	<b>\$0</b>	<b>\$0</b>	<b>\$0</b>	<b>\$120,478</b>	<b>\$759,562</b>	<b>\$880,040</b>	<b>-\$880,040</b>



## PROGRESS PHOTOS

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Assisted Living/Memory Care – Reception Desk



AL/MC Lounge Area Lower Level



AL/MC Dining Area – Level 3



AL/MC Lounge Area – Level 1





AL/MC Activity Kitchen – Level 1



Independent Living – North Elevation – Garage entrance



Independent Living – Southwest Elevation