Attached is the 2012 *State of Seniors Housing* Survey (Excel format). Please forward this survey to the appropriate individual in your organization to complete in its entirety. Please submit completed surveys to colleen.blumenthal@healthtrust.com by close of business Thursday, March 15, 2012. Questions about the survey should be directed to Colleen Blumenthal of HealthTrust, LLC at (941) 363-7502 or at her email address noted above.

**Properties Eligible for Inclusion in Survey**
Properties eligible for inclusion in the State of Seniors Housing sample include the following:
- For-profit or not-for-profit communities
- Communities where the majority of units provide Independent Living, including Senior Apartments
- Communities where the majority of units provide Assisted Living services
- Communities where the majority of units provide Alzheimer’s care
- Continuing care retirement communities (CCRCs)
- Skilled nursing facilities (SNFs)

{Please do not complete surveys for properties where rates are subsidized, such as Sec. 202 elderly housing.}

**Purpose of the Survey**
The quality of our industry’s data relates directly to the size and composition of this sample. Last year, we collected data from over 1,700 properties. If you contributed data for a given property last year, it is particularly important that we obtain information about that property this year also, so that “same-store” industry trends in revenues, costs, and census can be analyzed.

In a constrained capital environment such as the one we are currently experiencing, transparency is a necessity if our industry hopes to attract new sources of capital to invest in seniors housing. Since 1992, The *State of Seniors Housing* survey has captured and widely-disseminated financial performance data for seniors housing communities. We need your participation in order to provide a representative picture of the industry. For owners or managers of multiple properties, please submit data for as many of your properties as is practical. We will adjust overall results so large portfolios are neither over-represented nor under-represented.

**Participating Organizations**
The American Seniors Housing Association (ASHA), National Investment Center for the Seniors Housing & Care Industry (NIC), Leading Age, Assisted Living Federation of America (ALFA), and National Center on Assisted Living (NCAL) thank you, in advance, for your participation in this important annual research study.

If you receive a similar email asking you to participate in the *State of Seniors Housing 2012*, please accept our apologies for the overlap and understand that we are working collectively to try to improve the quality of our profession’s data.

**Benefits of Participating**
All organizations that complete surveys will receive a complimentary copy of *The State of Seniors Housing 2012*, which compiles the survey results for comparisons to your own operations.

**Confidentiality**
As always, the *State of Seniors Housing* data will be handled with complete confidentiality and the results presented only in the aggregate.