



SPRINGPOINT
SENIOR LIVING

EXPANSION | TRANSFORMATION | GROWTH
2016 ANNUAL REPORT



We take pride in our past and hold great anticipation for the future of Springpoint Senior Living. While our company has grown over the past century, our vision, mission and values have never varied.

OUR MISSION

To make a difference in the lives of the residents, families and communities we serve

OUR VISION

To be the leader in innovative housing, healthcare and integrated supportive service solutions

OUR VALUES

RESPECT

We recognize the value and dignity of every person.

COMPASSION

We seek to understand and empathize with others.

INTEGRITY

We are honest, responsible and ethical.

SERVICE

We endeavor to exceed expectations.

EXCELLENCE

We strive for the highest quality in all that we do.



In 2016, Springpoint celebrated 100 years of service, honoring our rich heritage and paying tribute to our many milestones and achievements. As incredible as our evolution has been, the future presents great opportunity to accomplish so much more.

As we reflect on this past year, we are proud to report notable successes, thanks to the hard work and dedication of Springpoint employees in all of our communities and with the support and guidance of a tremendous Board of Trustees. It was a year of significant growth—in May, Springpoint acquired Franciscan Oaks, a well-regarded CCRC in Denville, NJ. To better reflect the community as a full-fledged Springpoint community and a non-denominational organization that welcomes residents of all faith traditions, we renamed it The Oaks at Denville. Nicknamed “The Oaks,” the community, residents and employees are a wonderful addition to our Springpoint family.

Expanding further, in October we opened Heritage at Whiting in Ocean County, NJ, providing affordable rental housing for older adults, with priority given to those impacted by Superstorm Sandy. Construction of an expanded state-of-the-art healthcare center is underway at Winchester Gardens and will provide high-quality skilled nursing care services to residents. At many of our CCRCs, apartment models were redesigned to feature open-concept floor plans, common areas were renovated and amenities enhanced—all intended to respond to a changing marketplace and better serve those who have chosen our communities to be their home. This year we will open our doors to a new rehabilitative healthcare center: Village Point, located on the campus of Monroe Village.

We use innovation strategically to help enrich the lives of our residents and enable our communities to become more successful. The solid infrastructure we have built over the years, combined with our industry reputation and quality services, allows us great opportunity. Guided by our Board of Trustees and in collaboration with all Springpoint stakeholders, we are completing the next cycle of our strategic planning process and intend to execute an efficacious three-year strategy to guide us into a bright future.

Our dear friend and highly respected Chief Executive Officer, Gary Puma, has announced plans for his retirement this year. Having worked under his extraordinary leadership for more than 20 years, I am truly honored to be entrusted to lead this great organization.

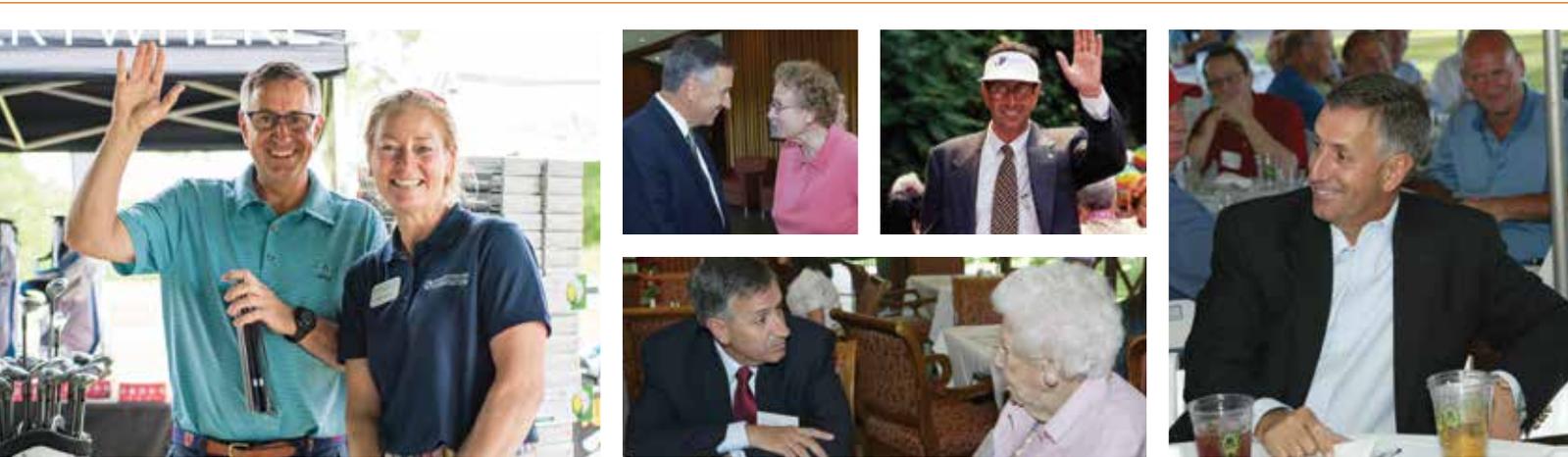
Finally, before I conclude this message, I would like to acknowledge the record number of donors who contributed to the Springpoint Foundation in 2016. Your continued, unwavering support is critical to our future success. Thank you!

A handwritten signature in black ink, appearing to read 'Anthony A. Argondizza'.

Anthony A. Argondizza
President

DEAR FRIENDS...

Through a century of hard work and effort by many and a continuous commitment to older people, Springpoint now operates 26 communities, serves 4,000 residents of all religious and ethnic backgrounds and employs over 2,000 dedicated people.



Our annual revenues have grown to nearly \$200 million. We have close to \$1 billion in assets on our balance sheet. Our organization ranks among the top 20 nonprofit senior living service providers in the United States and we are ranked in the top 10 in the provision of senior affordable housing. Springpoint enjoys the very best financial position ever in its history, which secures the basis of our services for the next 100 years.

Time moves very quickly. I joined Springpoint in 1978 as an intern in a government-sponsored program, working in the field as do so many of our service employees. I remember like it was yesterday my first interaction with an elderly woman as I dropped a noontime meal off to her apartment. She lived in a challenging, densely populated urban neighborhood. She was there by happenstance, not by choice. I will never forget her smile, how she dressed to greet a visitor who would bring her a hot meal and her words of gratitude for my coming that day. In that moment I fell in love with who we were as an organization, what we were able to do for others and my good fortune at finding a line of work that I would wake up to daily, eager to return.

My days only got better as time passed and I never lost sight of our purpose and goal. In 1997, the Board of Trustees appointed me president and CEO. I was 44 years old, young for a position of such responsibility. I will never forget my first day in that role. I walked into the office early that October morning, overwhelmed by the honor and privilege to be CEO of an organization with such a great mission. With so many dedicated people who delivered the day-to-day services and care that makes Springpoint one of the best organizations in our industry, it was a feeling I will never forget—and I feel the same way today.

The people who work in our Springpoint communities are amazing. Their jobs are challenging—many times without appreciation, but often times with moments when you know that you have changed someone's life for the better, if even for just a moment. Our Springpoint team's commitment to our mission appears in every survey the state and federal governments conducts—5-Star ratings at every healthcare center, superior ratings in every affordable housing community and exemplary levels of resident satisfaction systemwide. We are in the best condition today of any of my previous 38 years at Springpoint. I'm so proud of everyone in our system!



So as I reflect on my career here, I consider myself fortunate to have spent the better part of my life working at Springpoint. I've been working with the Board of Trustees of Springpoint for the past two years on a succession plan. I will retire in September of this year and Anthony Argondizza will take the wheel, and under his leadership Springpoint will continue to grow our mission of care and service into the next century.

Springpoint is a great organization and I am fortunate to have spent my entire professional career here.

Gary T. Puma
Chief Executive Officer

A TERRIFIC CENTENNIAL YEAR

The past year has been an exciting one for Springpoint as we reflect on our century of success and set firmly on the path to a bright future.

Targeted Growth

In May 2016, Springpoint continued to grow our family with the purchase of Franciscan Oaks, a continuing care retirement community in Denville, NJ.

We've started to make some changes and have developed plans to renovate the common areas—including the café, dining room, fitness center and salon—and offer enhanced dining venues. We're also creating a redesigned apartment model that features a light and airy open floor plan, elegant upgrades and private balcony. We're happy to welcome The Oaks to the family!



Expanding Communities

Village Point Rehabilitation & Healthcare, our new state-of-the-art, 87,000-square-foot healthcare center located on the Monroe Village campus, will open soon. Village Point offers four distinct neighborhoods that reflect specific care needs, including a subacute care neighborhood with all private rooms and a dedicated physical therapy/rehabilitation gym; a secure memory care neighborhood; and two long-term care neighborhoods.

Each neighborhood has its own kitchen and dining room, activity rooms and other inviting common areas with abundant natural light. Residents are looking forward to the new, high-quality



health services, innovative programming and amenities.

In the aftermath of 2012's Superstorm Sandy, the physical



and emotional losses within Ocean County were significant. We knew we had to support our neighbors the best way we knew how—by helping to satisfy the increased need for rental housing, specifically for modest-income seniors.

Using \$7.8 million in grants from the federal Community Disaster Block Grant (CDBG) Disaster Recovery program, we established Heritage at Whiting on the campus of Crestwood Manor. It opened in November 2016 and offers contemporary, comfortable and affordable independent living rental apartments to qualified modest-income older adults—with initial priority given to those impacted by Superstorm Sandy. The building has undergone a top-to-bottom renovation and features 24-hour monitoring for fire and medical emergencies. By enabling our neighbors to restore their lives, we are honoring our mission.

Exciting Transformations

Keeping our investments relevant and appealing to today's market is one of Springpoint's top priorities. In response to changing trends, we are starting to offer new open floor plans with innovative designs and modern upgraded options as an additional choice at Monroe Village, The Oaks at Denville, Winchester Gardens, Crestwood Manor and Stonebridge at Montgomery.

At Monroe Village, the new Village Bistro opened in March and we're excited about the changes. Community members and guests love being able to enjoy delicious pizza made in our new brick pizza oven, perfect panini, hot soups, sandwiches, grilled, baked or fried selections, healthy snacks and grab-and-go items. We've installed additional seating in this beautiful, modern and inviting dining space and we've extended the hours to include dinner. This means that community members have more



dining options and can use their meal plan at the Bistro for daily specials. The Bistro changes are part of the continuing transformation at Monroe Village that included the LivWell Center and a lobby refurbishment.

At Winchester Gardens, we held a groundbreaking ceremony in September 2016 to celebrate the beginning of work on an expanded and redesigned healthcare center that will include skilled nursing support for the residents. Maplewood Mayor Victor DeLuca participated in the ceremony and shared that Winchester Gardens has “really become a critical part of the larger community,” adding that this renovation is a further example of our commitment “to providing services to the people of this community.”

The project includes renovation of the existing 43,000-square-foot Pitney and Hardin buildings and a 25,000-square-foot expansion of the healthcare center with a more open and modern design. The state-of-the-art facility will incorporate three assisted living neighborhoods including both memory care and long-term care support along with a fourth neighborhood dedicated to sub-acute care. It is expected to be completed by fall

2018. Each neighborhood will have its own unique design elements to reflect the population and will include a dedicated dining room, activity rooms and other inviting common areas. The subacute neighborhood will offer state-of-the-art care and will also include a physical therapy rehabilitation gym.

Strategic Planning

At Springpoint, we operate under a three-year planning cycle and are currently working on the plan for 2018-2020. Our goal, as always, is to create a futuristic but achievable plan. As a nation, we have witnessed immense changes in the healthcare industry and how we deliver care and more changes are likely on their way. To remain at the top of our game, we have done extensive research, thoroughly evaluating our satisfaction surveys; conducting a variety of surveys with the senior management team and the Board; and convening resident focus groups. We’re looking for ways to solidify and expand our LivWell program. We’re meeting with industry leaders, medical providers and other experts in the healthcare profession to assess any new and different ways to serve our communities. Our one-year planning process culminates with a presentation to the Board of Trustees for approval



in fall 2017. Additionally, each community has its own detailed operational strategic plan.

Having just celebrated our 100th anniversary, it's naturally a time of reflection and growth for our organization. When considering what new opportunities we want to pursue, we look at the organization as a whole. We have grown significantly over the last decade and want to continue this path, growing our services and geographically expanding our service area. We have a strong infrastructure and enjoy an excellent reputation. When our industry presents opportunities for growth, we're in a position to act upon them. There are many stand-alone CCRCs throughout the U.S. that are finding it difficult to operate without the support of a system. We see new developments happening in memory care. We weigh these opportunities with critical care and we'll continue to do so. As we look to the future from a service standpoint, we want to make sure that our continuum is stretched but comfortably so. This is an exciting time for Springpoint.

Seamless Transitions

Gary Puma joined the Springpoint family in 1978 as an intern and took over as president and CEO in 1997. When he first announced his retirement plans in 2014, the Board of Trustees initiated a succession plan to ensure a seamless transition. On October 1, 2016, Anthony A. Argondizza was named president of Springpoint Senior Living with Mr. Puma serving his final year as chief executive officer. After a long and fruitful career, Mr. Puma will retire this fall. We offer our warmest congratulations to both Mr. Puma and Mr. Argondizza.

Springpoint also created a new Vice President of Human Resources position. In September 2016, we welcomed Tracy Mido to this role. Ms. Mido is responsible for planning, directing and coordinating the human resource functions for Springpoint's workforce of over 2,000 employees.

YEAR OF CELEBRATION

Springpoint President Anthony Argondizza helped celebrate Springpoint's 100th anniversary by visiting communities throughout the state from mid-summer through mid-fall. During these, his first official visits as president, Mr. Argondizza thanked the staff for their tremendous work, acknowledged retiring CEO Gary Puma for his years of great leadership and introduced news that the strategic planning process is underway.

Senior Management Serve Up Helping of Gratitude

Anniversary celebrations took a tasty turn as senior management team members visited all the CCRCs and helped prepare and serve delicious omelets for day shift workers and pizzas for the night shift—their way of thanking staff for their outstanding service and dedication. Special events were also held for corporate staff and Affordable Housing and Springpoint at Home team members.



Centenarian Birthday Celebration

Our Springpoint community, Hidden Brook at Franklin, hosted a wonderful celebration in honor of resident Julia Orosz who celebrated her 100th birthday last June. Ms. Orosz, surrounded by family, friends and community members, enjoyed a delicious buffet luncheon and birthday cake along with cards and gifts.

Meadow Lakes Treasured Lands 100th Anniversary Event

Like Springpoint, the National Park Service (NPS) also celebrated their 100th anniversary in 2016. In honor of the NPS centennial, Meadow Lakes Academy presented “Treasured Lands: Celebrating 100 Years of Our National Parks,” an event that included a discussion by Academy Chairman Paul Rockman and a guided stroll through their photo gallery that featured images of all 59 national parks.



Communities Hold Anniversary Celebrations

In September 2016, The Woodlands at Ramsey held a 25th anniversary bash that was great fun. The Woodlands, Ramsey's first and only affordable housing community, is beloved in the area. Mayor Deirdre Dillon, who attended the festivities, noted, "The Woodlands is a great facility and its residents are integral parts of the community."

At Crestwood Manor, residents held a Roaring Twenties-themed Gala to celebrate the community's upcoming 27th anniversary. Antique cars lined up outside the entrance set the stage. The evening included dinner, a speakeasy bar, entertainment, vintage memorabilia, photo booth with 1920s props and more.

WEB AND SOCIAL MEDIA



Increasingly, the internet has become an important means of communication and marketing for senior living organizations. Potential residents and family members exploring senior living options can gather information from websites and online reviews. We invite our residents and family members to become part of our online communities on Facebook to share your experiences.

Springpoint 2016 Online Stats

- **1,102,854** total web visits
-
- **2,102** web leads for CCRCs
-
- **28%** of move-ins from web leads
-
- **97%** positive communities reviews
-
- **16,294** individuals reached through Facebook posts
-
- **171%** increase in Facebook followers



HEALTH AND WELLNESS

LivWell: Whole-Person Wellness. Our award-winning LivWell program embraces fitness and lifestyle; routine and preventative care; and environmental, emotional, spiritual, intellectual and social wellness. Available to our CCRC residents and exclusive to Springpoint, LivWell partners with residents to discover their needs, desires and goals for personal well-being.

Savor the Flavors

In March The Atrium had extra reason to celebrate National Nutrition Month. LivWell meals are now offered for those who want to make the healthiest choices possible. Throughout the month, our LivWell teams also hosted community events with the theme of “Savor the Flavor” that focused on healthier options including tasty selections from our LivWell menus. Residents at Monroe Village enjoyed an antioxidant happy hour with flights of red wine and dark chocolate-dipped strawberries

while Meadow Lakes and Stonebridge residents sampled a variety of olive oils infused with flavors.

Springpoint Teams with Rutgers University Students from Rutgers University, together with Assistant Teaching Professor of Exercise Science and Sport Studies Susan Kaplowitz, Ed.D., hosted an intergenerational event in April for Springpoint residents on the university’s Douglass Campus. They welcomed 30 residents from Monroe Village and Meadow Lakes for an afternoon of physical,



mental and creative exercises. Interactive stations provided fitness testing, creative arts, balance activities, memory games and sport games such as Wii bowling, water pong and cornhole. Students from the Department of Kinesiology and Health at Rutgers now have the option of choosing to fulfill course requirements in the form of an internship at any one of our Springpoint communities.

This past fall, students from the Rutgers University School of Nursing Program visited Springpoint communities to give presentations on wellness. In November and December, students visited a number of our CCRCs and affordable housing communities including Monroe Village, Butler Senior Community, Friendship Gardens, Hidden Brook at Franklin, The Gables at West Windsor and Watchung Terrace at Middlesex.

A Socially Active, Healthy Lifestyle

In recognition of Springpoint's 100th anniversary and Active Aging Week—an annual event initiated by the International Council on Active Aging—residents kicked off not just a week but 100 days of activities that improved health and well-being. Participants received bingo cards with a variety of activities to complete over the course of the last 100 days of the year. Activities included Tai Chi, outdoor walks, Wii games, wellness lectures, fitness assessments, massage therapy and guided meditation classes. Fitness trackers, wellness baskets and other prizes were awarded to some lucky participants who completed all activities and submitted stamped cards.

Accountable Care Organization

In June our central New Jersey CCRCs were invited to apply to the Princeton HealthCare Partners, LLC, Accountable Care Organization. Accountable Care Organizations (ACOs) are groups of hospitals, doctors and other healthcare providers who come together voluntarily to provide high-quality, coordinated care to their Medicare patients. The goal of coordinated care is to ensure that patients get the right care at the right time, while avoiding unnecessary duplication of services and preventing medical errors.

While 20 communities applied to become part of the ACO, only 12 “high-performing” communities were accepted, including Meadow Lakes, Monroe Village and Stonebridge at Montgomery. Selections were based on specific criteria, including quality of care, operations, leadership and cost-effective care. As part of the ACO, our communities are working collaboratively with others to provide a better level of integrated care, reduce hospital admissions and improve the overall health and well-being of our healthcare residents. While the landscape of healthcare is changing dramatically, our Springpoint communities are leaders in finding better ways to deliver quality care.



IN THE SERVICE OF OTHERS



As a nonprofit organization, Springpoint is required to provide public benefit not only to our own residents, but the community at large, and that's a responsibility we take seriously. In 2015, we began a more concerted effort of tracking our social accountability. We created a Social Accountability Task Force to show how we provide benefits to the communities and to better identify, track and encourage greater community engagement.

This past year, Springpoint developed a Community Involvement Program. This program allows home office staff members the opportunity to connect with and support our communities by donating their time and talents. All staff members are asked

to devote six hours of service to our communities each year and it's something that we have embraced.

There are a number of ways that our staff members choose to volunteer, from providing gift-wrapping services at the holidays to going to our healthcare communities and spending time with residents. From September through December 2016, 53 home office staff members clocked almost 353 hours and participated in 161 volunteer opportunities.

To help other nonprofit groups, we routinely hold food and clothing drives and provide free meeting space to community groups who use our community rooms. We also offer polling locations

at a number of our communities for elections. We are heavily involved with the U.S. Marine Corps Reserve Toys for Tots Program and all of our CCRCs participate. Throughout the months of October, November and December each year, we collect new, unwrapped toys to give as holiday gifts to children who are in need.

No matter where our residents live throughout the state, the sentiment is the same: they want to be involved in community engagement within their local townships. One of our affordable housing communities partners with their local Neighborhood Watch to provide space for meetings and events.



Others work with local homeless shelters and participate in health fairs. Overall, there's a real collaboration between the staff and residents and communities—residents identify people and organizations that could use support and people rally to help.

Another example of community involvement happened on a Saturday in late October 2016 when Meadow Lakes opened its campus to The Peddie School, New Jersey Chapter of Girls on the Run (GOTR) for their practice 5K race. Girls on the Run is a nonprofit organization that teaches life skills to girls ages 8 to 13 through dynamic, conversation-based lessons and running. It was an early start and

CONGRATULATIONS!

At the young age of 91, Monroe Village employee **Florence Gretz** decided to retire this year. Living near Monroe Village, she worked part-time in our medical records department for almost 24 years. Thank you for your service, Florence!

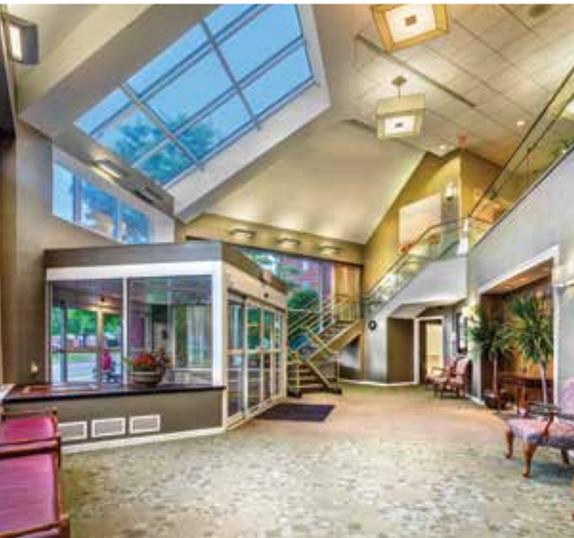


extremely cold (38 degrees) but that didn't stop the girls who were very enthusiastic about it. Parents, coaches, Meadow Lakes residents and Springpoint representatives were there to cheer the girls who all completed the 5K run.

Every day, our residents, staff and family members are contributing to the lives of others, going above and beyond to engage and fulfill the desire to give back. We're so proud of how the Springpoint family cares for one another and the community!

Welcome The Oaks at Denville

OUR NEWEST COMMUNITY



We've grown and we're so pleased!

In May 2016, Springpoint Senior Living purchased Franciscan Oaks, a continuing care retirement community located in Denville, NJ, from Catholic Health Initiatives. In July, we officially changed its name to The Oaks at Denville. Many people already referred to the community as “The Oaks.” A perfect blend of old and new, the name incorporates the great location and reflects Springpoint’s broader reach as a non-denominational organization open to residents of all faiths.

Situated on 14 acres, The Oaks was the first continuing care community in Morris County. Located approximately 40 miles west of New York City, it includes 285 independent-living apartments, a 34-bed assisted-living facility and an 84-bed skilled nursing center. It sits next to St. Clare’s Hospital along Pocono Road and provides residents with nearby access to innovative care and more than 50 physicians’ offices. The Oaks joins Winchester Gardens, located in Maplewood, as our two northernmost communities in the state.



Residents of The Oaks have given Springpoint a hearty welcome and many have commented on how much they appreciate Springpoint's excellent reputation, century-long history, nonprofit status and ongoing commitment to quality.

At The Oaks residents enjoy an active, engaged life in a convenient downtown location, a short stroll from shops and restaurants in charming downtown Denville. There's an incredibly active social calendar with something going on every day of the week. Residents are involved in a variety of activities,

including choral singing, woodworking, book and foreign language clubs, card games, Tai Chi, yoga and dancing, to name a few.

Since purchasing the community, exciting plans are underway to renovate and refresh the common areas including the café, dining room, fitness center and hair salon. A newly designed Evergreen model with an open floor plan, upgraded appliances and private balcony is also generating a lot of interest. We're so happy to welcome our seventh CCRC into the Springpoint family!

2017 BOARD OF TRUSTEES

Michelle Bennett, Executive Vice President, *Newport Capital Group, LLC*

Joseph Berardo, Jr., Chief Executive Officer, *Concordia Care, Inc.*

Thomas A. Biga, Executive Vice President of Operations, *RWJBarnabas Health*

Edgar M. Coster, Former Partner, *Alliance of Fiduciary Consultants, LLC*

Joseph DiFiglia, Executive Director, *NJ Council for Economic Education*

James Ferrare, Managing Principal, *PWM Advisory Group, LLC*

Robert J. Fogg, Partner/Attorney, *Archer & Greiner, P.C.*

John J. McSorley, *Chair of the Springpoint Board*, President & CEO, *RiskEval Resources, LLC*

Vincent A. Myers, *Vice-Chair of the Springpoint Board*, Principal, *DIGroupArchitecture*

Jeana M. Piscatelli, Executive Director, CCB – FIG Treasury Services, *J.P. Morgan*

Kevin G. Rogers, Chief Executive Officer, *Care Finders Total Care, LLC*

Tiffany Tomasso, Founding Partner, *Kensington Senior Living*

Joseph A. Torcivia, Co-President, *Torcon, Inc.*

Bruce Traub, Partner and CFO, *Fitness and Wellness Professional Services*

Gary T. Puma, CEO, *Springpoint Senior Living, Inc.*

Anthony A. Argondizza, President, *Springpoint Senior Living, Inc.*

OFFICERS

Gary T. Puma, *CEO*

Anthony A. Argondizza, *President*

Garrett T. Midgett III, *Treasurer*

Maureen E. Cafferty, *Secretary*

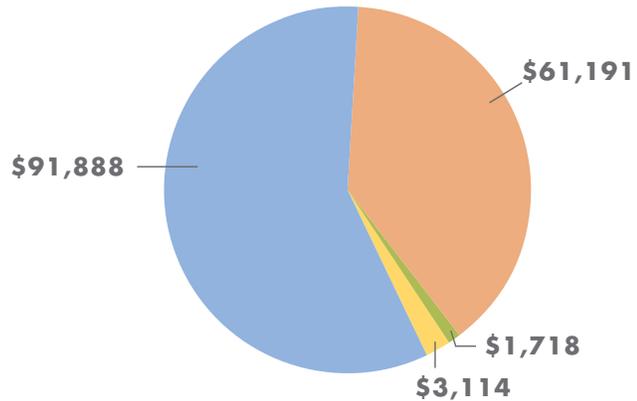
FINANCIAL HIGHLIGHTS

SSL OPERATING REVENUES

OPERATIONS

(\$ in 000's) — \$157,911

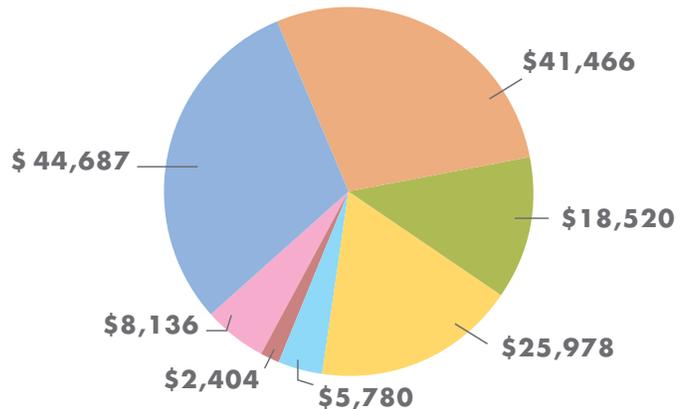
- Residential Revenue
- Medical Revenue
- Contributions, Bequests & Net Assets Released from Restriction
- Investment Income & Other Revenue



SSL OPERATING EXPENSES

(\$ in 000's) — \$146,971

- Professional Care
- Operations & Maintenance
- Dining Services
- Administrative & General
- Marketing
- Charity Care
- Interest Expense



COMMUNITY BENEFIT & CHARITABLE CONTRIBUTIONS

REVENUE (\$ in 000's)

Total Fundraising Revenue.....	\$1,246
New Annuities/Trusts	\$1,180

SUPPORT (\$ in 000's)

Medicaid Allowance	\$1,937
Resident Financial Assistance	\$277
Affordable Housing Support.....	\$442
Spiritual Care	\$355
Broader Community Support	\$2,562
Tomorrow's Leaders.....	\$19

THE SPRINGPOINT FOUNDATION

Springpoint has a reputation for creating and delivering services of the highest quality. We have a time-tested record of achievement, a commitment to caring and an unwavering love for all residents. The Springpoint Senior Living Foundation's four core resident and partnership programs include Resident Financial Assistance, Spiritual Care, Tomorrow's Leaders and Affordable Housing Support.

Resident Financial Assistance

This program assures that qualified residents in our CCRCs who have outlived their resources through no fault of their own will never have to leave their community due to financial difficulties.

Spiritual Care

Through the Spiritual Care program, chaplains visit, counsel and support residents; provide spiritual resources and educational opportunities; and honor all faith traditions through a variety of services.

Tomorrow's Leaders

This internship experience provides unique, hands-on educational opportunities in our communities for young people who are interested in a career in senior services. The interactions between interns and residents are mutually beneficial.

Affordable Housing Support

The Foundation oversees essential initiatives including *Go Fresh! Get Healthy!*, Lifeline

technology, transportation services and Community Cares, a program that provides donations and health essentials for affordable housing residents. Community Cares relies on the generous contributions of time, treasure and talent from CCRC residents, business partners and staff.

What's Your Story?

To inspire generous support for these important programs, the Foundation's theme for 2017—"What's Your Story?"—focuses on the fact that we all have a story that is uniquely ours to share, and that sharing is caring. Consider how you would answer this question and how it might inspire you to support our mission.

Welcome To Our New Board

To advance our goals, the Foundation is in the midst of a strategic planning process and we've formed a dedicated Board of Trustees. The new Board provides focus to address the changing needs of the state's rapidly growing senior population



Board Members: (back row, left to right): Todd Whitenack, Gary Puma, Tom Gravina, Michael Oakes (front row, left to right): Anthony Argondizza, Carrie Page, Joseph DiFiglia. Not pictured: David Flood

and to improve programs and services that make a difference in people’s lives as they age.

The newly formed Board will oversee the Foundation’s core programs, including affordable housing initiatives; spiritual care; Tomorrow’s Leaders internship program; and resident financial assistance. Among those who depend on Springpoint are approximately 2,000 of New Jersey’s most vulnerable residents: elderly women and men who come to Springpoint with limited resources.

In addition to supporting the well-established programs for its CCRC communities, the new Board has identified four areas of need within the Springpoint affordable housing communities and intend to grow these programs as we raise funds to support them, including:

Transportation: We currently provide transportation in 13 of our 19 communities. Goals include adding new community buses and incrementally growing and endowing the transportation program to provide full service to all.

Emergency Preparedness: Our goal is to install generators at all communities and provide each resident with an individual emergency preparedness kit.

Health and Wellness: We would like to bring aspects of Springpoint’s LivWell program to all affordable housing communities, including disease and falls prevention and education, fresh produce programs with chef demonstrations, recipe exchanges and farmers’ markets.

Community Homecare and Healthcare: Longer-range community homecare and healthcare goals include providing clinical services, individual at-home care, screenings and on-site clinics to serve all affordable housing residents. Relying on philanthropy and strategic partnerships, the Foundation hopes to raise money to start and sustain this program.

We are able to make all our programs and initiatives possible thanks to the generous contributions from our Springpoint residents and their families, employees, volunteers, board members, vendors, corporations, foundations and individuals in the communities we serve. Your donations make all the difference.

THE ATRIUM AT NAVESINK HARBOR

Meet Doris and Daniel Robinson.

Originally from New York's South Bronx, Daniel and Doris grew up on the same block and attended the same elementary school. One evening while in high school, Daniel was at the library with his friends and Doris was there looking for a book. They all decided to go to the corner soda fountain. Daniel spilled his chocolate soda and Doris cleaned it up—at that moment “something clicked”! They walked home together and Doris offered him a kiss. He said yes, not knowing it would be a Hershey Kiss!

Doris waited for him to return from his time in the Navy before they married. Daniel is a New York University graduate, received a BS in Accounting and earned his CPA. He began his career with Haskins and Sells and later joined a Manhattan-based national accounting firm, Peat Marwick (now known as KPMG). He travelled around the country visiting

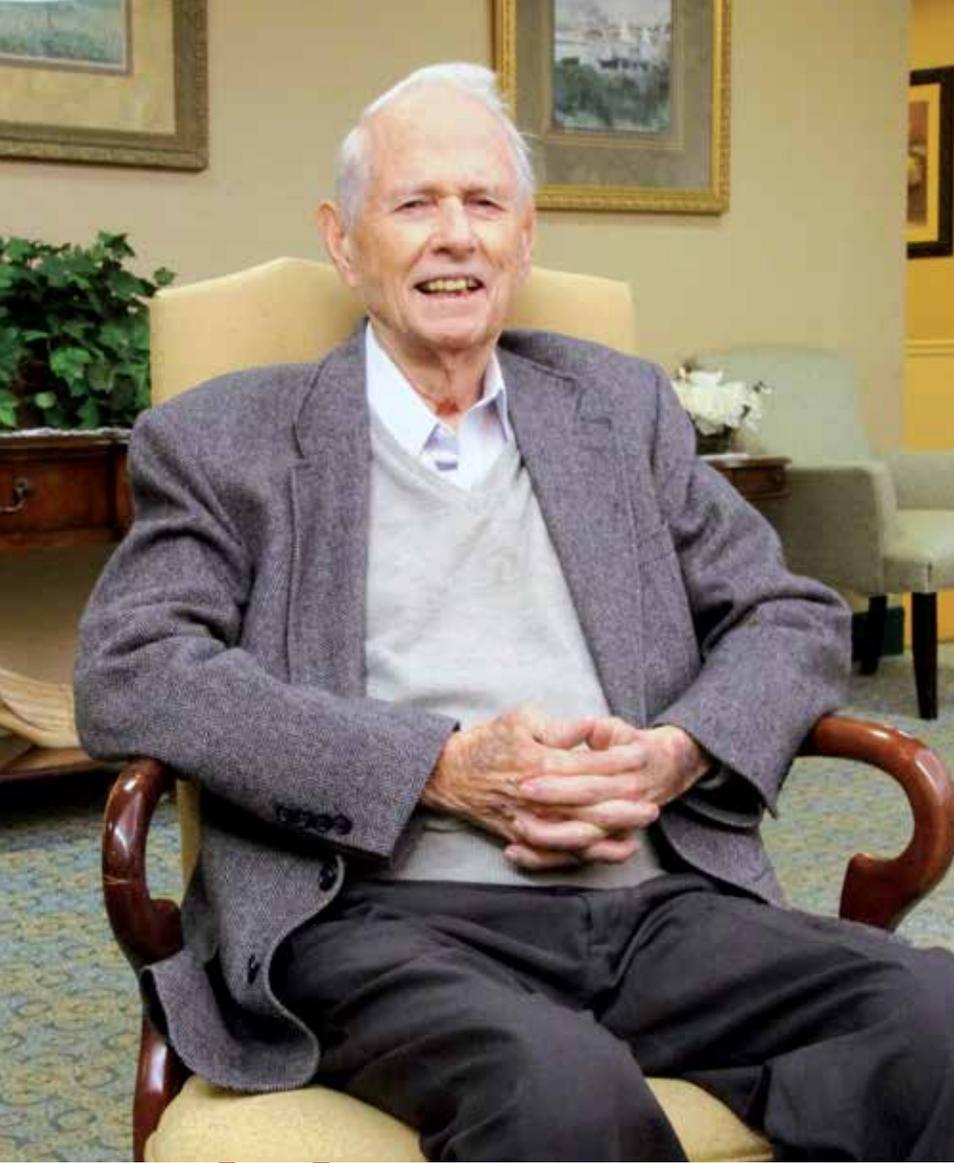
clients. Doris was a secretary and stenographer for a stock broker in the New York Financial District. They were married in 1951 and just celebrated their 66th wedding anniversary. They have three beautiful children: a son in Florida, a son in Oregon and a daughter in Long Beach Island, New Jersey.

Daniel and Doris moved to The Atrium from Connecticut to be closer to their daughter. They both agree that it's a wonderful community. They say the people here are lovely and easy to get to know, the food is excellent, there are a lot of activities and they couldn't have it any nicer. They love the fantastic views of the Navesink River. Still chocolate lovers, they both enjoy the champagne and chocolate sunset cruises aboard The Atrium pontoon boat.

Mr. and Mrs. Robinson donate annually to the Foundation.



Contributions from our inspiring donors come in many meaningful ways and help us accomplish our mission.



CRESTWOOD MANOR

Residents of Springpoint benefit from the generosity of our donors who make contributions large and small.



Meet Richard Newton. He was born and raised in a small coal mining town in the mountains of Pennsylvania. His wife Helen was born in West Orange, New Jersey. They met at Drew University and were married in 1948. He has four children and four grandchildren, all with amazing careers, plus two wonderful great grandchildren.

Known as “Dick,” he attended Drew University for one year but was then called to serve in the Navy. When the war was over he went on the GI Bill, returning to Drew University and earning a degree in Electrical Engineering in 1955. He began his career in Detroit where he worked for Chrysler Corporation for three years. He returned to New Jersey to accept a job with Bell Labs. Over the course of his career he was transferred in and out of New Jersey seven times. For two years, he and

his family lived in Kwajalein, part of the Marshall Islands—where the field testing for anti-ballistic systems began for which Bell Labs was the prime weapon systems contractor. He worked for Bell Labs for 30 years and was instrumental in a massive conversion of the nationwide switch system to computers. After retiring in 1984, he and his wife travelled all over Europe and then decided to visit every state in the US. They loved visiting waterfalls.

Joining the Crestwood Manor community in 2000, he has always found everyone very friendly and helpful. He likes to be busy and enjoys the many activities at the community, especially the concerts.

Dick donates to the Springpoint Foundation by way of a charitable gift annuity.

MEADOW LAKES

Meet Eileen Kendall, a resident of Meadow Lakes for nine years. Eileen has managed the Meadow Lakes Thrift Shop for about three years. The Thrift Shop earns money for the Foundation's Resident Financial Assistance Fund exclusive to Meadow Lakes. Resident volunteers run the shop, which is open on Tuesdays and Thursdays from 10 am to 1 pm.

Thrift Shop items, donated by residents and vendors from surrounding communities, include everything from kitchen gadgets, jewelry, designer handbags and clothing, to furniture, including complete bedroom and dining room sets. Some vintage clothing items have been sold to theaters

and production companies. The Thrift Shop once sold a tailored suit that was worn by actor Clint Eastwood in one of his movies. Items that do not sell in the shop are sold to a recycling company for a small profit. Shoppers include staff, residents, family members, friends and visitors.

In 2016, the Thrift Shop donated \$29,665 to the Meadow Lakes Resident Financial Assistance fund. A big thank you from Eileen Kendall and all Thrift Shop volunteers, including: Pat Ellard, Tim Ellard, Gerry Fogelman, Jerry Gottesman, Audrey Jasper, Jean Kelly, Fred Koved, Joyce Kucera, Janet Martin, Beverly Robertson, Eleanor Tyler, Agnes Vazzano, Joe Vazzano and Brigitte Wachs.



The success of the Foundation's work is due to our remarkable donors.



MONROE VILLAGE

Donors to the Foundation allow us to fund programs that strengthen and enhance Springpoint's mission.



Meet Daniel Jimenez, one of eight children, six brothers and one sister. As a young boy he travelled from California to the Dominican Republic, to Spain and then to New York. At age 18, just six months after he arrived in the United States, Daniel and five of his brothers were called to serve in World War II. Daniel's military career began in the Army and ended with the Fifth Airforce. From 1941 to 1945, he served at Panama Canal Zone, Alaska, New Guinea, Manila and Okinawa, Japan. He returned home safely to the United States as did his brothers.

A bilingual fluent in English and Spanish, Daniel had a great career with Bristol-Myers Squibb and

spent many years traveling and working with Squibb's European offices focused on international regulatory affairs and sales.

Daniel has been enjoying the retirement lifestyle at Monroe Village for the past 18 years. Always up for the weekly happy hour at Monroe Village, he likes a vodka cocktail from time to time. A lover of golf, his lifetime partner on and off the golf course was his beloved wife, Alexandrine. Daniel has one son, Stephen, who is a successful writer and book author.

A contributor since 2009, Daniel supports the Foundation in the form of a charitable gift annuity.

Springpoint Senior Living Foundation

THE OAKS AT DENVILLE



Meet Jerry and Ann Williams. Ann is originally from Cleveland and Jerry is a Wisconsin native. They met in graduate school at The Catholic University of America. After graduation, Jerry went to work for the Chesapeake and Potomac Telephone Company (C&P) of West Virginia, now part of Verizon. They married in 1956. Soon after, Jerry was drafted and sent to Germany. Expecting their first child, Ann joined him in Germany where their son was born. They are proud parents of five terrific children and six grandchildren.

When they returned, Jerry resumed his job with the C&P in West Virginia and eventually transferred to New York City. Later, he was employed with AT&T and Bellcore for 33 years. He earned a Doctorate in Philosophy at New York University and was an adjunct Professor of Philosophy at Seton Hall University, Kean University and The College of New Rochelle. After their youngest daughter went to school, Ann resumed her nursing career as a

Clinical Nurse Specialist in Medical and Surgical Nursing. She became the Assistant Chief Nurse at the Lyons Veterans Administration Health Care Center and earned her Master's degree in Nursing from Seton Hall.

Jerry and Ann have lived at The Oaks for over 12 years and they say the residents and staff are outstanding. Ann likes the musical programs and events held at the community. Jerry is active on the Resident Council and just finished his term as Secretary. He is Chair of the By-Laws Committee and he lectures for The Oaks College Learning Program. The location of The Oaks was a significant attraction for them. Denville has everything on a small scale, which they like. They can walk to town, where the public library, shops and restaurants are all close by. Saint Clare's Hospital is right next door, if needed.

Jerry and Ann contribute to the Foundation's Annual Fund.

STONEBRIDGE AT MONTGOMERY

Meet the Chaplain Endowment Committee.

A committee of dedicated Stonebridge at Montgomery residents want to be the first Springpoint community to endow the position of their chaplain through the Springpoint Foundation. From our beginning over 100 years ago, Springpoint communities have had chaplains. Springpoint communities are among a small percentage of CCRCs in the country to have a full-time chaplain on staff.

The committee's goal is to ensure that the Stonebridge chaplaincy position will thrive for many future generations by raising \$2 million to endow the spiritual worship and peace of mind the chaplain brings to residents and their family members.

In this quickly changing world, our community chaplain is not only a friend, but is trained in various religions, spiritual beliefs and knows how to help residents draw on their sources of hope especially during difficult times.

A chaplain is considered an optional position at most of the CCRCs in the country, but at Stonebridge it is considered the other side of healthcare and equally vital to residents' well-being.

Chaplain Endowment Committee pictured below: (back row, left to right); Sidney Willis, David McAlpin, John Williams, Markell Shriver, Jeffrey Tener, David Mulford; (front row, left to right) Susan Cino, Foundation and Nancy Prince.



We are inspired by the kindness of our donors and are grateful for their many contributions.



Springpoint Senior Living Foundation

WINCHESTER GARDENS

Foundation donors share our passionate commitment and are part of the heart and soul of Springpoint.



Meet Ruth and Fred Roessle. They have called Winchester Gardens home since July 2009. Both Ruth and Fred are very involved members of the Winchester Gardens Resident Association. Ruth is a member of the Welcoming, Marketing, and Scholarship committees. Fred is a member of the Capital Projects, Finance, Health, Safety and Security and Scholarship committees. Fred also was Treasurer and a member of the Executive Committee for four years.

They reside in a villa surrounded by the beautifully landscaped grounds and manicured gardens. Outdoor enthusiasts, they enjoy the walking paths throughout the community.

In honor of Fred's 90th birthday, Ruth collaborated with their children and grandchildren on a very special gift. They made a contribution to the Foundation, dedicating a garden bench in Fred's name with an engraved, personalized message. Fred's bench is located close to their villa, where he and Ruth often sit and take in the colorful seasonal vistas.

Dedicating a garden bench is a great way to honor a loved one or celebrate a special occasion. The Roessle family is helping Springpoint maintain the beauty of Winchester Gardens while supporting the Resident Assistance Fund, Tomorrow's Leaders and other Foundation initiatives.

HOW YOU CAN CONTRIBUTE

We are fortunate to receive generous support in many ways and from many sources, including our Springpoint residents, employees, board members and vendors as well as corporations and foundations in the communities we serve. It is wonderful to see how much we accomplish when we come together and embrace opportunities to better the lives of others. For added convenience, you can access a downloadable donation form on the Foundation page of our website at www.springpointfoundation.org.



The Springpoint Foundation offers a variety of direct and planned giving options, including:

- Charitable Gift Annuity
- Charitable Trust
- Deeding of Refundable Entrance Fees
- Retirement Account Beneficiary (POD or TOD)
- Major Gifts (cash, appreciated securities, bonds)
- Endowments
- Grants
- Gifts in Kind
- Bequests in Will

Donor Recognition

Thank you so very much to all who support our mission! Please note that we make every effort to record our donors' names accurately and completely. We apologize if we have omitted or misstated your name; please let us know by calling the Foundation at 732-430-3674.

OUR CORPORATE PARTNERS

Springpoint Senior Living Foundation programs are made possible entirely by the generous contributions of caring people. We applaud our sponsors and corporate partners for their incredible support of our programs and our mission. We simply couldn't do it without you.

Donations That Makes A Difference

Our corporate partners, through donations of time, talent and treasure, help us enhance the lives of our residents. We invite others to join with us in pursuit of this common goal. There are a variety of programs that may be perfect for your charitable giving objectives. Have a partnership idea? Let us know. We are happy to work with you to create a unique giving opportunity. Please contact Angie Manley at amanley@springpointsl.org.

Consider some of these ways to help:

- Sponsorship Opportunities
 - Tomorrow's Leaders Internship Program Sponsor
 - Lecture Series Sponsor
 - Program Sponsor
 - Golf Tournament Sponsor
- Volunteer
- Annual Giving
- In-kind Donation

Connor Strong & Buckelew Endows Tomorrow's Leaders

Conner Strong & Buckelew, a leading insurance, risk management and employee benefits brokerage

and consulting firm, provided us with a generous \$100,000 gift to establish an endowment for our Tomorrow's Leaders internship program. The gift was announced at the 2016 Springpoint Foundation Annual Golf Classic. Through this endowment, Springpoint will be able to cover the cost of a full-time summer intern every summer in one of the Springpoint communities.

"The endowment is a wonderful and fitting tribute to Springpoint as they celebrate 100 years of service to seniors," said Mike Tiagwad, President and CEO of Conner Strong & Buckelew. "Springpoint offers an environment that is both exciting and challenging. The internship will provide qualified students and recent graduates an invaluable experience in senior living administration, healthcare and other key service areas."





PSEG Grant Supports Transportation

In December the PSEG Foundation provided us with a \$25,000 grant to help fund transportation for residents of our affordable housing communities. We currently provide transportation in 13 of our 19 communities and want to continue to grow these services incrementally.

Community Cares

Springpoint's Community Cares initiative helps to enrich the lives of others and demonstrates our values of respect, compassion, integrity, service and excellence. Community Cares conducts two food drives each year—one in summer and one during the year-end holidays—and supports *Go Fresh! Get Healthy!*, a program that provides our affordable housing residents with greater access to healthy fruits and vegetables. Springpoint suppliers, including WB Mason, HD Supply, JML Medical

and PennJersey Paper, provided donations to boost contributions. We have been able to give fresh fruit and produce as well as personal care items to every single resident living in all our affordable housing communities. Through our most recent holiday drive, we provided goods and essentials for over 222 affordable housing residents.

Support from Bristol-Myers Squibb

In January 2016, we received a \$5,000 donation from Bristol-Myers Squibb to support *Go Fresh! Get Healthy!*. This program provides access to healthy fruits and vegetables, provided by Stillwell Farms of Hightstown, NJ, along with nutritional information and chef-led cooking demonstrations. Beyond that, it also supports healthy aging initiatives including health screenings, nutrition counseling, walking fitness programs and cooking classes.



Bloomberg



Corporate Philanthropy in Action

Bloomberg, a global financial information and news company, is one of our strongest corporate partners and best neighbors. With offices in Skillman, NJ, Bloomberg volunteers spend time working with residents at Stonebridge at Montgomery, The Gables at West Windsor and Wheaton Pointe at East Windsor.

When Springpoint first applied to Bloomberg for a grant in 2010, it was the beginning of a beautiful friendship. As Dennis Jordan, Senior Program Manager, Global Philanthropy and Engagement at Bloomberg, notes, “We have a great relationship with Springpoint. Our employees are engaged and we encourage that.” Together, Bloomberg and Springpoint share a common commitment to serving the communities where we live and work.

Bloomberg supports, through grants, the purchase of “It’s Never 2 Late” software that integrates seniors into the world of computers. This software allows residents in assisted living to use a TV monitor that they can take to the bedside. Every person in assisted living has a My Page that includes their biography and other information. This

allows employees to engage them in conversation. Residents can also connect with the online community, share photos with family and friends and stay on top of current events. One resident who was born in a village in Germany was able, through Google Earth, to see her village and find her cottage. This triggered many happy memories. Residents are also able to use the software to communicate through song. The program even allows users to act like the conductor of an orchestra!

Bloomberg employees have started offering tech help services at our communities. They hold office hours for Stonebridge residents and work with them one-on-one to help them understand and use their electronic devices. “This is an area of growth,” says Mr. Jordan. “Our employees have the opportunity to spend time with the residents to help them get comfortable with the software.”

Building on our Bloomberg relationship, residents at Stonebridge help Team Bloomberg make cards and put together holiday packages to be distributed to children in need. This unique dynamic has positive implications for all involved.



Through the Bloomberg Pan-Asian Community, many Bloomberg employees have formed close bonds with residents at The Gables and visit often, lending their skills including English-to-Mandarin translation for some of the Mandarin-speaking residents.

Residents of The Gables and Wheaton Pointe look forward to a variety of social events sponsored and run by Bloomberg volunteers. These include holiday parties, Chinese New Year celebrations and events like “Color Me Calm” at The Gables where residents enjoyed a fun-filled afternoon of creative coloring therapy, socializing and ice cream.

Over the course of Bloomberg’s six-year relationship with Springpoint, Bloomberg has spearheaded 53 projects staffed by 1,056 volunteers. In 2016 alone, Bloomberg hosted 16 events staffed by 379 volunteers. Thanks, Bloomberg, for being such a wonderful neighbor!

SAVE THE DATE
TUESDAY, JUNE 6, 2017
40th Annual Golf Classic
Metedeconk National Golf Club
Jackson, New Jersey
Open to the public—all guests
must register

For more information, contact
Angie Manley at 732-430-3734 or
amanley@springpointsl.org.

All proceeds to benefit the Springpoint Senior Living Foundation Tomorrow’s Leaders internship program. Thank you for your continued support!

CHAIRMAN'S LEGACY SOCIETY

These society members have made gifts in the form of bequests, charitable gift annuities, deeded entrance fees and other deferred gifts. Their significant commitment is apparent every day and felt by the thousands who benefit from their support.

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The President's Society is made up residents of our CCRCs and friends who have contributed to the Foundation for five years or more. Their generous gifts, large and small, make up the major share of our contributions.

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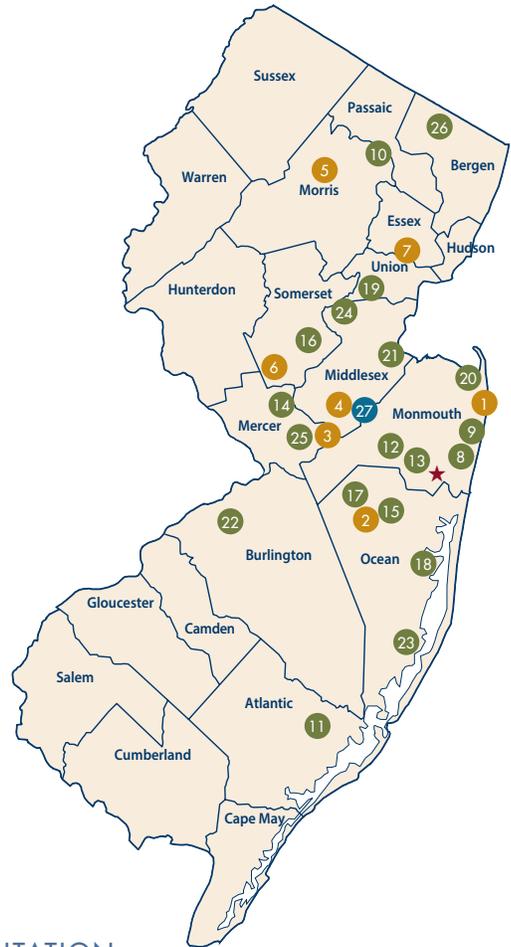
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