Our Mission
Peconic Landing strives to be a preeminent senior services provider. Guided by our core values and philosophy of innovation, we are committed to work in partnership with all to achieve our vision.

Our Vision
To provide opportunities for all seniors to realize a sense of purpose, peace of mind and security.

Peconic Landing is a not-for-profit organization as described in Section 501(c)(3) of the IRS code and is a fully accredited continuing care retirement community by CARF/CCAC International.
Message from John M. May
Chair, Board of Trustees

Peconic Landing residents are planners and doers. They have planned for Peconic Landing to be their retirement residence where they can enjoy a lifestyle filled with a sense of purpose, personal fulfillment, peace of mind and security – so that they can own their future. They have made Peconic Landing a vibrant community where residents, staff and management work together as a family to achieve shared goals and satisfaction.

2013 was a year in which Peconic Landing served our residents with distinction while preparing to meet the changing needs of our present and future residents. We served our residents well:

- Occupancy remained high; 96.4% of our 250 apartments and cottages were occupied
- Resident satisfaction also remained high as measured by an independent survey
- We achieved a “Best Nursing Home” rating by US News and World Report
- We achieved re-accreditation by the accrediting agency CARF/CCAC
- We were awarded a Medicare 5-star rating
- We had the lowest annual monthly service fee increase ever: 3.75%
- We maintained our strong financial position: strengthened our balance sheet, increased reserves, met budget, and held our Fitch investment grade rating
- We expanded our Social Accountability program
- We launched a home healthcare agency for residents

We prepared for our future by developing an expansion plan to meet future needs. This involved planning for the addition of:

- 46 independent living apartments
- 16 skilled nursing rehabilitation beds
- a 16-unit memory-care assisted living neighborhood
- additional fitness, wellness and cultural amenities

Regulatory approval, financing plans and marketing efforts to implement the expansion plan are on schedule, with groundbreaking scheduled for late 2014 and occupancy in early 2016.

The concept of Continuing Care Retirement Communities (CCRCs) as desired senior living destinations has become increasingly popular. Peconic Landing has established itself as a preeminent CCRC in its over ten years of existence, and we have met the challenges of the past and present as a destination community on the North Fork of Long Island. Peconic Landing’s challenge for 2014 and beyond is to maintain that excellence of achievement while preparing for the changes that will be required to retain its preeminence in meeting the needs and wishes of seniors and their families.
Message from Robert J. Syron  
President & CEO

After celebrating the success of our first decade of operating, Peconic Landing set sights on a broad new horizon in 2013. We focused on our campus expansion and dedicated our energies toward expanding our mission and examining new opportunities to provide the high quality care, service and hospitality for which Peconic Landing is well recognized.

We opened a home care agency, offering residents the opportunity to receive supportive services in their own home environment. We strengthened our social accountability program, demonstrating that Peconic Landing understands the value of contributing and providing a proactive positive influence to the greater community. And we re-developed our Strategic Plan to set Peconic Landing on a strong course for the future.

The first step toward building for the future focused on laying the groundwork for expanding our existing services and amenities. The plans include developing an evidenced-based studies memory care center, expanding our skilled nursing accommodations to offer a rehabilitation specialty, and adding 46 new independent living residences to meet the demand for Peconic Landing’s lifestyle. A new art studio, state-of-the-art fitness center and smart classrooms round off the list. With all facets of the expansion moving in a positive, forward direction, groundbreaking on this $43 million, 16-month construction project is set for October 2014.

We closed 2013 as our most successful year to date. This was demonstrated by several accomplishments, including our skilled nursing center being ranked by US News & World Report in the top 10% of Best Nursing Homes in the Country for the fourth consecutive year; earning a second 5-year term of accreditation by the accrediting body CARF-CCAC; earning a Five Star Nursing Home Medicare rating; and being ranked in the top 10 of Best Companies to Work For in New York State in the small-medium business category.

When we first opened Peconic Landing over ten years ago, our mission shaped what this community has become today. We have grown into an experienced, mature organization, and we will continue our mission to be a continuing care retirement community of excellence. Peconic Landing is moving ahead with forward-thinking plans and innovative ideas for present and future residents of our community and for the benefit of the greater community.
Our Community

Since 2002, Peconic Landing has remained committed to its vision of being the community of choice for retirees age 62 and better. Our location on the North Fork of Long Island offers access to the Hamptons, Connecticut and New York City. The 144-acre campus boasts beautiful views of Long Island Sound and borders a golf course to the east and a vineyard to the west.

The community encompasses 109 spacious cottages and 141 well-appointed apartments. The Shores, Peconic Landing’s Enriched Living and Skilled Nursing accommodations, provides members nursing and rehabilitative care when needed.

Peconic Landing continues to be the first and only equity-based life care retirement community in New York. The community differs significantly from the traditional entrance fee model and offers a cooperative agreement, giving members the advantages of home ownership without the burden. In addition, a life care agreement provides members with the peace of mind that comes from lifetime access to long term care at no additional cost.

Peconic Landing encourages an active, healthy and worry-free lifestyle. The community is dynamic, with opportunities for members to pursue their interests and passions to the fullest. Members immerse themselves in a myriad of resident-managed clubs and committees. For example, our Lifetime Learning Council, affiliated with the Elderhostel Institute network, has received national recognition. Performances from the Metropolitan Opera, the Bolshoi Ballet, Royal Ballet of London and lectures hosted by New York City’s 92nd Street Y are simulcast via satellite to the community’s auditorium. These innovations, along with our outdoor sculpture garden and other educational and artistic pursuits, have made Peconic Landing a cultural hub on the North Fork. Timely and informative health, wellness and fitness programs have also earned high marks from members and the community at large.

In 2008, Peconic Landing was the first community on Long Island to have earned a five year term of accreditation by CARF-CCAC, the accrediting body for retirement communities. In 2013, Peconic Landing earned its second five-year accreditation term, assuring members of management’s commitment to excellence and an adherence to the highest standards and practices in the industry.
Board of Trustees

It is the responsibility of the twelve member Board of Trustees to ensure the fiduciary integrity of Peconic Landing and the performance of services outlined in the Care and Subscription Agreements, which constitute the contract between Peconic Landing and members of the Cooperative Board.

The members of the Board of Trustees in 2013 include:

John M. May (Chairman)
Management Consultant; former President of William E. Hill & Co.; former director of several NYSE companies

Paul J. Connor, III (Vice Chairman)
President and CEO, Eastern Long Island Hospital in Greenport, New York

Thomas Doolan (Secretary)
President of TBD Associates; former President and CEO of Southampton Hospital and Eastern Long Island Hospital

Luke Babcock
Analyst and Manager, Saybrook Capital; former Vice President of Private Client Services at Donaldson, Lufkin & Jenrette

Rosamond Phelps Baiz
President of The Old Field Vineyards in Southold, New York

Gregory Ferraris
Certified Public Accountant, Banducci, Katz & Ferraris in Sag Harbor, New York

Robert Goldman
Capital Cities/ABC; formerly with American Broadcasting Companies, Inc.

The Reverend Peter Larsen
Rector, St. John’s Episcopal Church in Southampton, New York

Thomas J. McCarthy
President, Thomas J. McCarthy Real Estate, Inc. in Southold, New York

Thomas E. Murray, Jr.
Former President & CEO, Hamilton Federal Savings Bank in Bay Ridge, Brooklyn

Sandra K. Novick
Senior Vice President, Director of Marketing, Suffolk County National Bank

Edward Wellington Webb II
Retired Senior Vice President, American Heart Association

Emeritus Members
Jerry Callis, DVM
Edgar Goodale
Alice Hussie
Lisa Israel
William G. Thompson
Raymond G. Wesnofske
The Cooperative Board

Through its unique equity program, Peconic Landing residents are granted membership in the Housing Association, a cooperative corporation. The Housing Association Cooperative Board has seven members – four appointed and three elected by residents of the community at the annual meeting of all cooperative members held each March. In 2013 the resident members of the Peconic Landing Housing Association Cooperative Board were Dorothy Lucek, Miriam Seidman and John Conley.

Regulatory Oversight

As a lifecare community providing long-term care, Peconic Landing is subject to all the laws and regulations set forth by the New York State Department of Health in association with the New York State Continuing Care Retirement Community Council. The cooperative ownership aspect of the community is governed through the New York State Attorney General’s Office while the insurance component of the lifecare contract is overseen by the New York State Department of Financial Services, which approves all monthly service fees and purchase prices.
A Commitment to Excellence

The national standards for quality that awarded Peconic Landing the distinctive five-year accreditation term from the Continuing Care Accreditation Council (CARF/CCAC) continue to serve as the foundation for our success. In 2013 Peconic Landing earned its second five-year term of accreditation and The Shores at Peconic Landing earned its second five-year term of accreditation for Person-Center Care.

Accreditation means Peconic Landing conforms to proven business practices, fiscal integrity, employee training, information management and continuous quality improvement. Each year we must submit an Annual Conformance to Quality report to prove consistent adherence to the high caliber of standards necessary to maintain accreditation.

Peconic Landing subscribes to a collective commitment to excellence, and we will continue to set the highest standards and transform our goals into successful achievements.

Commitment to the Community

Peconic Landing is committed to an integrated approach to serving the greater good with one common goal: to improve the quality of life for those who live and work in our greater community. Through partnerships with community groups we believe we can effect change, create positive, sustainable outcomes and build a collective social accountability commitment for all stakeholders.

In 2013, Peconic Landing reached over 8,800 individuals, donated in excess of $60,000 in cash and in-kind contributions and generated an estimated $5 million in economic benefit to the local economy. In addition, our programs included:

- Educational health series in partnership with Eastern Long Island Hospital
- School partnerships for internships, job training and mentoring
- Cultural programs in partnership with six arts organizations
- Life enrichment and professional development classes
- Suffolk County and North Fork EMS training for 95 emergency personnel
- Our 3rd Annual Veterans Wedding Giveback in partnership with more than 25 local businesses provided a free wedding to a local couple as thanks for military service
2013 Accomplishments

Accolades

• *US News & World Report* ranked The Shores at Peconic Landing in the top 10% of Best Nursing Homes in the Country for the fourth consecutive year
• CARF-CCAC awarded Peconic Landing a second 5-year term of accreditation and awarded The Shores with accreditation in Person-Centered Care for a second five-year term
• The Shores was awarded a Five Star Nursing Home Medicare rating
• Peconic Landing was ranked in the top 10 of Best Companies to Work For in New York State (Small-Medium Business category)

Financial Accomplishments

• Re-affirmed Peconic Landing’s BBB– Fitch rating
• Produced a perfect independent financial audit
• Exceeded budget expectations
• Achieved 96.4% occupancy level – well above national benchmarks
• Achieved $3.4 million in commitments from fund raising activities and received a grant of $800,000 from NYS Empire State Development Office
• Peconic Landing residents raised approximately $390,000 for the Employee Appreciation Fund

Strategic Accomplishments

• Re-developed Peconic Landing’s Strategic Plan to meet the challenges of the future
• Revised the organization’s mission and vision statements and established a philosophy of innovation
• Successfully launched Peconic Landing Home Care Services
• Successfully launched the Priority Reservation Program for Peconic Landing’s new independent living residences to be constructed in 2014

Community Initiatives

• Expanded Peconic Landing’s Social Accountability program
• Raised over $24,000 for the Greenport Fire Department through Peconic Landing’s annual May Mile Walk and 5K Race
• Hosted hundreds of community adults and children at Peconic Landing’s annual End of Summer Celebration featuring fireworks and music from the Atlantic Wind Symphony
• Hosted the 3rd annual Veterans Wedding Giveback, providing a wedding free of charge to a bride and groom, at least one of whom served in the US Armed Forces
A Message from Steven G. Carroll, Chief Financial Officer

The audited financial statements for years ended December 31, 2013 and 2012 were prepared by the public accounting firm of O’Connor Davies, LLP.

Throughout 2013, Peconic Landing continued to enhance its strong cash position, maintain investment grade rating benchmarks for liquidity and debt coverage and continued with strong occupancy, which is critical to financial success.

In late 2013, Peconic Landing’s Investment Grade Rating was re-affirmed by the Fitch Rating Agency. As of the printing of this report, the Fitch Rating Agency was considering re-affirming the investment grade rating with the intention of rating the new bond issue related to the expansion. It is Peconic Landing’s intention to issue a new set of bonds in late 2014 and utilize a construction loan for the expansion slated to begin in October 2014.

As of December 31, 2013, Peconic Landing reported 473 days cash in reserves and a debt coverage ratio of 2.71. The bond covenant requirement for days cash is 175 and the debt coverage ratio requirement is 1.2. Both figures are above the BBB–investment rating threshold.

As of December 31, 2013, Peconic Landing had invested $3.5 million in the expansion, which will be applied to an equity contribution total of $7.2 million. The expansion includes upgrading existing amenities as well as adding 46 independent residences, 16 skilled nursing home accommodations and 16 specialized memory care accommodations.

The Home Care Services Company began operation in 2013 and was very well received by Peconic Landing residents. Having a home care staff of aides and companions provides new options for independent living as well as diversifying revenues.

Cash Overview

Operating cash and cash equivalents increased by $1,854,896 in 2013. The increase was primarily the result of late year independent unit sales received from new members. The internally and externally prepared (CCRC Actuaries) ten-year cash flow projections reflect annual positive cash flows. Cash flow will be particularly enhanced after 2013 when the fees from Peconic Landing’s current contracts are expected to be actuarially realized. The most current contract includes 10% remarketing fees and a renewal and replacement fee of $15,000.
Revenue Overview

In 2013, operating revenues exceeded the prior year by 2.3%. An increase in government reimbursement in The Shores skilled nursing area accounted for the majority of the non-member increase to total revenue.

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<th>Revenues, gains and other support:</th>
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<td>Resident Service Revenue - Skilled nursing</td>
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Operating Expense Overview

Minimizing resident service fees is the paramount goal in the budgeting process. Peconic Landing performed better than budget for the eighth straight year. The budget for calendar year 2014 was approved by the Board of Trustees in October 2013. I am pleased to report that the 2014 budgeted monthly fee increase in 2013 was the lowest in company history. The financial management success of Peconic Landing is the result of collaboration of all stakeholders, including board members, management and residents.

Total expenses increased 2.2% from 2012 to 2013. The primary increases were related to significant increases in physical and occupational therapies in The Shores that were offset by Medicare revenues and the electric cost increase due to Hurricane Sandy related surcharges from the utility company.
The Shores

Ranked by *US News & World Report* as one of the best nursing homes in the country, The Shores at Peconic Landing is located on our waterfront campus with easy access to the Community Center. Utilizing state-of-the-art technology and innovative best practices, The Shores creates a warm, friendly environment while delivering exceptional person-centered care by taking into consideration each individual’s interests and preferences at all levels of care.

**Enriched Living**

Our Enriched Living program offers 26 spacious one-bedroom apartments – all the comforts of home with the assurance of supportive services to continue an independent lifestyle. Each apartment offers a private bathroom and walk-in shower. Services include a personal response system 24 hours a day, healthcare staff on duty 24/7, outpatient rehabilitation, personal care, medication management, restaurant-style dining, weekly housekeeping and laundry services and a wide range of stimulating activities.

**Skilled Nursing Care**

The Skilled Nursing center offers short-term rehabilitation and long-term care in the comfort of our 28 private and 8 semiprivate rooms. An interactive, interdisciplinary relationship between each person, physician and professional staff member promotes recovery and independence.

Our dedicated team of healthcare professionals helps to determine the appropriate care, medication, treatment and activity levels for each resident and then incorporates physicians’ orders into an interdisciplinary care plan to ensure physical, emotional, psychological and spiritual well-being.

**2013 Health Center Statistics**

![Enriched Living Occupancy Level on average 86%](image1)

**Skilled Nursing**

Occupancy Level on average 94%

![Skilled Nursing](image2)

The Shores 2013 Revenue

![The Shores 2013 Revenue](image3)
Brecknock Hall

Under the continued stewardship of Peconic Landing and the Brecknock Hall Foundation, this historic manor home dating back to 1857 continues to be a sought after location for weddings, celebrations and community events.

In 2013, Brecknock Hall became the backdrop to 17 events, including 13 weddings, and home to the annual Manhattan Film Institute summer camp for actors, writers and directors. Over a two-week period in 2013, students from all over the country came together to create 20 films.

The 3rd annual Veterans Wedding Giveback was held on November 10th. More than 25 local vendors partnered with Peconic Landing to provide a free wedding to a local couple, both members of the 106th Rescue Wing in Westhampton Beach.

As an end-of-summer celebration, the Brecknock Hall Foundation with Peconic Landing once again hosted an amazing fireworks display and musical performance by the renowned Atlantic Wind Symphony. Approximately 600 guests enjoy this annual event which is free and open to the public.

In 2014, both Brecknock Hall and the Brecknock Hall Foundation plan to launch new websites. Brecknock Hall’s website will focus on weddings and events, while the Foundation’s site will provide educational information for those interested in the hall’s history and the foundation’s mission to preserve the historic structure.

Community Fund of Peconic Landing

Peconic Landing members are invited to share and join in our mission through contributions to a Community Fund, which supports improvements to the overall quality of life and services at Peconic Landing.

This giving program offers several different gifting options, including charitable gift annuities, lifetime trusts, bequests and matching gifts. The Community Fund serves as a vital way for residents to invest in the future of the community as well as provide enhancements for the present.

In 2013, in excess of $210,000 was donated to the Community Fund for restricted and unrestricted purposes, including the renovation of the nurses station at the Shores. Approximately $1.1 million in new commitments to the Capital Fund were made for future expansion.

A committee of twelve members directs the fund through fund raising. The committee also considers requests from residents and management for disbursements from the fund and makes recommendations to the Board of Trustees for approval.
Looking Forward

During 2013, Peconic Landing began implementing an expansion plan that represents forward-thinking and innovative ideas to increase our health care services as well as enhance the lifestyle of our residents. This involved planning for the addition of 46 new apartments for independent living; 16 private skilled nursing rehabilitation beds; a 16-unit memory support assisted living neighborhood; and expanded fitness/wellness and cultural amenities. Groundbreaking has been scheduled for late 2014, with occupancy expected in early 2016.