Opening Doors to a Vibrant Future...

Annual Report 2016
Who we are…

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.

Our Values
Integrity | Collaboration | Commitment | Distinction | Joy | Pride
Expanding our Mission...

In 2016, Peconic Landing opened the doors to its much-anticipated expansion project, creating new spaces for members to enjoy enhanced amenities while providing access to state-of-the-art innovative care services.

We invite you to learn more about this ambitious project in the pages that follow.

Our Community

Nestled between grapevines and golfing greens sits Peconic Landing, a nationally recognized, equity-based Continuing Care Retirement Community overlooking the breathtaking Long Island Sound. Located on the North Fork of Long Island, our 144-acre campus is home to more than 350 members, situated on a half-mile of private Sound beach. Our community is uniquely located to provide easy access to the Hamptons, Connecticut, and New York City.

A not-for-profit organization, we strive to be the retirement community of choice for individuals age 62 and better by encouraging our members to enjoy a vibrant lifestyle with ample opportunity to pursue their interests and passions to the fullest.

The first and only equity-based CCRC model in New York State, Peconic Landing offers a cooperative agreement giving members the advantages of home ownership without the financial burden of upkeep and home maintenance. The option of a Lifecare agreement provides members with the peace of mind that comes from lifetime access to award-winning long-term care at no additional cost. Our community differs significantly from the traditional entrance-fee model, with an equity component leaving opportunity for appreciation upon resale.

Peconic Landing is home to 187 apartments and 109 cottages for independent living, 26 one bedroom assisted living apartments, and accommodations for 43 members in our skilled nursing neighborhood. Our Health Center offers 16 suites for memory support, a 17-suite short-term rehabilitation neighborhood, as well as newly refreshed amenities in our Community Center.

Peconic Landing is a Continuing Care Retirement Community fully accredited by CARF/CCAC International. Our community continues to demonstrate a commitment to excellence and adherence to the highest standards and best practices in the industry. Based on our community’s continued high level of occupancy and strong financial performance, Peconic Landing continues to maintain a stable BBB- investment grade rating and is one of the few retirement communities to have earned this distinction by the Fitch Rating Agency. As a not-for-profit organization as described in Section 501(c)(3) of the IRS code, we offer a robust social accountability program with an emphasis on giving back to the greater community.
Seasoned by another year of accomplishments, it is extremely gratifying to provide this ‘look-back’ over Peconic Landing’s Fiscal Year 2016. It is important to note from the outset that our core goals remain constant from year to year because our company is mission-driven. Each initiative that is considered must meet the criteria:

- Does it support our mission?
- Does it benefit our members?
- Does it position our community to be strong and successful into the future?

It is an honor to be able to answer on behalf of our Board of Trustees, with regard to FY 2016, ‘Yes, yes, and yes.’

Our story is told through our numbers. Our results of operations reflect the success of our Fiscal Year and also positions us for the future. There are key measures that we look at and evaluate constantly: operating revenues, operating expenses including long-term debt, and cash. These are the measures on which we evaluate ourselves and that are key to the investment community’s rating of Peconic Landing. FY 2016 did not disappoint. Key financial accomplishments included maintenance of our BBB- investment grade rating, despite the new debt associated with the $44 million expansion; a perfect review by our Independent Auditors which reflected effective and strong financial management, strong internal controls, and a conservative risk profile; and Peconic Landing’s lowest monthly service charge increase in its 14-year history. Our investment grade rating directly affects the interest Peconic Landing is charged when we borrow to improve or expand our community and offerings.

The highlight of 2016 was the successful completion and opening of the $44 million expansion referenced above. The excitement at the ribbon cutting was palpable. We have much to be proud of: we were able to stabilize expenses into the future by affecting economy of scale through the addition of 46 independent living accommodations and we expanded our community to include more, vibrant members. We brought short-term rehabilitation on line in a new, state-of-the-art format, and we expanded the number of much needed assisted living accommodations. And possibly most meaningful of all to current and prospective members was the introduction of the region’s only
memory support neighborhood — one that is innovative and considered to be cutting edge. The benefits to the members who are already living there have been astounding, and the positive outcomes in such a short period thus far are nothing short of thrilling. This is, in and of itself, one of our most important achievements in our history. Peconic Landing recognized the need, and added this level of service to the continuum of care, in addition to those already included contractually. THIS is exactly what it means to be mission-driven. In addition, as a result of the expansion, we on-boarded 80 new employees and were able to cultivate our existing employee base, rewarding high performing staff members with promotions. The expansion has also enabled us to provide short-term rehabilitation and skilled nursing services to individuals in the greater community.

Raising the bar on services and quality of life benefits for our members — from culinary services to furniture and fixtures, to wellness and cultural resources — is also core to our mission. Highlights of these initiatives include the refurbishing of the Community Center as well as new and improved Fitness and Art Studios. We initiated Masterpiece Living®, a partnership that emphasizes physical, social, spiritual and cultural opportunities to affect the maximum potential for each individual for successful aging. By the end of 2016, we had 50% enrollment of both members, and employees. Peconic Landing also introduced the Peconic Landing Community Life smartphone app that provides information for members, as well as an easy way for members to schedule maintenance requests, transportation, and other day-to-day living appointments.

Innovation, achievement, and recognition as an industry and community leader have become the standard for Peconic Landing. We did not disappoint in 2016, with U.S. News & World Report ranking The Shores in the top 10% of Best Nursing Homes in the country for the sixth consecutive year, and a five-star Medicare rating and perfect survey from the state Department of Health. Peconic Landing was ranked 10th among the Best Companies to Work For by the New York State Society for Human Resource Management. Leading Age NY awarded Peconic Landing with “Innovation of the Year” recognition for Music by the Bedside, its collaboration with East End Arts utilizing music therapy. And, in 2016, Bob Syron, our President and CEO was recognized with the “Leadership Excellence for a Non-Profit Award” from Long Island Business News.

The support of our community members and their rich experience and backgrounds propel us forward. We could not perform at this level without the dedication of our wonderful team that serve our members. Our Management Team is second to none. And, our Board of Trustees is the strongest, most effective Board I have worked with, both in the non-profit and for-profit worlds. It is my pleasure to thank and recognize all of them.

We invite you to learn more about Peconic Landing in the pages that follow. Thank you for your interest in our community.
There is excitement in the air as you walk through the doors of our community. In April, we celebrated the official opening of our $44 million expansion with a ribbon-cutting ceremony with members, friends, elected officials and the vendors and contractors who helped make the project possible.

An endeavor nearly a decade in the making, the expansion allows us to serve our members at the highest level while bringing new health specialties to the community.

The new lifestyle amenities — including a fitness center, art studio, and education technology center — help to enhance life at Peconic Landing, with refurbishments giving a face-lift to the already spectacular spaces we have come to know and love.

Members can now access state-of-the-art care environments specifically designed for their individual needs. These new spaces allow for innovative programming and expanded care options, improving outcomes and creating a better quality of life. Our resort-style short-term rehabilitation center, known as The Bluffs, can help members return to everyday life after a fall or medical procedure.

Our new memory support neighborhood, Harbor South at Peconic Landing, assists members and their families experiencing challenges with dementia or Alzheimer’s, allowing these members to live a more purposeful life in a place they call home.
With the addition of these new homes, services, and amenities, Peconic Landing is now the largest CCRC in New York State. And while envisioning the benefits these new neighborhoods and amenities bring to our community, we also focused on the programming designed to bring these new spaces to life.

We paired the opening of our expansion with the launch of Masterpiece Living®, a lifestyle initiative designed to encourage members to make the most of life at any age. Spearheaded by physicians in partnership with the MacArthur Foundation, this initiative gives members an opportunity to reflect on their lifestyle choices and explore new connections with neighbors and friends. It also provides leadership with tangible and measurable reviews of our lifestyle programming, allowing us to see ways we can improve.

With so many moving parts, we also looked at opportunities for staying connected with our members and providing them with the information they need to make the most of life. In 2016, we launched the Peconic Landing Community Life app, a smartphone and tablet application that keeps members “in the know” of community happenings, everything from the daily menu to fitness classes and events. It also allows members to submit work orders and special requests, digitally improving efficiency and communication.

These new additions and enhancements come after years of planning and research to ensure that we are meeting the needs of our members now and well into the future. It is because of our members that we have the opportunity to be here at Peconic Landing.

I am proud to share that this project has resulted in the promotion of 20 plus of our employees, giving them an opportunity for growth and meaningful employment. We also hired 80 new employees, including per-diem, part-time and full-time positions to fill the expanded needs of the community.

As President and CEO, I want to thank the members for their guidance, patience, and enthusiasm as we navigate new waters with this expansion. I would like to recognize the dedication of our Board of Trustees for their continued stewardship, and our friends and elected officials in the greater community for their support during this time. I would also like to thank our incredible staff for their dedication to our members each and every day. You each play a key role in helping us to open the doors to a vibrant future.
2016 Organizational Accomplishments

Accolades

• *U.S. News & World Report* ranked The Shores at Peconic Landing in the top 10% of Best Nursing Homes in the country for the sixth consecutive year

• The Shores was awarded a Five-Star Nursing Home Medicare rating and earned a perfect survey from the New York State Department of Health

• Peconic Landing was rated the 10th “Best Companies” to work for in New York State by the New York State Society for Human Resource Management

• Awarded “Innovation of the Year” recognition by LeadingAge for helping to create *Music by the Bedside*, a music therapy program now being utilized in multiple East End care centers

• President/CEO awarded for “Leadership Excellence for a Nonprofit” by Long Island Business News

• Peconic Landing EVP presented at a LeadingAge New York conference on repositioning community spaces

• Peconic Landing EVP appointed as LeadingAge New York CCRC Cabinet Chair, named to LeadingAge NY’s Board of Directors

• CARF/CCAC International affirmed continuation of Peconic Landing’s CCAC Accreditation

Strategic Accomplishments

• Opened $44 million expansion and exceeded move-in projections

• Expanded our health services by opening the East End’s first memory support neighborhood and a resort-style short-term rehabilitation center

• Successfully executed 33 closings on the 46 expansion apartments

• Completed and on-boarded 56 new member move-ins

• Successfully on-boarded over 80 new employees

• Promoted over 20 employees, creating opportunity for growth

• Public Relations efforts produced most successful media coverage to date
Financial Accomplishments

- The Fitch Rating Agency reaffirmed Peconic Landing’s BBB- investment grade rating, including the addition of the $44 million expansion
- Independent financial audit produced a perfect review, demonstrating Peconic Landing’s commitment to accuracy and expertise in the management of the organization’s finances
- Peconic Landing instituted the lowest monthly service fee increase in its history at 3.25 percent
- Peconic Landing members raised over $427,000 for the Employee Appreciation Fund
- Brecknock Hall achieved a positive bottom line for the first time since inception of revenue generation operations

Lifestyle Initiatives

- Refurbished entire Community Center and opened new fitness studio, art studio, and education technology center among other enhanced amenities
- Initiated Masterpiece Living® lifestyle initiative with more than 50 percent member and team participation
- Launched “Peconic Landing Community Life” smartphone application to enhance members access to information and communication

Members of Peconic Landing and East End Arts accept the “Innovation of the Year” award from LeadingAge New York in August.

Members of the Masterpiece Living Champion Team with MPL co-founder Dr. Roger Landry following the debut celebration in September.

Peconic Landing staff celebrates being named among the “Best Companies” to work for during a company luau in July.
Board of Trustees

The eleven-member Board of Trustees is responsible for moving the community and its mission forward by ensuring the fiduciary integrity of the community 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.

Members of the Board of Trustees in 2016

Sandra K. Novick (Chair)
Retired Senior Vice President
Director of Marketing
Suffolk County National Bank

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

Thomas B. Doolan (Secretary)
President, TBD Associates
Former President and CEO of Southampton Hospital and Eastern Long Island Hospital

Gregory Ferraris
Certified Public Accountant
GNFerraris CPA LLC
Sag Harbor, New York

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

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

Edward Wellington Webb II
Retired Senior Vice President
American Heart Association

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

Rebecca Corning Chapman
Vice President
Peconic Land Trust

Carol W. Hance
Managing Director
LongueVue Capital LLC.

Donald T. Russo
Retired National Catholic Education Association,
American Academy of Religion

Emeritus Members
Raymond G. Wesnofske
Jerry J. Callis, DVM
The Reverend Peter M. Larsen
Alice J. Hussie
Edgar Goodale
Lisa Israel

Sandra K. Novick speaks during the grand opening celebration ceremony for the expansion in April.
Regulatory Oversight

As a Lifecare community providing long-term care, Peconic Landing is subject to all 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. As New York State’s only equity-based model, Peconic Landing is the most heavily regulated community statewide. This helps contribute to its strong fiscal standing and premier quality of care.

A Commitment to Excellence

The national standards for quality that earned 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. 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.

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-Centered Long-Term Care.

The Cooperative Board

The Housing Association Cooperative Board has seven members — four appointed officials and three members elected by the community at an annual meeting of all cooperative members held each March. In 2016, the resident members of the Peconic Landing Housing Association Cooperative Board were John Conley, Dorothy Lucek and Louise Matteoni.

Working in conjunction with management, the Cooperative Board plays a key role in the overall success of the organization, helping the organization to better serve its vision: providing purpose, peace of mind, and security for the more than 350 individuals that reside at Peconic Landing.
Celebrating a vibrant new beginning...

• 120 Tons of Rebar (the weight of 80 automobiles)
• 692 Doors
• 2,700 Cubic Yards of Concrete (a cube four stories high)
• 248 Windows
• 2,075 Interior Lighting Fixtures
• 394,334 Square Feet of Roof Shingles (Enough to cover 8 football fields)
• 8,000 sheets of plywood
• 1,536,000 Framing Nails (end-to-end, a line reaching the sun)
• 14,000 Linear Feet of Base Molding (enough to reach the moon)
• 85,000 Square Feet of Carpet (two acres)
• And... Thousands of Hours of Labor

Statistics courtesy of The Peconic Landing Life Newsletter
In the service of others...

A Commitment to the Greater Community

At Peconic Landing, we strive to bring together individuals of all ages and abilities by serving as a vibrant community center and cultural arts hub for the East End. Through our innovative social accountability program, individuals can immerse themselves in a great variety of cultural, educational, wellness, and healthful opportunities — available free to the public — that are designed to inspire and engage. Each event is hosted with the purpose of enriching the lives of those who take part. Our community does this with one common goal in mind: to make a positive, measurable impact, improving quality of life for those who live and work on the East End.

In 2016 alone, Peconic Landing touched nearly 29,000 lives, donated in excess of $96,000 in cash and in-kind donations and opened our doors to 174 cultural programs and events to members of the greater community. The highlights of 2016 include:

Social Accountability Initiatives

- Raised $26,500 for the Greenport Fire Department through Peconic Landing’s annual John May Mile and 5K Race, totaling $215,000 donated since its 2005 inception
- Over 4,625 volunteer hours completed by staff to local non-profits and organizations
- Donated upwards of $53,000 worth of in-kind contributions, including a generator and gym equipment to the Greenport High School
- For the sixth consecutive year, Peconic Landing worked with area businesses to provide a free wedding at Brecknock Hall to a couple in the U.S. Armed Forces through the annual Veterans Day Wedding Giveback
- Continued our partnership with the Greenport Fire Department to offer incentives to Peconic Landing employees to become Emergency Medical Technicians (EMTs); 14 now on staff
- Continued a unique partnership with The Guide Dog Foundation for the Blind serving as a training location for guide dogs
- Sponsored Suffolk County’s first-ever Alzheimer’s Association “Walk to End Alzheimer’s” participating as the largest team at 36 participants with donations totaling more than $8,500
Charitable Impact

Value of Contributions Benefiting the Broader Community

Health Professions Education and Community Services  $190,745
Community-Building and Benefit  $97,014
Cash and In-Kind Contributions  $96,191

Total of all 2016 Community Benefits  $383,950

Persons Served
Number of Cultural Arts Programs Open to the Public 174
Number of persons served, all categories 29,222
Number of times PL donated space to outside groups 65

Persons Employed
Number of employees 393
Number of employees residing in Southold Town 332
Compensation to employees residing in Southold Town $11.4 million

Records are maintained annually of all charitable, benevolent and community benefit activities to measure their monetary value.
New specialties, award-winning care...

**Peconic Landing Health Services**

With the security of our lifecare long-term care agreement, members can benefit from the following award-winning care services at no additional cost. New to the community in 2016 was the addition of memory support and short-term rehabilitation specialties. Members of the greater community are also welcome to benefit from these services at a per-day rate, when available.

**The Bluffs for short-term rehabilitative care**

Opened in April 2016, The Bluffs offers a state-of-the-art physical and occupational therapy center with indoor and outdoor components. Individuals can enjoy one of 17 private rooms with access to community center amenities.

**The Harbors for memory support and assisted living**

Harbor North is made up of 26 one-bedroom apartment homes with care services provided when needed. Members retain the benefits of an independent lifestyle with peace of mind knowing that someone is there to assist when necessary.

Harbor South is the newest addition to the health center, featuring 16 private memory support suites with shared neighborhood amenities, including an outdoor “discovery” garden. Each member benefits from an individual care plan designed to provide purposeful living with all of the comforts of home.

**The Shores for skilled nursing care**

The Shores, known for its award-winning care, is a full-service skilled nursing center offering around the clock long-term care. With room for 43 individuals, our members benefit from access to community living spaces, while living right down the hall from their loved ones and friends.

**Peconic Landing Home Health Services**

Peconic Landing also offers care to the greater community through its home health care agency. These services are designed to help individuals age safely in place. These home health services come at a premium for our members. This enables seniors to receive the necessary support in the comfort of home. Peconic Landing offers nursing, home health aid and companion care, as well as physical rehabilitation services. Peconic Landing had upwards of 50 open agency cases in 2016.
Assisted Living—Harbor North
Occupancy Level on average 88.10%

- Non-Members
  - 7.06%

- Life Care Members
  - 92.94%

Memory Support—Harbor South
Occupancy Level on average 54.60%

- Non-Members
  - 25.82%

- Life Care Members
  - 74.18%

*2016 was a fill-up year for new health center accommodations

Skilled Nursing and Short Term Rehab
Occupancy Level on average 83.20%

- Permanent
  - Life Care Members
  - 66.80%

- Private Pay
  - 8.13%

- Other Insurance
  - 0.50%

- Medicare Life Care Members
  - 4.39%

- Medicare Non-Members
  - 8.54%

- Medicaid
  - 8.41%

- Homecare
  - 5%

- Non-Members (Private Pay)
  - 25%

- Other Insurance
  - 5%

- Medicaid
  - 7%

Health Services 2016 Revenue

- Life Care Members
  - 26%

- Medicare - Part A
  - 31%

- Medicare - Part B
  - 1%

- Medicaid
  - 8.41%

- Other Insurance
  - 5%

- Homecare
  - 5%
Message from Steven G. Carroll
Chief Financial Officer

The audited financial statements for years ended December 31, 2016 and 2015 were prepared by the public accounting firm of O’Connor Davies, LLP.

The expansion project of new memory care accommodations, skilled nursing accommodations, and the addition of 46 new apartments was completed in 2016. The timing of and frequency of the new apartment closings were on schedule throughout the year as compared to the feasibility analysis. Staffing ratios that meet the Medicare Five Star rating were maintained through the year including the Health Center fill up period. The assumptions included in the feasibility study were realized in terms of the closing ratio by month of the apartments and the realization of new revenue in the health center.

Peconic Landing’s investment grade rating was reaffirmed by the Fitch Rating Agency. Fitch reported in their press release a stable outlook based on multiple credit strengths and strong financial performance. Some highlights of the press release include:

• The rating outlook is stable.
• Good debt service coverage and stable liquidity.
• Occupancy is strong at all levels of care.
• Peconic has a $16.5 million short-term bank construction loan, which it plans to pay off with the new IL entrance fee receipts by June 2017. Fitch notes as a positive the strong early trajectory of move-ins. In addition, the remaining stock of new IL apartments have been reserved and there is a waitlist of eight for those apartments. The waitlist for Peconic’s current stock of IL cottages and apartments at 100 prospective residents remains strong.
• Fitch notes that Peconic recently received approval from the state of New York to add a Type ‘C’ contract to its current Type ‘A’ contract offerings. Peconic has a new marketing plan in place for the contract that it plans to roll out over the next few months. Fitch views the Type ‘C’ contract as a credit positive, believing it will help expand the pool of potential residents, especially those interested in the cottages, which generally attract younger seniors who are better suited for the Type ‘C’ contract. The high occupancy has kept operations steady and shows evidence of good demand for services at Peconic Landing.
• Peconic Landing has limited competition in a relatively affluent service area and benefits from a large and attractive campus.

Budget Process

Minimizing resident service fees is a paramount goal in the budgeting process while providing quality services and maintaining community assets well into the future.

Peconic Landing performed better than budget for the ninth consecutive year. The budget for calendar year 2017 was approved by the Board of Trustees in October 2016. We are pleased to report that the 2017 budgeted monthly fee increase was the lowest in company history at 3.25 percent. The financial management success of Peconic Landing is the result of collaboration of all stakeholders including Board members, management, and residents.
### Revenue

Operating revenue, net of assets released from restriction, increased 13 percent in 2016 or $3,248,928 when compared to 2015. The increase was primarily due to the expanded accommodations both in Independent and in the Health Center. Another significant increase in revenue was due to successful property tax abatement in the amount of $854,746.

<table>
<thead>
<tr>
<th>Revenues, gains and other support:</th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
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<tbody>
<tr>
<td>Resident Service Revenue - Independent</td>
<td>$16,791,745</td>
<td>$15,705,504</td>
<td>$14,911,658</td>
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<td>Health Care Services</td>
<td>5,668,033</td>
<td>4,276,986</td>
<td>4,947,488</td>
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<td>Amortization of Health Care Fees</td>
<td>1,330,573</td>
<td>1,235,567</td>
<td>1,143,300</td>
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<tr>
<td>Abatement of Property Tax</td>
<td>854,746</td>
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<td>—</td>
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<tr>
<td>Other Income</td>
<td>1,620,592</td>
<td>1,867,045</td>
<td>1,749,118</td>
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<tr>
<td>Interest and Dividends</td>
<td>825,825</td>
<td>757,484</td>
<td>689,612</td>
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<tr>
<td>Total Revenues, Gains and Other Support</td>
<td>27,091,514</td>
<td>23,842,586</td>
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<tr>
<td>Net Assets Released from Restriction</td>
<td>910,352</td>
<td>426,341</td>
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<tr>
<td>Total Operating Revenues</td>
<td>$28,001,866</td>
<td>$24,268,927</td>
<td>$24,794,140</td>
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</table>

### Expenses

Total expenses increased by 19 percent from 2015 to 2016. The two primary increases were as follows:

- Increased staffing to prepare for full occupancy in the Health Center and independent setting.
- Expanded programming, dietary, transportation, fitness and other services to accommodate all members and incoming new members.

### Cash

All cash, including cash equivalents and assets with limited use increased by $2,311,969 for 2016. The increase was primarily the result of increased sales proceeds held in escrow for future distributions to estates. Management, as well as the actuaries prepare ten-year cash flow projections which reflect annual positive cash flows. Cash flow is enhanced each succeeding year after 2016 when the fees of the latest offered contracts are to be realized. The most current contract includes 10 percent remarketing fees and a capital improvement fee of $15,000. Additionally, the cash flows reflected in the expansion feasibility study indicate positive incremental cash flows.
Introducing Masterpiece Living!

Peconic Landing is Long Island’s exclusive Masterpiece Living® community!

In 2016, Peconic Landing embarked on a new partnership with Masterpiece Living, an organization of wellness experts working to change the perceptions and experience of aging. Research on successful aging shows that 70 percent of how we age is dependent on the lifestyle choices we make each day. Masterpiece Living health experts have identified four components of life that they say have a direct impact on how we age. These components include the social, intellectual, physical, and spiritual aspects of life. Research shows that by engaging in all four components individuals can have a more fulfilled life.

Through our partnership with Masterpiece Living, Peconic Landing makes the theoretical measurable by gathering and applying successful aging research from the MacArthur Foundation to our community. This allows us to look for innovative ways to enhance life at Peconic Landing. A “Champion Team” of members spearheads the initiative, helping to gauge community interest and answer questions from fellow members.

Interested members have an opportunity for self-discovery, to reflect on the activities they enjoy and see what passions or interests they might like to explore. Known as the Lifestyle and Mobility Review, it provides the community with feedback from members that can be compared to national statistics, showing us opportunities for improvement.

“Through Masterpiece Living, Peconic Landing provides the leadership, facilities, and opportunities to help you make changes in all areas of your life. The support I need is readily available.” — Pat Bischoff, Champion Team member

“Masterpiece Living has made each category of lifestyle definable and given me ways to improve in specific areas of my life here at Peconic Landing. The components allow me to make personal comparisons with not only others in our community but also on a national level. This makes it more rewarding to strive for improvement in areas that I might be capable of changing.” — Marilyn Hopkins, PL member

“The lectures and group conversations have reawakened my desire to make my retirement years more fruitful through a daily healthy lifestyle. The lifestyle logic is presented in a fun and cheerful manner. Now I want to be more knowledgeable in my decisions.” — Nancy Thurber, PL member
It’s all about the Lifestyle...

Live Better with Masterpiece Living!
A Lifetime of giving...

Volunteering Close to Home

Neighbor helping neighbor, that’s the important message behind Peconic Landing’s Volunteer of the Year Award. It is a special recognition given annually to a member of the community who goes out of their way to help individuals in the Health Center.

This year’s honoree is **Marguerite Tighe**.

“Ms. Tighe continues to dedicate her time and talents for the betterment of our community. She is willing to go the extra mile and always has a smile to share with others. Her warm and giving nature is appreciated by all,” said Gregory Garrett, EVP/ Administrator of Health Services. “Thank you for all that you do, Ms. Tighe. Your efforts make an immeasurable difference in the lives of your neighbors.”

List of Contributions:

- Catholic Services Coordinator for over a decade
- Eucharistic Minister giving communion to residents during weekly services and visits with those who can’t make it to church
- Arranges all special services for Holy days, including Palm Sunday, Sacrament of the Sick, and Ash Wednesday
- Head of the Stitchers & Quilters Committee, which donates handcrafted items to members at The Shores, keeping them warm and comfortable all year round

Standing Up for a Cause

Sometimes all you need is a leader to start the charge. And when it comes to standing up for the rights of people who couldn’t stand up for themselves, member Merle Levine would roll up her sleeves and get to work.

For her lifetime of social justice, activism and advocacy, Ms. Levine was honored in 2016 with the Helen Wright Prince Community Award from the Southold Town Anti-Bias Task Force.

Ms. Levine is well known for her contributions to the local community and has served as president of Community Action Southold Town, participated in the town’s Anti-Bias Task Force since its inception, founded Women in Conversation — a group that encouraged women to meet monthly and share their ideas, concerns and steps to success — and worked with an organization designed to create affordable workforce housing, according to the Suffolk Times.

“She has been so committed to our community, to advocating for others and being a voice for social justice,” said Southold Anti-Bias Task Force co-chairperson Sonia Spar during the awards ceremony.

“It is important to step up. Somebody has to speak up for women and minorities,” Ms. Levine told the Southold Local news outlet.
Guiding the way... for the Next Generation

The Dictionary Project

Imagine third-graders abuzz with excitement, flipping through the pages of their very first dictionary. For the past ten years, members of the Lifetime Learning Committee have been making their way into third-grade classrooms across the North Fork, providing students with copies of the dictionary and a lesson on how to use it.

This year, Peconic Landing’s Lifetime Learning Committee distributed 425 dictionaries to students at more than ten schools spanning from Riverhead to Shelter Island.

“Up until the third grade, kids are learning to read,” member Joe McKay told the Suffolk Times. “But around sometime in the third-grade things switch over a little bit and they begin to read to learn. So that’s why we got involved in the Dictionary Project.”

During each school visit, Mr. McKay teaches third graders the importance of words and language, using games to help them understand how to use their new dictionaries.

“We do a game called, ‘Dictionary Diving,’ ” Mr. McKay said. “You’re diving into the dictionary trying to find words you don’t know, that you’ve never known before. You can actually do it by just opening the page and pointing to a word.”

“The most rewarding part of this project is seeing the looks on their faces when we hand them their own personalized book,” Mr. McKay said.

Trailblazers and Pathfinders

It’s an experience about possibilities, an opportunity to learn from leaders in the fields of business, science, civil service, healthcare, and beyond. It’s Peconic Landing’s Trailblazers and Pathfinders program, a community-wide effort to help the next generation of young adults prepare for a successful future.

For students on the edge of deciding a path for their future, this program allows them to sit with current and retired experts in their fields who share highlights and advice for the students as they begin navigating their own path into the world. Peconic Landing members and a dozen local business owners enjoyed breakfast and casual conversation with over 50 high school seniors from neighboring districts, paired up depending on the student’s interests and career goals.

“The Trailblazers and Pathfinders program was very valuable in my opinion. Hearing people speak about their accomplishments, regrets and successes inspired me to pursue my dreams and fulfill my future goals. The best advice I received was that I should go with my heart and go through life with no regrets.” — Sarah Jannazzo, Senior, Southold H.S.
An expanding team...

In 2016, Peconic Landing launched an aggressive recruitment campaign to highlight new career opportunities available as a result of the expansion project. Thanks to advertisements and media coverage for spreading the word, Peconic Landing received an extraordinary response of more than 800 applications for open positions. The organization filled approximately 80 full and part-time positions with openings at both entry and professional levels and promoted more than 20 current employees, creating opportunity for growth within the company.

With more than 350 employees, Peconic Landing is currently the second largest employer in Southold Town, and one of the largest on the East End. We have invested more than $14.2 million in salaries and benefits for new and current employees in 2016, up from about $11.9 million in 2015. In 2016, Peconic Landing was named the 10th “Best Company” to work for in the small/medium size business category by The New York State Society for Human Resource Management.

Employee Recognition: Employee of the Month 2016

Laura McAllister — January
Mia Carroll — February
JP Hascoat — March
Dora Salvador — April
Bob Wallace — May
Joe Konchalski — June
Carrie Miller — July
Laura Rutkowski — August
Carlos Alvizus — September
Miranda DiSilvio — October
Rebecca Jensen — November
Jennifer Cardi — December
Cultivating Tomorrow’s Leaders

*Hands-on training, mentorship, and internship opportunities are happening every day at Peconic Landing, helping to prepare the next generation of young professionals and leaders in the senior services industry.*

**Tomorrow’s Senior Living Administrators & Management**

Jennifer Stype started at Peconic Landing as an intern before being hired as a front desk receptionist and driver. Through her experience working with members and their families, she decided to pursue a career as a nursing home administrator. After graduating with her master’s degree, Jennifer participated in Peconic Landing’s Administrator in Training (AIT) program and spent six months shadowing each and every department, helping her to understand the regulations and operations of a successful skilled nursing center.

After passing the final hurdle, the state Department of Health licensing exam, Jennifer was hired as an Aging Care Management Supervisor for Pennsylvania’s Somerset County Area Agency on Aging.

“There was no better place to learn how to become a Nursing Home Administrator. I have been very driven to help older individuals since high school and after I obtained a degree in Gerontology. The Administrator-in-Training program brought me that much closer to achieving my goal. I was able to experience firsthand what I was learning about in my textbooks and I enjoyed shadowing all of the different departments that aid in the operations of a successful nursing home.” — Jennifer Stype

**Tomorrow’s Caregivers**

For those inspired to begin a career in healthcare, Peconic Landing offers a free Certified Nurse’s Assistant (CNA) and Home Health Aide (HHA) dual certification program sponsored by the Peconic Landing’s Community Fund.

In 2016, Peconic Landing trained 18 students, preparing them for the New York State Department of Health and Human Services certification exams.
Preserving History … at Brecknock Hall

Peconic Landing stands on 144-acres of the historic property that is also home to Brecknock Hall. One of Long Island’s most historic examples of 19th-century Italianate architecture, the Hall dates back to 1857, built using the finest materials and effects of its time. It was built as the family residence of David Gelston Floyd, whaling entrepreneur and grandson of General William Floyd, the only Long Islander to have signed the Declaration of Independence. Thanks to the dedication of the not-for-profit Brecknock Hall Foundation and many volunteers, Brecknock Hall was restored to its original splendor in 2008, giving new life to this historic gem that is now used for community celebrations, cultural events and educational programs.

In 2016, Brecknock Hall became the backdrop to over 30 events, including 21 weddings, a Sweet Sixteen party, two birthday parties, three engagement photo shoots, a bridal shower and the annual John May Mile & 5K Race fundraiser supporting the Greenport Fire Department. The sixth annual Veterans Day Wedding Giveback was held on November 13, providing a free wedding to couple in the armed services. Brecknock also hosted the fifth annual Manhattan Film Institute, where film students have the opportunity to learn from world-class professionals including Chazz Palminteri, Wendy Makkena, Shannon Goldman, Tony Goldwyn and founder Tony Spiridakis among others.

The “Friends of Brecknock Hall” have raised approximately $3,900 since its 2015 inception. These funds will help to offset costs incurred by the Foundation for its ongoing mission to restore and protect Brecknock Hall and maintain it’s standing as a valuable community resource.

Veterans Day Wedding Giveback

Now in its 6th year, the annual Veterans Day Wedding Giveback is an opportunity to thank our military personnel and recognize them for their service. The benevolent project has become a community affair, made possible through contributions from local businesses and organizations who donate the time, talents and services needed to make the dream day a reality. More than 34 local vendors partnered with Peconic Landing in 2016, donating goods and services valued at nearly $60,000.

Boatswain Mate First Class Patrick Rogers of the United States Coast Guard and his fiancée, Jessica Peters of Sayville, were selected as the winning couple. Patrick has served in the United States Coast Guard for over 13 years and received more than 15 honors and awards throughout his military career, including a Commendation for his part in rescue and recovery efforts during the 2009 Hudson River plane crash.

“Each and every vendor donation, whether it was someone’s time or a big or small contribution, meant the world to us, and we are so grateful for the generosity that helped make our wedding day more than we ever could’ve imagined,” said Patrick.
A Philosophy of Innovation...

Experience Music by the Bedside

The newest addition to the community’s person-centered care programming, Peconic Landing launched “Music by the Bedside,” a collaboration between East End Arts musicians and caregivers at The Shores at Peconic Landing. An experiential music program, it brings one-on-one live music performances to the bedside of members receiving comfort care.

East End Arts Education Director, Diane Giardi, approached Peconic Landing with the concept of the program in 2015 after seeing the benefits of music for those receiving comfort care firsthand.

The program was named LeadingAge New York’s 2016 Innovation of the Year. The award distinguishes organizations that use creative problem solving to improve the quality and access of services for seniors, according to the advocacy group website.

“This one-on-one personal sharing of music by the bedside has added so much to the quality of life near the end of life. We are pleased that the program has been recognized in this way,” said Diane Giardi, Education Director at East End Arts.

A Cultural Arts Hub: Art Accessibility

The North Fork’s only Sculpture Garden, this outdoor gallery features 18 different works sprinkled throughout Peconic Landing’s campus. Established in 2010, it is home to regional, national and internationally recognized artists showcasing a diversity of material, techniques, and content. Our exhibition, “Art Without Barriers: What you hear is what you see” is all about accessibility, with a particular concern for the visually impaired. The garden features descriptive audio enabling people of various abilities to experience art in creative ways. Nearly 1,200 guests visited the garden in 2016.

Garden tours are free and open to the public from June through October each year. Guests have the option of using descriptive audio narration available via a free smartphone download, large print or Braille catalogs, as well as easy access to the garden by way of cleared foot trails to improve the tour experience.

Art descriptions adhere to standards set by the American Foundation for the Blind. Visitors are also invited to touch the sculptures to get a sense of their texture and design.
Peconic Landing is truly The Destination community, where you will own your future.

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.