



FOR IMMEDIATE RELEASE

Christine McCarty

312 596 1617

cmccarty@ziegler.com

Ziegler Closes \$42,290,000 Financing For John Knox Village

CHICAGO, IL – JUNE 3, 2024 – Ziegler is pleased to announce the successful closing of John Knox Village (“JKV” or the “Village”) Obligated Group’s \$42,290,000 Series 2024 Tax-Exempt Bonds. The \$30,825,000 of Series 2024A Fixed Rate Bonds along with the \$5,525,000 Series 2024B-1 (TEMPSSM-85) and \$7,490,000 Series 2024B-2 (TEMPSSM-50) were issued through The Industrial Development Authority of the City of Lee’s Summit, Missouri (together the “Series 2024 Bonds”).

John Knox Village is one of the nation’s largest not-for-profit single-site providers of senior living services based upon the 2023 LeadingAge Ziegler 200 (LZ 200) ranking. JKV is headquartered in Lee’s Summit, Missouri, a suburb in the Kansas City, Missouri metro area. The Village owns and operates a life plan community which, as of December 31, 2023, consisted of 948 marketable independent living units ranging from single-family homes to apartments, assisted living facilities consisting of 106 apartments and 76 special care memory units, and a skilled care center operating 122 licensed beds. The Village, incorporated on February 1, 1974, provides home health, hospice, outpatient therapy, ambulance services, private duty nursing and related social, health and wellness programs in addition to its full spectrum of senior living services.

The Village will use the proceeds of the Series 2024 Bonds to finance the project costs of replacing an existing 35-unit building with a new 52-unit building to be called Courtyard E (the “Courtyard E Project”). The Courtyard E Project will be similar in architectural style to other buildings constructed over the past few years and it serves to continue JKV’s master plan for enriching resident amenities, beautifying the campus, and increasing its available entrance fee ILUs at a variety of price points. The Village made use of Ziegler’s trademarked Tax-Exempt Mandatory Paydown Securities (“TEMPSSM”), which are fixed rate bonds designed to be paid down gradually with initial entrance fees on new independent living units during the project’s initial fill-up period. The TEMPSSM are an attractive capital structure for projects such as JKV’s due to flexible call provisions (prepayable in one year with no penalty) and interest rates that reflect the expected fill-up within a

few years. The TEMPSSM represented 55% of the par amount of “new money” bonds, which resulted in JKV only adding \$11.23M of long-term debt for the project. In addition to the Courtyard E Project, The Village will use the Series 2024 Bonds to refund its Series 2014 Bonds, outstanding in the par amount of \$21 million, to capture debt service savings.

Will Carney, Managing Director in Ziegler’s Senior Living Finance Practice stated, “The Series 2024 financing for John Knox Village is part of a long-term redevelopment effort by senior management to reposition the campus and make it the premier life plan community in the Kansas City, MO market. JKV has a demonstrated track record of executing on prior expansion projects which have contributed to higher census levels, improved finances, and the affirmation of a stable “BB+” credit rating from Fitch Ratings. In addition to funding the Courtyard E Project, the Series 2024 bonds also refinanced the Series 2014 bonds (\$21M outstanding), which generated economic savings and minimized new debt service from the redevelopment project. JKV is a long-term Ziegler client (since 1995) and the Series 2024 bond issue represents our ninth consecutive financing for them.”

Kim Klockenga, the Chief Financial Officer of JKV added, “Ziegler helped orchestrate a complex financing/refinancing to maximize results of this bond issue for the Village. The Village’s financing team along with the legal teams were guided by Ziegler’s team of Will Carney and Jennifer Lavelle to complete a very successful financing. The outcome of the financing and refinancing was very important in positioning the Village for future redevelopment, I could not be more pleased with the results of the financing.”

Ziegler is the nation’s leading underwriter of financing for not-for-profit senior living providers and offers creative, tailored solutions to its senior living clientele, including investment banking, financial risk management, merger and acquisition services, seed capital, FHA/HUD, capital and strategic planning as well as senior living research, education, and communication.

About Ziegler:

Ziegler is a privately held, national boutique investment bank, capital markets and proprietary investments firm. It has a unique focus on healthcare, senior living and education sectors, as well as general municipal and structured finance. Headquartered in Chicago with regional and branch offices throughout the U.S., Ziegler provides its clients with capital raising, strategic advisory

services, fixed income sales, underwriting and trading as well as Ziegler Credit, Surveillance and Analytics. To learn more, visit www.ziegler.com.

Certain comments in this news release represent forward-looking statements made pursuant to the provisions of the Private Securities Litigation Reform Act of 1995. This client's experience may not be representative of the experience of other clients, nor is it indicative of future performance or success. The forward-looking statements are subject to a number of risks and uncertainties, in particular, the overall financial health of the securities industry, the strength of the healthcare sector of the U.S. economy and the municipal securities marketplace, the ability of the Company to underwrite and distribute securities, the market value of mutual fund portfolios and separate account portfolios advised by the Company, the volume of sales by its retail brokers, the outcome of pending litigation, and the ability to attract and retain qualified employees.