



Update

December 15, 2008

**a newsletter for those interested in
Willow Brook Christian Village and
Willow Brook at Delaware Run**

Christmas greetings from Willow Brook! I hope this *Update* finds you well. Christmas has arrived in all its beauty at the three Willow Brooks. If you have a little time this holiday season, I invite you to come to the Courtyard Restaurant at *Willow Brook Christian Village* for a holiday dinner or lunch. The restaurant itself is all decked out with lighted trees and decorations. After your meal, take a few minutes to just walk around the campus center. The entire Village is alive with a sparkling Christmas spirit. You will love it!

Construction's progress...

Work on the Village Square apartments and healthcare center at *Willow Brook at Delaware Run* is moving along at a steady pace. The 158,000 square-foot structure is enclosed now, so crews are able to work in toasty warmth throughout the winter. Plumbing fixtures and drywall are going in. Interior painting has started in some areas. We are shooting for an early-summer completion.

We are building three stories of apartments around and over(!) a lake. Some apartment residents literally will be living *above* the water. Views out the windows are beautiful. Also incorporated into the structure is the healthcare center that will serve the Delaware Run campus. And smack in the center of the complex is a grand campus center that will include the Water's Edge Restaurant, a fitness center, library, chapel, art studio, wellness center, salon, meeting rooms, and more.

And the parking garage under the building has a finished look to it. Each apartment resident will be able to drive into the secure, climate-controlled garage to his or her reserved parking space, walk a few steps to one of the elevators, and zip right up to their floor.

I can't wait to show you around. We will be hosting open houses as soon as the contractor says it's OK.

Apartment reservations...

As the Village Square apartments move toward a mid-2009 completion, we are seeing the pace of reservations pick up (and this typically is a slow season). I wouldn't be surprised to see all apartments spoken for prior to opening. If you are thinking about an apartment at Delaware Run, I encourage you to come in and pick out a location from the remaining choices.

If you would like to get a feel for the Delaware Run apartments, plan a visit to *Willow Brook Christian Village* and walk through a couple of apartments. The size and layout are almost identical to those we are building at Delaware Run.

Feel free to call Carol or Becky at 740-201-5640 to schedule an appointment.

A reminder: Your full deposit, whether for an apartment or a twin-single home, is fully refundable up to the day you move in.

The apartments at night...

Have you driven out West William Street in Delaware after dark, past our Delaware Run project? The half-finished apartment and healthcare center complex is lighted from within by security lights. The windows glow a warm amber. It is simply beautiful – and inspiring! As I drive by, it isn't hard to imagine the building filled with people making their homes in the new facilities.

If you have signed up for a Delaware Run apartment...

If you are planning a move to a Village Square apartment, they will be ready before you know it. If you have a house to sell, I encourage you, if you haven't already, to contact a realtor and begin making arrangements to get it on the market. As the completion date approaches, we will be in touch with you to help you plan your move.

Twin-single homes – independent living at its best...

Visitors sometimes comment to me that our retirement villages have the relaxed feel of nice residential neighborhoods, not the imposing sense of institutions. Drive onto either Willow Brook campus and the first thing you see are individual homes situated among tall trees. You have to drive a bit to come upon our apartments and central facilities, and even those have a “residential feel” to them.

Our twin-single homes offer you a free and independent lifestyle, with open yards, decks and patios. You have your own garage. Come and go as you wish. Neighbors are close by, yet your privacy is assured.

And each of our homes is equipped with an emergency call. Should you have need for emergency assistance, simply press the button or pull the cord to summon help.

The twin-single homes have become a hallmark of Willow Brook's retirement communities. This often is a missing component of other communities. Move to Willow Brook, and you have a choice – either an independent home or an apartment. Choose the living arrangement that best fits your lifestyle.

When a home becomes available, we renovate it to like-new condition. In fact, when giving tours, I sometimes have been asked if a home has ever been lived in. Our renovation team is *that* good.

No more snow shoveling...

Why not decide right now that this will be your last winter for snow shoveling? Plan a 2009 move to one of the Willow Brooks and we'll take over that chore plus a whole lot more. Lawn mowing, mulching, raking leaves, cleaning the gutters, painting, plumbing repairs, driveway and deck sealing – just kiss it all goodbye. We'll take it all over for you so you can spend your precious time with travel or grandkids, or whatever your heart desires.

Meal plan to be expanded...

After January 1, 2009, those signing up for either *Willow Brook Christian Village* or *Willow Brook at Delaware Run* will be enrolled in an expanded meal plan. Apartment residents will have a monthly meal allowance increase of \$60; twin-single signups will be increased \$30. Monthly fees will be increased by these amounts as well. So if you are considering reserving a twin or apartment at either campus, **if you prefer the present lower-cost meal plan, you will need to put down a 10 percent deposit no later than December 31, 2008**, to preserve the lower cost. If you already have reserved a twin or apartment, you will be enrolled in the original lower-cost meal plan. Of course, you are welcome to sign up for the enhanced plan if you wish.

The economy...

It's certainly no secret that real estate prices have dropped in recent months. The unfortunate truth is that they are down and not expected to rise anytime soon. Still, we are finding that many people are swallowing this

bitter pill and making the decision to move to Willow Brook anyway. The opportunities for bright retirement years at Willow Brook outweigh the pain of a depressed real estate market. Of course, only you can make the decision that is right for you. But I want you to know that others are moving forward with their dream of coming to Willow Brook, and I encourage you to give it fair consideration, too.

With regard to the economic troubles and Willow Brook, we are weathering the storm in pretty good shape. We (mostly) got out of the stock market just in time. In the fall of 2007, when the Dow average was above 14,000, we moved most of Willow Brook's surplus funds to more stable investments such as bonds and treasury bills. This turns out to have been one of the best business decisions we have ever made. With the Dow now down 35 to 40 percent, we would have lost millions. As it is, Willow Brook's investment earnings are actually *up* a little since the first of the year (less than one percent, but still they are *up*).

And a long time ago, we decided to diversify our banking relationships. We do business with three banks. Not all of our "eggs are in one basket," so to speak.

These are difficult times, and I hope you are getting along well. If you feel the need to discuss any of this, please give me a call.

You have my warmest wishes for a Merry Christmas. I hope you will have the opportunity to be with those who are dear to you. Janet and I and two of our three kids will be celebrating with her extended family. My oldest son and his wife will be coming in from Washington, D.C., a couple of days after Christmas.

Remember our meal-plan change that will be taking effect for those who sign up after January 1. If you want to get into the original less expensive plan, your deposit will need to be in by the end of the year.

Merry Christmas and blessings for the New Year!

With love to all,

Larry Harris, CEO

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