

**EXHIBIT B**

**FINANCING QUESTIONNAIRE**

I. The below named organization, which has submitted a Memorandum of Understanding for a financing through the New Jersey Health Care Facilities Financing Authority, should provide the following information.

A. Organization Name: \_\_\_\_\_

1. Tax Structure             for-profit             not-for-profit

2. Include as attachments:

- a. A description of the organization, its affiliates, partners, parents and other relevant information;
- b. A corporate organization chart;
- c. The number and location of other health care facilities owned and/or operated by the organization or any of its affiliates;
- d. Most recent audited financial statements and most current interim financial statements of the organization, or if not available, financial statements of any related organizations;
- e. If there has been an operating loss in any of the last three years please note the year and amount of loss below and provide an explanation of the major causes of such loss(es).

<u>Year</u>	<u>Amount</u>	<u>Explanation</u>
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

f. A brief description of the project.

B. Type of facility to be financed:

Hospital     Nursing Home     Assisted Living     Other

(if other, please describe: \_\_\_\_\_  
\_\_\_\_\_)

For non-acute care facilities, provide the names, backgrounds, and credentials of the organization's principals and senior management, including positions held in any related organizations.

C. Type of financing requested:     tax-exempt     taxable     both

D. Anticipated size of the financing: \$ \_\_\_\_\_

(In most circumstances, the size should include a debt service reserve fund of approximately 10% and an additional 2% for costs of issuance.)

1. Proceeds from the bond issue will be used for:

a. Facility acquisition or construction costs	\$ _____
b. Equipment acquisition	\$ _____
c. Refinancing of outstanding debt	\$ _____
d. Reimbursement for prior expenditures	\$ _____
e. Working capital	\$ _____
f. Debt Service Reserve Fund	\$ _____
g. Costs of Issuance	\$ _____
h. Other ( _____ )	\$ _____

Total                      \$ \_\_\_\_\_

2. If a Certificate of Need (CON) is required for any portion of the project, provide a copy of the CON application, and, if granted, the approval letter. If no application for a CON has been filed as yet, what is the anticipated filing date? \_\_\_\_\_

3. If there is expected to be an equity contribution, indicate the approximate amount - \$ \_\_\_\_\_ and the source(s) (e.g. cash, prepaid items, land value, letter of credit etc.) - \_\_\_\_\_.

E. Provide a primary and secondary contact at the organization:

1. Primary Contact: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

2. Secondary Contact: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

II. Authority policy generally requires that all bonds be sold on a competitive basis. A negotiated sale may be utilized if it is determined that it would better serve the requirements of a particular financing.

A. Please indicate the form of sale for which you are applying:

Competitive     Negotiated

B. The Authority's policy requires that negotiated sale requests be supported by one or more of the following justifications. Place a check in the box to the left of each justification that applies to your proposed financing **and submit a separate letter explaining how each of the applicable justifications applies to your particular proposed transaction.**

1.  Sale of a complex or poor credit;

2.  Sale of a complex financing structure including those transactions that involve the simultaneous sale of more than one series with each series structured differently;

3.  Volatile market conditions;

4.  Large issue size;

5.  Programs or financial techniques that are new to investors;

6.  Variable rate transactions; and

III. If you are requesting a negotiated sale and you would prefer a private placement rather than a public offering, you must identify the justification for the use of a private placement, in writing, in addition to your request for a negotiated sale discussed in II.B. above. The Authority's policy permits a financing to be sold as a private placement if based on an analysis by the Organization, a private placement would be more beneficial to the borrower than a public sale.

Therefore, your letter should include the reasons for the use of a private placement.

- IV. A potential borrower may select, pursuant to a competitive process, a senior manager, financial advisor, remarketing agent or private placement agent from among the firms qualified by the Authority to serve in such capacity. If a determination has been made, indicate the decision below and provide the Authority with written evidence of the competitive approach used to select the firm.

_____	_____
Name of chosen firm	Position in which they will be serving

Please note that the Authority reserves the right to name a co-senior manager and co-managers, if appropriate.

Organization: \_\_\_\_\_

Signed: \_\_\_\_\_

Dated: \_\_\_\_\_