

Volume 112 - Issue #2 - 5784 - Fall 2023

# *Chai Lites*

2022 ANNUAL REPORT  
TO THE COMMUNITY



**KLINE  
GALLAND**



## OUR MISSION

A *living* commitment, inspired by *Jewish* values, to provide *exceptional* senior care by *exceptional* people...every day, in every way, for *every* one.

## OUR VALUES

COMPASSION • RESPECT • EXCELLENCE  
DIGNITY • INTEGRITY • TRADITION

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# A SWEET NEW YEAR

by Jeffrey D. Cohen

With the High Holidays upon us, I'm pleased to share a look back at Kline Galland's 2022 Annual Report. This report provides a glimpse into our past year, and I hope provides insight into the work we do every single day. This is a showcase of how we invest in our staff, our facilities, our programs, and most importantly of all, investing in the quality of care that is vital to our residents and patients.

Our organization is comprised of individual people—residents, patients, clinicians, staff members, family members, and loved ones. Individually, we hold history, stories, expressions, emotions, and even day to day challenges. Together, we become the foliage that offers strength, beauty, compassion, and tradition—from one generation to the next. It is such a blessing to be here when you need us, in whatever season of life you find yourself in.

Shanah Tovah,



**Jeffrey D. Cohen**  
Chief Executive Officer

Be sure to visit our website at  
[www.KlineGalland.org](http://www.KlineGalland.org)



## 2022 EXECUTIVE TEAM

**JEFFREY D. COHEN**  
Chief Executive Officer

**MIN AN**  
Chief Operating Officer

**TRACEY GROSCOST**  
Chief Financial Officer

**NATHAN NUSBAUM**  
Chief Philanthropy Officer

**SHELLY RYAN**  
Chief of Human Resources

**ERIN SHERIDAN**  
General Counsel/  
Chief Compliance Officer

## 2022 BOARD OF DIRECTORS

Irene Fisher, Board Chair  
Jeanie Alhadeff\*

Jack Almo  
Becky Benaroya  
David Benoliel\*

Marc Bridge  
Michael Cohen\*

Lynn Du Bey  
David Fain

Charles Gottschalk  
Mark Kane\*

Thomas Leavitt\*  
Alvin Martin\*

Rabbi James Mirel  
Michael Morgan\*

Jeff Piha  
Billy Poll

Brian Quint\*  
Jay Riffkin

Ari Robicsek  
Douglas Rosen\*

Steven Schwartz  
David Shapiro

Robert Simon  
Allan Steinman\*

Barbara Sulman  
Doug Wiviott

Elana Zana

*\*past presidents*

# OUR IMPACT

Essential to our impact is the Kline Galland “Continuum of Care” which allows us to accommodate the evolving needs of seniors as they change over time with a variety of services, wherever they reside.

Kline Galland’s programs are sustained by our community support—people like you who make it possible to allow us to develop and grow programs and activities that enhance the lives of our family, friends

and loved ones. We have been serving the Puget Sound region for over a century, and we are grateful for your support to ensure that we can evolve our care to meet the needs of seniors in the century to come.

**3,553** PATIENTS KLINE GALLAND CARED FOR IN 2022

**148** Residents at Mary Schwartz Summit

**805** Patients at Kline Galland Home

**2,600** Patients through Community Based Services

# MARGIN OF EXCELLENCE

Kline Galland invests more to maintain the highest levels of excellence in care, resident life, and Jewish tradition. This Margin of Excellence is a commitment we make to our residents, patients, families and community every single day.

<b>\$3,830,000</b>	NURSING STAFF (above state average)
<b>\$610,000</b>	SUMMIT RESIDENT SUBSIDY
<b>\$580,000</b>	KOSHER FOOD PREMIUM
<b>\$318,000</b>	MARKETING & COMPLIANCE
<b>\$39,000</b>	ADULT DAY CENTER SUBSIDY
<b>\$100,000</b>	VOLUNTEER & ACTIVITY MANAGEMENT
<b>\$65,000</b>	RABBINIC SERVICES
<b>\$17,250</b>	CNA PROGRAM
<b>\$3,750</b>	KOSHER MEALS ON WHEELS

**\$5.56M**  
MARGIN OF EXCELLENCE



**KLINE GALLAND HOME**  
Rehab/TCU  
Long-Term Care  
Memory Care


KLINE GALLAND



**BENAROYA COMMUNITY SERVICES**  
Home Care  
Home Health  
Hospice  
Palliative Care



**MARY SCHWARTZ SUMMIT**  
Independent Living  
Assisted Living  
Memory Support



Kline Galland  
**SENIOR CARE RESOURCE LINE**  
(206) 723-INFO

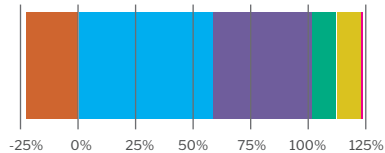
# FINANCIALS

## TOTAL REVENUE BY TYPE

Government	60.4%
Private Pay	42.3%
Contributions	10.8%
Investment Inc.	-24.3%
Insurance	10.5%
Other	0.5%

**\$50,212**

(in thousands)

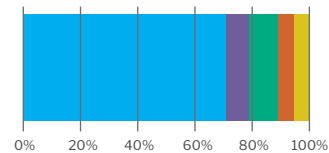


## EXPENSES BY CATEGORY

Salaries/Taxes/ Benefits	72.4%
Occupancy	9.2%
Supplies/Other	9.4%
Direct	4.8%
Food	4.2%

**\$61,005**

(in thousands)

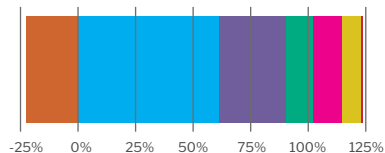


## REVENUE BY SERVICE LINE

Skilled Nursing	64.1%
Community Based Programs	27.8%
Contributions	10.8%
Investments	-24.3%
Assisted Living	11.5%
Independent Living	9.7%
Other	0.5%

**\$50,212**

(in thousands)



# UNCOMPENSATED CARE

In 2022, uncompensated care totaled \$2.36M, bridging the gap between what it costs to provide the highest quality programs and services, and what we receive through Medicaid.

Health care reimbursements remain flat, as care becomes more costly for a senior population projected to grow dramatically over the next 15 years. Kline Galland's guarantee in providing exceptional care to every senior in our

continuum is made possible because of donors. Regardless of the size of your bequest, your contribution will make a significant difference in bringing the priceless gifts of care, respect, and spiritual nurturing to our elderly.

**85%** The percentage of costs Medicaid covers to provide the highest standard of care

**\$2.36M** The difference Kline Galland faces each year in uncompensated care that is delivered through philanthropy

- True cost of Kline Galland's high standard of care: **\$433** per day
- Kline Galland receives from Medicaid: **\$365.90**
- Funding Difference: **\$67.11** per resident per day

**\$2.4 MILLION PER YEAR**

# RETIREMENTS

NAME	TITLE	YEARS OF SERVICE
Teresita Gumiran	RESTORATIVE NURSING ASSISTANT.....	<b>36</b> YEARS
Retta Bonner	DIRECTOR OF CULINARY SERVICES AT KLINE GALLAND HOME .....	<b>22</b> YEARS
Raymond Reis	PAINTER AT KLINE GALLAND HOME.....	<b>16</b> YEARS
Domingo Pena	DISHWASHER AT KLINE GALLAND HOME.....	<b>13</b> YEARS



# VOLUNTEERS

Thank you to all of our dedicated Kline Galland volunteers and generous supporters who help to build our community, while providing excellent quality care to every one of our residents and patients.

Each offering of time, compassionate presence and kind support help to make a difference.

We are pleased to welcome Jemilla Goldstein as Kline Galland's Director of Volunteer Services. Jemilla brings over 12 years of experience to Kline Galland and has been an active volunteer in Seattle and King County for two decades. We are delighted to have her join the Kline Galland team.



## JOIN US

If you are interested in learning more about becoming a volunteer, please contact:

**Jemilla Goldstein,**  
Director of Volunteer Services  
JemillaG@KlineGalland.org  
(206) 805-1930

**Serena Cohen,**  
Assistant Volunteer Coordinator, KGH  
SerenaC@KlineGalland.org  
(206) 788-4832



# KLINE GALLAND ACADEMY

Started in 2019, Kline Galland Academy is a four-week academic program that gives students the opportunity to earn their Nursing Assistant Certification (NAC) and work with Kline Galland upon successful graduation. This program provides hands-on experience in a dynamic setting, customized to give students real-life education and skills that they will employ in the actual workplace.

Nursing shortages have affected the healthcare industry nationwide. Kline Galland is committed to investing in our staff, and driven to bring talented new people into our community. Additionally, this incredible program is offered free of charge to students, made possible by the generous endowment from the children and grandchildren of Lynn Du Bey.

In 2022, we hosted **2 CNA cohorts**

These cohorts had **17 graduates**



# 2022 DONORS

## \$1,000,000+

Rebecca Benaroya

## \$250,000-\$999,999

Karen &  
Gary Schwartz

## \$100,000-\$249,999

The Sephardic  
Foundation on  
Aging

## \$25,000-\$99,999

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Michele Keller  
Family

Foundation

The Richard &  
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Family Foundation

The Shemanski  
Trust Fund

Sterling Realty  
Organization

## \$10,000-\$24,999

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Jacobovitz Fund

The Rita and  
Herb Rosen Family  
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Fund

Robert Simon &  
The Simon Family

Diane  
Sigel-Steinman  
and Allan Steinman

Barbara and  
Stuart Sulman

Elaine &  
Michael Weinstein

## \$5,000-\$9,999

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Doris Alhadeff  
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Dr. David Magaram

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Kathryn &  
Joseph Weinstein

## \$1,000-\$4,999

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Giving

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Karen Appelman

Terry & David Azose

Karyn &  
Joseph Barer





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David Williams  
Molly &  
Kenneth Willner  
Louis Willner  
Marcia &  
Michael Wiviott  
Marcia &  
Doug Wiviott  
Judy & Edward Wolf  
Kathleen Wolf  
Florence Wuethrich  
Gigi Yellen-Kohn &  
Wolf Kohn  
Harry Yoshimura  
Shirley Zarkin  
Marcia &  
Michael Zedd

Nancy &  
Dr. Stanley Zeitz  
Joyce &  
Dr. Bernard Zeldow  
Rebecca &  
Robert  
Zimmerman  
Diane Zipperman

### **IN-KIND SUPPORTERS**

Anonymous  
Rudi Bertschi  
Don Esfeld  
Betty Lamantea  
David Levinson  
Kevin Paille  
Ann Pinsky  
The Quint Family  
Kate Wilner

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*Please note that  
pledge payments  
are recognized in  
our annual giving  
report in the year  
the pledge is made.*

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**If we have omitted or incorrectly listed your  
name, please accept our heartfelt apology and  
know that your service is greatly appreciated.**





# KLINE GALLAND

*Honor Thy Father & Mother*

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