

Embracing Our Future

**Kline Galland's Campaign
for the Next Generation of Care**



**KLINE
GALLAND**

Kline Galland Capital Campaign Cabinet

Gary and Karen Schwartz, *Honorary Chairs*

Brian Quint, *Campaign Cabinet Co-Chair*

Joshua Gortler, *Senior Advisor*

Emily Alhadeff

Barry Goren

Tom Leavitt

Joelle Alhadeff

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Bobbe Bridge

Carly Kaufman

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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



What is it worth to age with dignity?

At Kline Galland, the answer to this question is at the heart of our mission. Aging with dignity is embedded in our Jewish values, as we heed the call to honor our elders. It's at the core of our what makes us different than other senior living facilities, the extra mile we go to help people age on their terms and stay connected to community. It's what distinguishes our staff, compassionate and committed people dedicated to treating residents like family.

At a moment when health care is facing unprecedented headwinds—it's time to turn our answer into action.

For over 110 years, we have supported generations of seniors and their families to find health, wellness, and joy later in life. As our region's only Jewish non-profit comprehensive senior care agency, we know that we need to be here to offer what every one of us will need and deserve when our time comes.

**We are ready to invest in a campaign for
the next generation of care: for our elders,
for our community, for our future.**

Exceptional Care, Rooted in Values



Founded with the **generosity** of a visionary community member, Caroline Kline Galland, in 1914—we have always been a place **rooted in community**. Through tireless work and **philanthropy**, we’ve grown from a humble start to a renowned institution with a wide range of services for over 3,400 residents and patients each year, and over 12,000 family members. **Every day, we lead with our Jewish values—honoring every life from generation to generation.**

Our Margin of Excellence: Care Beyond the Bottom Line

Aging with dignity is more than just medications, treatments, and equipment. It’s all the little things that make up a full life for people who are empowered to not only live longer, but live well. From the option for Jewish residents to practice holidays in community, to the abundance of life enrichment activities to nourish our resident’s minds and bodies, our mission demands us to do everything we can to create the best conditions for a life well lived. While society often leaves our older adults behind, we invest in this well-rounded care because it’s what our Jewish tradition demands, and because it’s what we all deserve.

While you can’t put a price on aging with dignity— these extras do cost more.

That’s why we increasingly rely on philanthropy to cover the cost of the margins of our mission not reimbursable by insurance. In 2023, the cost of our Margin of Excellence cost \$6.7 million, which is addressed through philanthropy. For Kline Galland, these “extras” are built into our mission. Our commitment extends beyond the bottom line, because we know it’s the care we expect for our loved ones, and for ourselves.

Kline Galland has relied on independent supporters and quality self-management to sustain its care — in fact, there has not been a formal campaign in over 20 years, since the grand opening of the Mary Schwartz Summit in 2001.

“Years ago when I would visit my mother at Kline Galland Home, she would tell me in Ladino, “Thank G-d there’s a facility like this for us to live our remaining days with dignity.”

It’s important that we don’t take Kline Galland for granted.” – Becky Benaroya, Legacy Supporter

The Services Seniors Need – Wherever They Reside

Kline Galland offers a comprehensive suite of services to serve seniors with the care they need, wherever they call home. Across a “Continuum of Care”, Kline Galland is equipped to meet the needs of those within our facilities, and outside its walls.

- **The Kline Galland Home:** Skilled Nursing, Rehabilitation Care, Memory Care, Hospice Focused Care Unit in Seward Park
- **Mary Schwartz Summit:** Independent Living, Assisted Living, Memory Support in downtown Seattle
- **Benaroya Community Services:** Home Health, Home Care, Hospice and Palliative Care services provided to seniors wherever they reside

- 1 **Largest** rehab center in the state
- 2 **One of the only** facilities of its kind to operate a 28-bed in-house Hospice
- 3 **Consistently exceeding** state and Medicare nursing staffing ratios
- 4 **Only Jewish non-profit** senior living facility in the Pacific Northwest
- 5 One of the **top rated** assisted living facilities in Seattle - voted **Best Nursing Home in WA** by U.S. News, 2024
- 6 **Developed in-house CNA Academy** to ease pipeline of qualified nursing aides, most often leading towards filling staff openings
- 7 **64 trusted referral partners** from regional health care organizations

— RISING NEED, DECLINING CARE —

In the last 4 years,
400 nursing homes have closed their doors across the US

In Washington State,
almost 30 homes have closed and no new beds are planned

Jewish homes nationwide are being impacted by the cost of care, with **7** having recently closed or sold to for-profit private equity firms

Older adults increasingly want **more choice** in their care, with the flexibility to age at home

The number of Americans **65** and older has grown by a third in the last decade

Honor Thy Father and Thy Mother

It’s not just a commandment, it’s the guiding principle of Kline Galland for over 110 years.

Grateful Patient Spotlight Erwin Wood

Erwin Wood and his wife Bonnie shared a connection to Kline Galland for years. After Bonnie passed away in December after a battle with cancer, Erwin struggled with depression, which took a significant toll on his health. Upon being diagnosed with degenerative disc disease and unable to walk, he suffered from extreme pain.

Though there was initial reluctance to enter rehabilitation, he knew if he had to participate it would only be at Kline Galland. He now describes his experience as nothing short of miraculous.

“The exercises they taught me changed my life,” he shares. With the guidance from compassionate nurses, aides and his physical therapist, Erwin eventually was strong enough to complete exercises that he once thought impossible. His daily walks around the facility led to a newfound independence. “After just a few weeks, I became a new man.”

Erwin’s care team at Kline Galland became more than just caregivers—they became his friends. An occupational therapist on his team added humor to his recovery by adding a sign on his walker that read ‘speed limit 10.’ The encouragement and connection he received lifted his spirits and his progress amazed everyone, especially himself.

Now his children, once urging him to consider assisted living, are seeing a transformed man who feels young again. He is enjoying life at home and staying active with regular exercises he learned during his time at Kline Galland.

“I am home, and I feel like I will be for years to come,” he says with gratitude. “They taught me a new life.”



Erwin Wood, with Min An, Kline Galland COO

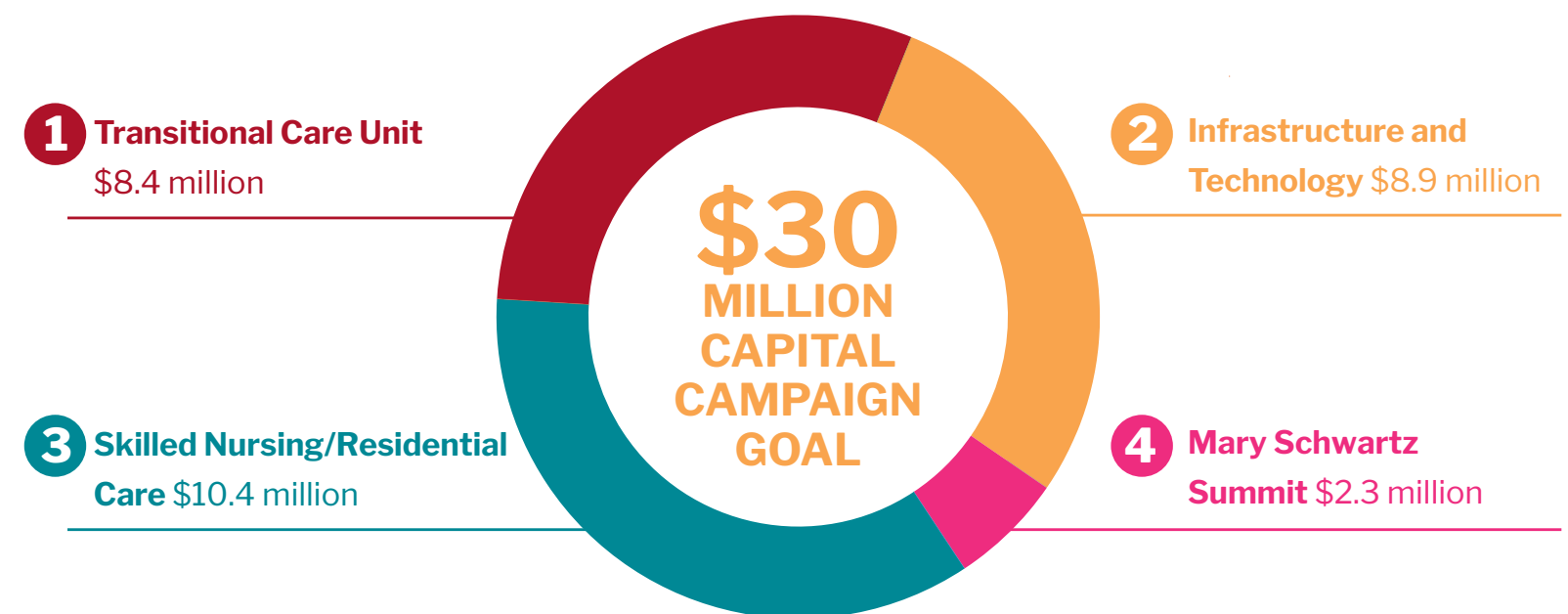
Our Campaign for the Next Generation of Care



Through a significant investment in our facilities, **this \$30 million campaign will set the standard for senior care**—helping our families and neighbors continue to age with dignity, no matter what.

Our philanthropic campaign has four defined areas of focus, all directed toward high-priority capital improvements that elevate our physical environment, equipment, and state-of-the-art technology that residents and patients in a modern senior care operation deserve.

With these investments, we will ensure there will always be a place for our parents, grandparents, neighbors, and community members to recover and get well with compassionate care, live with confidence and joy as they age, and approach the end of life with dignity and respect. This investment is what they deserve, it's what our community needs, and one day—it's what we'll all want for ourselves.



Taken together, these investments are about so much more than one program or one space. They will help residents live well and maintain a singular aging experience for generations to come.



Now is the
time to
embrace
our future.

Senior care is our collective responsibility—even as it is becoming harder to access.

According to *US News* (2023) on any given day 1.2 million individuals, seniors over the age of 85 and above, will reside in a U.S. nursing home. While this care is something we may all need for ourselves or our family, the harsh reality of the current healthcare landscape is that the cost of care continues to rise as residents come to us older and frailer—pushing needed services further out of reach.

Our residents and patients are living longer, but reimbursements do not meet the cost of providing the level of care we are committed to. The average age of those we serve is over the age of 85, and many are over the age of 90.

As the baby boomer generation arrives at our doorstep, the convergence of an aging population with fewer centers to care for seniors makes the role of Kline Galland more essential than ever. While Kline Galland is maintaining current level of bed availability compared to other peers, we must invest in our spaces, capacity, and flexibility to care for people in their homes alongside facilities if we are to continue meeting our community’s need.

“The capital campaign allows Kline Galland to be sustainable, relevant, and prepared for the rapidly changing world of senior care, while remaining a top tier organization.”

— Brian Quint, Capital Campaign Co-Chair and Relative of Resident

Healthy Facilities, Healthy Futures



As we look ahead to the next generation of care, we stand on the shoulders of **100+ years of donor investment in our mission, and the first capital campaign for Kline Galland in over 20 years.** Rather than build costly new facilities in an impossibly expensive region, **we are committed to effective stewardship** of our existing spaces, evolving them for the next century of flexible, compassionate, empowering care while remaining resilient against the challenges of our sector.



Skilled Nursing/Residential Care (\$10.4 million)

Skilled Nursing at the Kline Galland Home is known for its exceptional care, taking care of the most vulnerable residents with conditions like dementia, Alzheimer's and Parkinson's, or are entering end-of-life care. As a renowned facility equipped to handle this demanding level of care, we must invest in the well-designed health care environments that are proven to reduce patients' anxiety and stress. Key upgrades include lighting, flooring, furniture, art, that contribute to a warmer and more welcoming room design and environment, outside gardens, and more.



Infrastructure and Technology (\$8.9 million)

Our highest priority is to make critical upgrades to our in-facility dental clinic, while creating a safe, comfortable, and modern environment. The proposed projects include replacing aging boilers with energy efficient ones; installing a new roof to extend the life of our facility, regulate temperature, and guard against structural damage; investing in systems to prevent the spread of airborne illness, a new modern nurse call light system, and enhanced security.



Transitional Care Unit (\$8.4 million)

Quality rehabilitation care is essential in a patient's recovery—when they need to be discharged from a hospital but are not yet strong or secure enough to return to their home without care interventions. Kline Galland is home to the state's largest transitional care unit, where we have identified critical upgrades to modernize this important unit with an emphasis on patient comfort, safety, and health outcomes. Key upgrades include smartbeds and smartboards, giving residents more agency in their comfort and streamlining their care; therapy rooms and gyms for rehabilitation, and more modern, private rooms, a healing garden, and more.



Mary Schwartz Summit (\$2.3 million)

A continuum of care depends on living options with flexibility and freedom, and Independent and Assisted Living at The Summit makes that possible. This campaign will renovate spaces that facilitate connection, community, health, and culture so that senior residents can thrive. These include a renovated dining room and updated café, library, and activity rooms; modernized gym and fitness spas, and updated fire and security systems.

Our Impact

“This campaign will make a difference in everything we do, touching everyone who comes through our physical doors or receives services from us in the community, now and in the future.”

–Jeff Cohen, Kline Galland CEO

1

Improved health outcomes

Helping seniors get better quicker; and live well, longer.

- Improved gyms and fitness spaces with state-of-the-art equipment will advance recovery time and create healthy routines for seniors; inspiring motivation and lasting habits
- New models of exercise equipment help seniors track their progress, keeping them excited and interested in meeting their goals
- Modern facilities equipped with the latest tools will improve efficiency and delivery of services as well as clinical outcomes
- Life skills upgrades will better support patients to confidently return to their homes after an injury, illness, or procedure to safely age in place
- Modern lighting systems can facilitate better sleep and promote overall health in a more natural, home-like setting

“Because of Kline Galland’s care, and the services they provide, it’s very important that this organization does not fall by the wayside. We need to help ensure the Kline Galland Future.”

– Gary and Karen Schwartz, Capital Campaign Honorary Co-Chairs

2

Senior and family experience:

Creating a more peaceful, welcoming, comfortable environment that encourages visitors, retains staff, and ensures seniors feel at home where they live and approach the end of life with dignity.

- Upgrades to Transitional Care Unit rooms with a focus on comfort, privacy, and amenities
- Therapy spaces in home-like environments so patients can confidently return home after an injury, illness, or procedure to safely age in place
- Art and gardens to promote wellness, rest, and reflection while creating a welcoming space for visitors who can offer companionship and care
- Dynamic Life Skills spaces in our Transitional Care Unit will facilitate more patient choice in how they receive their care, creating more agency
- Updates to bathing rooms will increase comfort in intimate settings, creating a peaceful spa-like environment for patients to be at ease
- Brighter, cozier, and open spaces in the Mary Schwartz Summit to encourage connection with friends, family, and visitors





3

Safety and upgrades:

Remaining a good steward of our spaces so they continue to be safe and effective in supporting our mission.

- Bringing older units in line with the quality of the previously updated units and programs
- Replacing older systems with more energy efficient ones
Implementing lessons learned from the pandemic by creating negative pressure rooms to prevent the spread of airborne illnesses which seniors are especially vulnerable to
- Added lighting, cameras, security devices, and fire systems keep our residents and staff safe

4

Sustainability:

Ensuring we can continue to be a critical community resource for generations to come

- Investing in the longevity of our spaces to continue to facilitate our mission
- More inviting spaces and better tools that retain the best staff to impact resident experiences

“For our community seniors regardless of religion, race, orientation—my support of our Kline Galland is for generations to come.” – Robert Simon, Kline Galland Board Chair



Every person has a right to age with dignity.

Only you can make it possible.

Because of donors like you,
we're not focused on the next quarter
of returns—**we're focused on** the next century
of relevant, **excellent care.**

This is our next big step toward a community where **aging
is no different** from how we approach our lives: oriented
around our values, and **striving for the best.**

Join us.

For more information on how to be part of this
campaign, or to learn more, please contact:

- **Nate Nusbaum**, *Chief Philanthropy Officer*
(206) 456-9702
NateN@KlineGalland.org
- **Jenn Hoyord**, *Fund Development Manager*
(206) 456-9710
JennH@KlineGalland.org



לעת זכנה אל תעזבני
In time of old age, forsake me not.



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