Volume 117 - Issue #2 - 5785 - Summer 2025



Embracing Our Future



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

At Kline Galland, we are proud to integrate the values of senior care and Jewish traditions into our core values of C.R.E.D.I.T. –

COMPASSION • RESPECT • EXCELLENCE DIGNITY • INTEGRITY • TRADITION

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Dear Friends and Supporters of Kline Galland,

I am pleased to share with you the Report to the Community for 2024. This annual report showcases the incredible work accomplished this past year, and the impact we have delivered to residents and patients. The dedication and commitment of our staff members is the heart of our organization. Duly, the philanthropic commitments from supporters just like you make it all possible. However, our work is not done.

I would like to take this opportunity to announce the most ambitious project in Kline Galland's 111 year history, as we launch our first Capital Campaign in 25 years:

EMBRACING OUR FUTURE Kline Galland's Campaign for the Next Generation of Care

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. 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. This investment is what they deserve, it's what our community needs, and one day-it's what we'll all want for ourselves.

On page 17, you can see the incredible support already garnered for our campaign. We will need every person's help to realize our goal, and I am filled with every confidence that our community will rally around this need, aligned with the shared goal of securing our future.

If you would like to discuss how you can participate in this campaign or to simply learn more, please feel free to contact me, or our Chief Philanthropy Officer, Nate Nusbaum, at (206) 456-9702.

Jeffrey D. Cohen Chief Executive Officer



2024 **EXECUTIVE BOARD OF** TEAM

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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**

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*past presidents

OUR IMPACT

Our **Continuum of Care** encompasses a wide range of services provided by Kline Galland. These services span three distinct lines: Kline Galland Home in Seward Park, Mary Schwartz Summit on First Hill, and Benaroya Community Services, which delivers care directly to individuals in their homes.

2,735 RESIDENTS & PATIENTS KLINE GALLAND CARED FOR IN 2024

- **141** RESIDENTS AT MARY SCHWARTZ SUMMIT
- **1,015** PATIENTS AT KLINE GALLAND HOME
- 1,579 PATIENTS THROUGH BENAROYA COMMUNITY SERVICES



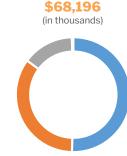
At Kline Galland, we believe that quality care should be the standard. That is why we invest in programs we know improve quality and experience so that each patient is treated with dignity and respect. This includes investing more to maintain the highest levels of excellence in care, resident life, and Jewish tradition. What we call the **Margin of Excellence**, these services and programs are made possible by the philanthropic commitment of our community of donors.

\$6,569,040 MARGIN OF EXCELLENCE

- **\$4,640,000** NURSING STAFF (above state average)
 - \$766,000 SUMMIT RESIDENT SUBSIDY
 - **\$651,000** KOSHER FOOD PREMIUM
 - \$290,000 MARKETING & COMPLIANCE
 - \$114,000 VOLUNTEER & ACTIVITY MANAGEMENT
 - **\$85,000** RABBINIC SERVICES
 - **\$18,000** CNA PROGRAM
 - \$5,040 KOSHER MEALS ON WHEELS

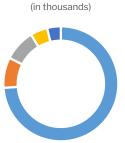
2024 FINANCIALS





EXPENSES BY CATEGORY

73.9%	Salaries/Taxes/Benefits
8.5%	Occupancy
8.9%	Supplies/Other
4.8%	Direct
3.9%	Food



\$70.917

UNCOMPENSATED CARE

In 2024, \$1.2 million in uncompensated care was required to bridge the gap between the cost of providing the highest standard of care and Medicaid's reimbursement, which covers 93% of the costs. The true cost of Kline Galland's high standard of care is \$495 per day.

Healthcare reimbursements have plateaued even as the expenses of senior care continue to rise, especially given the significant increase in the elderly population over the next fifteen years.

Kline Galland's commitment to delivering exceptional care to every senior within our continuum is upheld through the generosity of donors. No matter the size of your donation, it will play a vital role in delivering the invaluable treasures of care, dignity, and spiritual support to our elderly community.

\$1.2M The difference Kline Galland faces each year in uncompensated care that is delivered through philanthropy

- Kline Galland receives from Medicaid: \$458.67
- Funding Difference: \$36.34 per resident per day



EARNED REVENUE BY SERVICE LINE

57.6%	Skilled Nursing
24.4%	Benaroya Community Services
10.7%	Assisted Living
6.7%	Independent Living
0.4%	Other





KLINE GALLAND ACADEMY

Since 2019, Kline Galland Academy has provided students with the opportunity to earn their Nursing Assistant Certification through a four-week, hands-on training program, preparing them for meaningful careers in senior care.

Looking ahead, we are excited to expand our program in 2025, with a goal of offering three classes—potentially four—to train and welcome more skilled caregivers into the Kline Galland family and our community.

> In 2024 we hosted **2** graduating classes with a total of **16** graduates







RETIREMENTS

At the heart of our organization is the dedicated and enthusiastic staff delivering care and services every day. We are honored to celebrate the long, fulfilling careers of our Kline Galland employees, and thank them for their years of service.

NAME	TITLE YEARS OF SERV	/ICE	
Laurie Garber	Activity Director KGH	46	
Vicenta Gestoso	Nursing Scheduler to Front Desk Receptionist KGH	38	
Pacita Cervano	Certified Nursing Assistant KGH	25	
Ofelia Cruz	Home Care Aide BCS	12	



Laurie 46 years



Vicenta 38 years



Pacita 25 years



Ofelia 12 years

Thank you for your years of dedication

VOLUNTEERS

We are deeply grateful for our incredible volunteers, whose dedication has led to unprecedented growth across Kline Galland this year. From expanding bedside and pet therapy programs to strengthening intergenerational connections, their commitment has made a lasting impact. With a remarkable increase in volunteer hours and hospice support far exceeding national standards, our volunteers continue to enrich the lives of our residents and patients, ensuring compassionate care and a stronger community.

8,502 Hours

306% increase in service hours from 2023

253 Volunteers

over 115% increase from 2023



JOIN US

If you are interested in learning more about becoming a volunteer, please visit our website at KlineGalland.org/Get-Involved or contact:

Jemilla Goldstein

Director of Volunteer Services JemillaG@KlineGalland.org (206) 805-1930

EXCITING THINGS IN 2024

SCHWARTZ-ALEXANDER FUND

In 2024 we announced a new designated fund established by Debra Schwartz – the Schwartz-Alexander Unmet Needs Fund. This fund aims to address quality of life for patients by plugging the gaps sometimes left by insurance coverage for patients using Kline Galland's Home Health, Home Care and Hospice services within our Benaroya Community Services program.

CAROLINE LEGACY SOCIETY

This past November, we had the privilege of hosting the annual Caroline Legacy Society Luncheon at the Four Seasons Hotel—a heartfelt celebration of the generosity and vision of our planned giving donors. The event featured keynote speaker Rabbi Mark Blazer, who spoke about the power of legacy and how each of us can leave a lasting impact on the world.

To become a Legacy Society member, please call (206) 456-9702.

DENTAL CLINIC

At Kline Galland, we are committed to providing comprehensive, preventative care, which is why we remodeled and opened the Karen G. Schwartz Dental Clinic at Kline Galland Home in 2024. This state-of-the-art clinic brings essential dental services directly to our residents, removing barriers to care and ensuring they receive the treatment they need in a familiar and comfortable setting.

PRESS CONFERENCE WITH SENATOR PATTY MURRAY

We were honored to host Senator Patty Murray and her team for a press conference highlighting the progress in reducing prescription drug prices through the Inflation Reduction Act. We are grateful for the opportunity to contribute to an impactful moment, one that directly affects seniors and families in our community.



EMBRACING OUR FUTURE

KLINE GALLAND'S CAPITAL CAMPAIGN FOR THE NEXT GENERATION OF CARE

For more than 110 years, Kline Galland has been a cornerstone of compassionate, dignified senior care, built on the generosity, vision, and commitment of our community. We have supported generations of families, ensuring that seniors receive the highest quality of care—whether in our facilities or in the comfort of their homes.

Today, the landscape of senior care is shifting. Costs are rising, the aging population is growing, and the resources required to sustain our mission have never been greater. Across the country, many senior care facilities are closing, leaving families with fewer options. But at Kline Galland, we are making a bold commitment—not just to remain, but to evolve, strengthen, and continue serving our community for the next 100 years and beyond.

That is why we are launching a \$30 million capital campaign—the first in over 25 years—to ensure that Kline Galland is here to serve the next generation of seniors.

A COMMITMENT TO THE NEXT 100 YEARS

Kline Galland has always been more than a senior care provider—we are a trusted resource for families navigating the challenges of aging. Whether it's short-term rehabilitation, long-term care, or in-home support, our goal is to ensure that every senior receives the highest level of care in a setting that meets their needs, wherever they are. With demand for senior services growing and the landscape of healthcare evolving, this campaign is a necessary investment in the future. It will allow us to strengthen our infrastructure and expand services to ensure we can continue providing the same high-quality, compassionate care that has defined Kline Galland for over a century.



"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 Through this campaign, we are making a significant investment in four critical areas to elevate the care and services we provide:



TOGETHER, WE CAN MAKE IT HAPPEN

We are profoundly grateful for our early supporters, whose generosity has already helped lay the foundation for this campaign. Because of you, seniors in our community continue to receive the dignity, care, and comfort they deserve. But there is still more to do.



Kline Galland was founded on the belief that caring for our elders is a responsibility we all share. Now, we invite our entire community to join us in shaping the future. Every contribution moves us closer to securing the next 100 years of exceptional senior care. Together, we can ensure that when seniors and their families need us, Kline Galland will always be here.

For more information or to make a gift, please contact:

Nate Nusbaum, Chief Philanthropy Officer (206) 456-9702 NateN@KlineGalland.org

CAPITAL CAMPAIGN DONORS

\$10M+ Gary and Karen Schwartz

\$1M - \$9,999,999

Rebecca Benaroya Richard and Francine Loeb Herman & Faye Sarkowsky Charitable Foundation Howard and Sheri Schultz & The Schultz Family Foundation

\$500,000 - \$999,999 Brian and Nancy Quint

\$100,000 - \$499,999

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Allan Steinman and Diane Sigel-Steinman Barbara and Stuart Sulman Alise Tarica

\$1,000 - \$99,999

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These gifts are comprised of donors from 2021-2025 as part of our ongoing efforts to raise funds for our Capital Campaign.

KLINE GALLAND CAPITAL CAMPAIGN CABINET

Gary and Karen Schwartz, Honorary Chairs Brian Quint, Campaign Cabinet Co-Chair Joshua Gortler, Senior Advisor Emily Alhadeff Joelle Alhadeff Jack Almo Bobbe Bridge Jeff Cohen Barry Goren Carin Jacobson Irv Karl Carly Kaufman Rosanne Lapan Tom Leavitt Rabbi James Mirel Doug Rosen Robert Simon, KG Board Chair Barbara Sulman

GARY & KAREN SCHWARTZ: A LEGACY OF GIVING

Philanthropy is about more than just giving—it's about ensuring that the causes we care about continue to thrive for generations. For Karen and Gary Schwartz, their commitment to Kline Galland is deeply personal, rooted in family history and a profound respect for how the Jewish community cares for its elders.

Both Karen and Gary's ties to Kline Galland span decades. Karen's connection grew through her mother's experience as a resident. where she saw firsthand the compassionate, high-quality care that defines Kline Galland. For Gary, Kline Galland has been part of his life since childhood-growing up nearby, he watched his parents actively support the organization, with his father serving as one of the original investors in its future. Years later, he continued that legacy by joining the Board of Directors, ensuring that Kline Galland remained a pillar of Jewish senior care in Seattle.

In 2024, Karen and Gary made a transformational \$10 million gift to the Campaign for the Next Generation of Care—the largest donation in our history. Their generosity is not just an investment in providing the highest standard of care today; it's a commitment to securing the future of Jewish senior care for generations to come.

"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 Schwartz

For Gary and Karen, Kline Galland represents something far greater than just senior care—it is an example of Jewish values in action. Kline Galland has always been rooted in the tradition of honoring and caring for elders. For these reasons, our organization is proud to have Gary and Karen serve as honorary chairs for our Capital Campaign.

With people living longer and senior care needs evolving, Kline Galland has expanded services to meet seniors where they are. But with a facility in need of updates and an increasing demand, investment is critical. The Schwartz's \$10 million gift helps ensure Kline Galland can focus on the future and allows us to renovate and modernize our facility, ensuring that we can continue providing the highest level of care for generations to come.

"When you have the ability to give, you have a responsibility to ensure your support makes the greatest impact. Kline Galland is an organization that truly utilizes every dollar wisely and appreciates every gift, ensuring that contributions directly enhance the lives of those in their care."

-Karen Schwartz

We are deeply grateful to Karen and Gary Schwartz for their incredible generosity. Their gift is more than an investment it's an inspiration, a call to lead by example in caring for our community's most vulnerable. At Kline Galland, giving isn't just about today—

it's about ensuring every senior receives the dignity, care, and respect they deserve, now and always.

Gary and Karen Schwartz, Honorary Chairs of the Kline Galland Capital Campaign

MOTHER'S DAY CELEBRATION

Mother's Day is a beloved tradition at Kline Galland, one that brings joy and warmth to many of our residents who are mothers, grandmothers, and great-grandmothers.

Thanks to our wonderful sponsors in 2024, who helped us exceed our fundraising goal of \$110,000. In addition to creating a wonderful celebration for our mothers and grandmothers, donations supported funding for programs and services that ensure the highest quality of care for seniors in our community. We are deeply grateful for your support.

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ORCHID

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HYDRANGEA

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A very special note of gratitude to Marc Bridge, Mother's Day Chair, for his exceptional leadership.

Robert Malin

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UNVEILING THE QUINT FAMILY SENSORY GARDEN

At Kline Galland, we strive to provide outstanding care by creating environments that inspire and heal. Our new sensory garden, generously funded by the Quint Family, is a testament to this commitment, offering a therapeutic space for residents, patients, staff and families to connect with nature.

In August of 2024, we celebrated the Quint Family's incredible contribution with a dedication event featuring heartfelt speeches, music, food and community.

"After three generations of visiting loved ones at Kline Galland, naming the sensory garden in honor of our parents and grandparents felt like the perfect legacy," shared Brian and Nancy Quint.

22

Designed by Professor Daniel Winterbottom and the UW Department of Landscape Architecture students, the garden incorporates elements that engage the senses fragrant plants, textured surfaces, soothing sounds tailored to delight our community.

To enjoy the garden, residents can take mindful walks, explore textures and fragrances, or simply relax in its peaceful setting.

The Quint Family Sensory Garden is more than a beautiful space, it's a gift that enriches lives, strengthens community and promotes health. We're grateful to the Quint Family and UW for making this vision a reality.



THANK YOU TO OUR ANNUAL FUND DONORS AND SUPPORTERS

The generosity of our supporters is what powers the multitude of ways in which Kline Galland makes a difference in our community every day. Thank you to all of our donors and supporters who help make this work possible each year.

2024 DONORS

\$10M+

Gary and Karen Schwartz

\$1M-\$9,999,999

Rebecca Benarova

\$250,000-\$999,999

Brian and Nancy Quint The Simon Family Charitable Trust: Samantha, Dee, Bob Simon and Deborah Simon Howard and Sheri Schultz & The Schultz Family Foundation

\$100,000-\$249,999

Anonymous Barry and Suzanne Goren The Estate of Marian Loewy Kermit and Judy Rosen Michele and Stan Rosen LLC Debra Schwartz Allan Steinman and Diane Sigel-Steinman Alise Tarica

\$25,000-\$99,999

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