

2018



ANNUAL REPORT

2019 Board of Directors

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Chief Financial Officer of AAA Washington

Vice Chair: Scott Lumsden
Executive Presbyter, Seattle Presbyter

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Partner, Bond Financial LLC

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School of Business and Economics

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Mary Wagner
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Chief Financial Officer and Treasurer

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Jim Bennett
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Kim Lovell-Price
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Mission

Transforming Age is a not-for-profit network of services, products and partnerships dedicated to transforming the perception of age and enhancing the lives of older adults.

Vision

To Transform the Perception of Age.

Values

INTEGRITY:

A consistent disposition to act honestly

GRACE:

Showing kindness and empathy, conferring dignity and unmerited favor

RESPECT:

A regard for oneself and others that honors and accepts the value of each person

INNOVATION:

The creative pursuit of unlimited possibilities

PARTNERSHIP:

Shared responsibility and personal accountability that is mutually beneficial

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Dear Friends,

We are pleased to share with you our 2018 Annual Report. Transforming Age's mission has grown substantially in the last few years as we continue to pursue our vision to transform the perception of age and enhancing the lives of older adults. We have made tremendous strides but given the fact the US older adult 65+ population will double to 100 million people in the next 30 years, much more needs to be done.

Today, Transforming Age and our national affiliate network serve almost 8,000 people across the economic spectrum by developing and providing holistic programs and solutions across our five mission spheres:

- Housing: retirement communities and affordable housing communities
- Community Services: programs that support people in the larger community and homes
- Philanthropy: fundraising and philanthropic support for programs and people who need financial assistance
- Technology: development and implementation of new technologies for improved quality of life
- Business Services: helping other providers successfully continue their missions

Transforming Age is at the forefront of the aging services [r]evolution and our affiliates, knowing that we are stronger together, have joined our movement to make the world a better place for older adults. Those affiliates include Fred Lind Manor, GSI Research & Consulting, Full Life Care, Eastmont, Vashon Community Care, The Gardens at Juanita Bay and DASH (Downtown Action to Save Housing) just to name a few.

We continue to innovate and push the envelope, with big and small initiatives. For example, we have partnered with Seismic to co-develop robotic apparel that helps people stay more active longer and supports occupational health for the workforce.

We have also created a long-range strategic plan that includes the following seven goals:

1. Maximize the impact we make as a non-profit organization
2. Grow our mission: reinvest funds for new programs and initiatives to expand our mission
3. Be an efficient operator across business models, systems and affiliates
4. Live our Culture of Excellence across our organization and our network of affiliates
5. Create data and knowledge driven organizational excellence
6. Make a positive environmental impact
7. Communicate the nonprofit mission impact we make

As we continue to innovate, improve and expand the impact of our five mission spheres, we are only getting stronger financially which benefits all current and future affiliates. And as a national non-profit we provide over \$12 Million annually in unreimbursed benevolent care and services. We are honored to serve alongside over 2,500 passionate team members, volunteers and partners and we invite you to join our movement to change the world and make it a better place to live for all older adults.



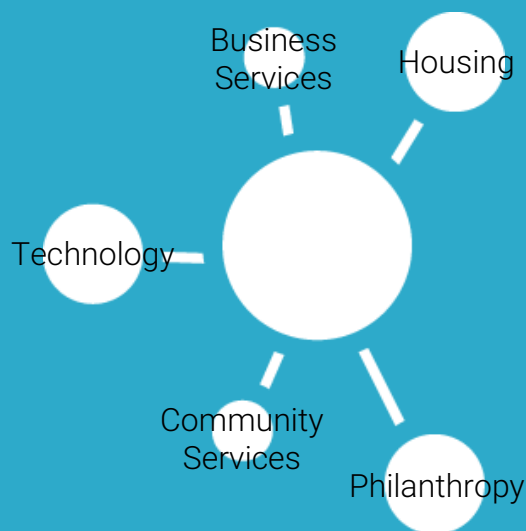
T. Hirche
Torsten Hirche
President and Chief Executive Officer



John P. Iwanski
John Iwanski
Board Chair

Transforming Age mission at a glance

- Serving over 7,500 people across the economic spectrum nationwide in 28 communities
- 2,000 Team Members supporting our mission
- 500 Volunteers supporting our mission
- 2,000 seniors served in 14 housing communities in WA, MN and NE
- 270 low income affordable housing units provided
- 4,000 low income/Medicaid seniors served via home & community-based services by our affiliate Full Life Care
- Providing over \$12 million in unreimbursed benevolent care and services annually
- Foundation providing financial assistance to seniors and team members in need
- Innovative Aging Technology Initiatives to keep seniors independent, safe and aging successfully
- Helping other senior living providers sustain their missions through Business Services (B2B)



Dave Foltz
*Executive Director,
Fred Lind Manor*

“ Our success is based on building a cohesive team of professionals who work together with one purpose in the tradition of the Transforming Age values and focusing on the local community with the benefits and abilities it gives us to thrive in the culture brought here by Transforming Age.

”

Housing



Annika DiNovi
Executive Director,
Parkshore

“ Our community has been purposeful in bringing team members together through shared mission, culture of excellence values and an attitude of gratitude. ”

14

Communities

2000

Seniors Served



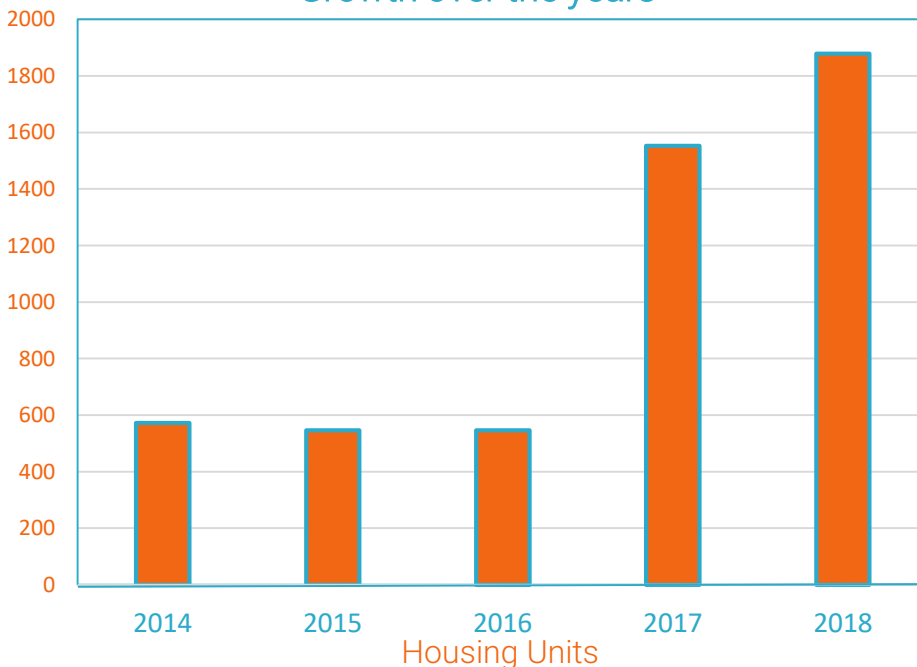
Parkshore, before and after repositioning.



In 2018 Transforming Age welcomed three new affiliates. With the affiliation of Eastmont, the only life care CCRC in Nebraska, Transforming Age continues to grow their impact in the Midwest. In addition, Transforming Age extended their reach in the Pacific Northwest by welcoming Vashon Community Care, the only senior living option on Vashon Island and The Gardens at Juanita Bay, located adjacent to Kirkland’s waterfront park. Both new PNW affiliates proudly provide assisted living services to the underserved low-income seniors relying on Medicaid. Adding a combined total of 326 new units, Transforming Age is proving to be a resource for stand-alone mission-based not-for-profit communities, helping to create a sustainable future for their affiliates, making a difference in the lives of residents and team members.

The year was also marked by capital reinvestments totaling \$40 million dedicated to updating and adding state-of-the-art amenities across the housing portfolio to improve the lives of current residents and anticipate the needs of tomorrow’s seniors.

Growth over the years



The Meridian Manor team in Wayzata, MN, comes together for spring cleaning and team building.



Neil Schoen, Resident using IN2L for brain fitness

Transforming Age is researching, developing and deploying new technologies to improve the quality of life for residents, clients and program participants. Some examples include technologies to boost brain wellness and address cognitive impairment, such as SingFit or IN2L, or our resident engagement system CareMerge. We have partnered with Amazon to pioneer smart home technologies and platforms in senior housing as we're retrofitting current and developing future apartments with integrated smart home platforms. State of the art EMR technology enables us to improve our care and service delivery to residents. We have been very active in supporting new aging services technology incubation by participating in Zieger Linkage startup funds, Aging2.0 initiatives and seeding our own internal technology development efforts. We are very proud of the partnership with Seismic, co-developing robotic apparel to help older adults stay active and supporting workforce occupational health.

TECHNOLOGY PARTNER:

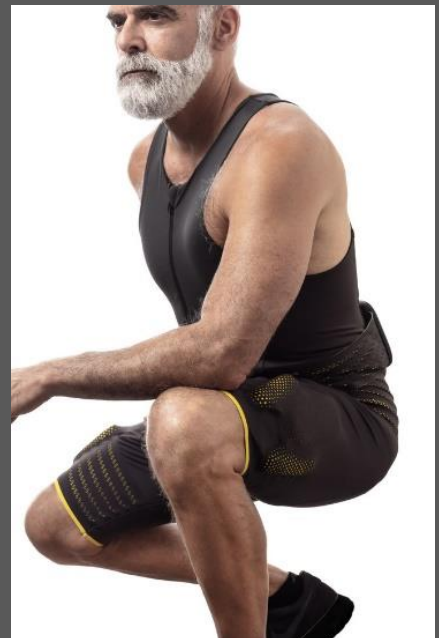
We are very proud of the partnership with Seismic, co-developing the membership model that uses robotic apparel to help older adults stay active and supports workforce occupational health.

Seismic's Powered Clothing™ augments human strength and gives mobility to muscles and joints. The company's first-of-its kind suit is custom-fitted for each individual's anatomy and programmed to their lifestyle goals, enabling wearers to overcome limitations and achieve full physical potential. Seismic's technology was originally developed at SRI International for a DARPA-funded program. Based in Menlo Park, Calif., the company has assembled a team of experts in textile innovation, robotics, biomechanics, and artificial intelligence.

Seismic opened their first boutique Studio at Skyline, one of Transforming Age's flagship residential towers. As part of the partnership Transforming Age maintains exclusive rights to the first 200 units of Seismic's Powered Clothing™.



See Seismic's powered clothing in action. Visit myseismic.com to find videos demonstrating this disruptive innovation of technology and fashion.





David Knight
Vice President
Business Services,
GSI Research & Consulting



GSI, the business services affiliate of Transforming Age, provides a full-spectrum of consulting services to other senior living providers. GSI has a rich background in strategic planning, master planning, operations, merger and acquisitions, and troubled-project advisory. Through GSI, Transforming Age helps sustain and grow missions impacting the lives of tens-of-thousands of seniors across the United States.

Strategic Planning

GSI helps clients develop organizational and growth strategies and provides ongoing support through implementation.

Master Planning

GSI provides campus master planning and new development services through a collaborative process involving community leadership, market research, architecture and finance representatives.

Market Research

Applying rigorous and insightful quantitative analysis, we help clients assess markets by using proprietary sophisticated tools.

Research Center

GSI operates a sophisticated research center that gathers timely accurate data for making decision making.



3 Master Plans

11 Software Subscriptions

18 Market Reports

500+
Communities
Competitively
shopped



Scott Slater
Acting Executive Director,
Full Life Care

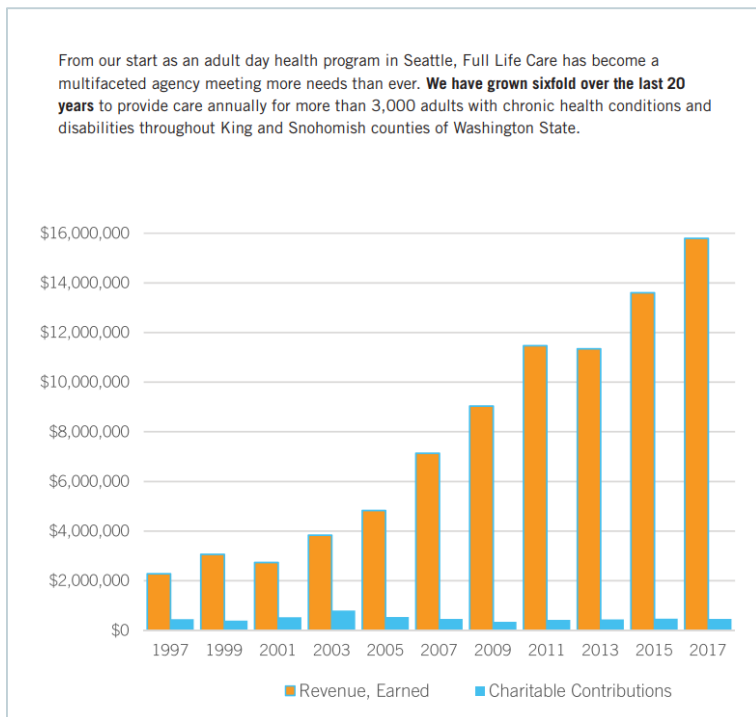


- Adult Day Health Care
- Home Care
- Solstice Behavioral Health
- Housing Location & Stabilization
- ElderFriends Visiting Volunteers
- Health Home – Individual Health Supports
- RCL – Complex Care Management
- Care Coordination



A few major highlights from 2018:

- Our agency grew by nearly 13% and served more individuals than any other year in our nearly 40-year history
- Full Life Care became a Lead Agency in the Washington State Health Home program. Every month, care coordinators, employed by Full Life and our partner agencies, contact and visit hundreds of King County residents who are high-utilizers of health care. We help each person create and sustain their own Health Action Plan for improved health and safety at a reduction of overall care costs. Sometimes that even means helping the homeless find housing. We are so proud of this powerful new program and will continue to make it thrive.
- Full Life began a new partnership with Transforming Age, a strong, not-for-profit organization shaped as a network of services, products and partnerships to enhance the lives of older adults. Locally, Transforming Age provides independent living, assisted living and skilled nursing care. Together with Full Life’s array of home and communitybased services, we are stronger and able to serve even more people.





Transforming Age and our affiliates fund critical areas of need and enhance the lives of older adults regardless of their ability to pay.



Dorothy McKinney
Donor and Resident,
Parkshore

“ I have been at Parkshore for two and a half years and so enjoy my surroundings, the team members and people, that supporting our community through the Hearts of Gold campaign is paramount!

”

\$250k

Raised by the Hearts of Gold Campaign



\$106k

Designated for Resident Support



\$327k

Provided in support of Community Enhancements:

- Memory Garden
- It's Never 2 Late (IN2L) training and equipment
- Pastoral Services
- Resident Entertainment
- Patio Furnishings
- Garden Room Furnishings
- Patio Furniture
- Basement Remodel
- Landscaping



\$6k

Raised by 8 Minnesota communities through events and support of meaningful causes



\$85k

In Education Grants awarded to 46 team members



Nicole Cabral
Education Grant Recipient,
Fred Lind Manor

“

I am very grateful and thankful for the Foundation Education Grant. I am currently working on a degree for Nursing. My goal is to be a Registered Nurse in the future. I have a challenging road ahead so I am very glad to have the help and support of the Transforming Age Foundation.

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