



On Our Way to the Future



Charles E. Smith Life Communities

2007 ANNUAL REPORT

CHARLES E. SMITH

Charles E. Smith Life Communities takes its name from a visionary leader in the Washington Jewish community. Charles E. Smith (1901-1995) was a persuasive philanthropist who generously supported the most vulnerable in our society. As president of the Hebrew Home from 1959-1962, he laid the groundwork for the Home's 1969 move to its current Rockville campus.

Recognizing the need for continued philanthropic support, and the emerging continuum of care on our campus, his son and son-in-law, Robert H. Smith and Robert P. Kogod, and their families made an extraordinary \$12 million investment in our future. Our new name, adopted in May 2006, unites our entities, sustains both the legacy and leadership of Charles E. Smith and honors the memory of a remarkable leader.

OUR MISSION

The mission of the Charles E. Smith Life Communities is to fulfill Jewish values by providing a continuum of quality services for elders and their families, and affirm our commitment to the dignity of each individual.

OUR VISION

The Charles E. Smith Life Communities will be viewed and supported by our community as the leader and provider of choice in delivering innovative and compassionate services for elders.

Our services and programs are
• OPEN TO ALL •
in the community



Hanita Schreiber,
Chair



Warren R. Slavin,
President/CEO

Charles E. Smith Life Communities: Providing Care in New Ways and in New Places

The theme of this year’s annual report could not be any more appropriate given the times, the need, and our time honored mission. It is nothing less than a call to action – particularly appropriate in view of our impending centennial.

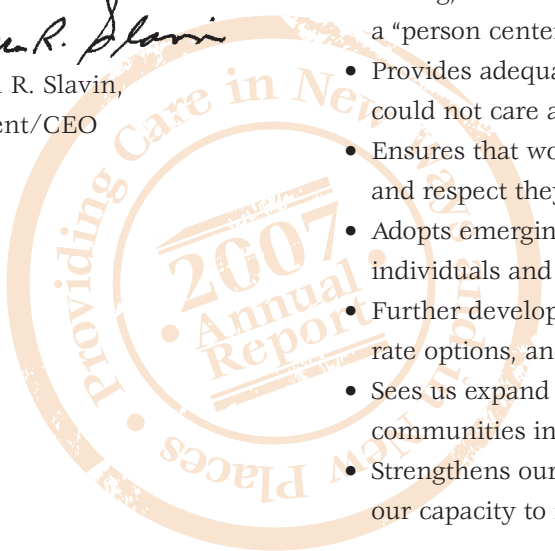
The National Commission for Quality Long Term Care made this alarming prediction in its report, “From Isolation to Integration:”

The population of the United States is heading toward a dramatic and unprecedented demographic shift... the number of older Americans will grow substantially with each passing decade as the average person lives longer than we ever imagined possible. As a result, the nation will experience an unprecedented demand for high-quality long-term care services provided in a wide variety of settings, including private homes, assisted living facilities and nursing homes. Unless we take action in the near future to prepare for these changes, our nation will not be ready and, inevitably, many of our citizens will suffer.

At Charles E. Smith Life Communities, planning initiatives already underway embrace these challenges and will transform our organization. We have begun to chart a new and exciting course that:

- Places the needs and preferences of our seniors at the heart of every care setting, and enables them to make their care and lifestyle decisions in a “person centered environment.”
- Provides adequate supports for family caregivers, without whom the nation could not care adequately for its frail elderly.
- Ensures that workers in long-term care receive the training, compensation and respect they need to provide compassionate, high-quality care.
- Adopts emerging technologies to maximize the independence of older individuals and to make their care more efficient.
- Further develops our senior living services, both subsidized and market rate options, and in assisted living Alzheimer’s care.
- Sees us expand beyond our current campus to serve growing Jewish communities in our region.
- Strengthens our corporate and governance infrastructure to enhance our capacity to fulfill our evolving mission.

We believe that despite the considerable challenges of constrained reimbursements, growing need and demographic shifts, our agenda will well position us to continue to serve our community into our second century by “Providing Care in New Ways, and in New Places.”



2007 At a Glance

At Charles E. Smith Life Communities

On Our Campus

Residences	5
Acres	30.76
On-staff physicians	10
Meals served	842,000
Therapy treatments	49,992
<i>Physical therapy</i>	25,777
<i>Occupational therapy</i>	20,494
<i>Speech therapy</i>	3,721

Hebrew Home of Greater Washington

Number of beds	556
Residents admitted	1,047
Occupancy rate, year end	90.6%

Hirsh Health Center

Patient visits	4,074
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Home Care Solutions, LLC

(In partnership with Augustine Home Health Care, Inc.)

Hours of personal care services	102,050
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Landow House

Number of apartments	60
Occupancy rate, year end	97%

Revitz House

Number of apartments	249
Occupancy rate, year end	99%

Ring House

Number of apartments	250
Occupancy rate, year end	97%

Research Institute on Aging

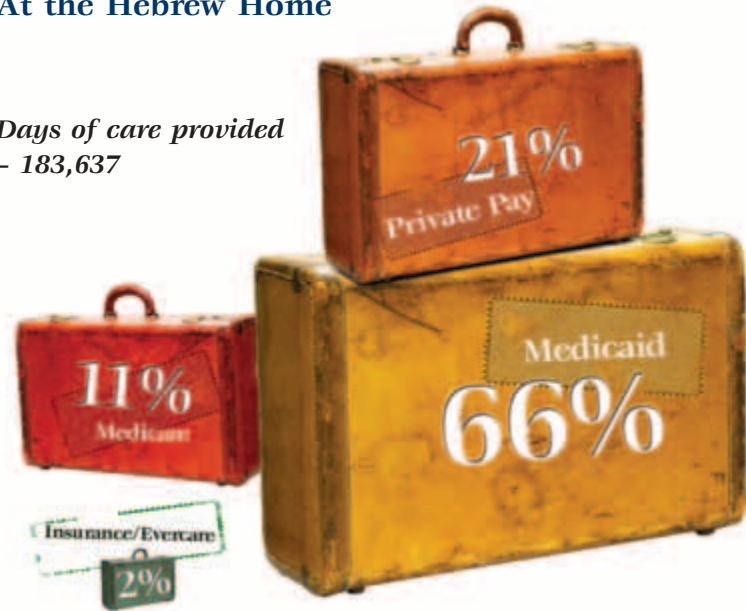
Papers and abstracts	22
Presentations	9

In-House Clinics, Hebrew Home

Consultant physicians	22
Medical clinic visits by residents	12,256
Podiatry clinic visits	1,400
Dental clinic visits	460

At the Hebrew Home

Days of care provided
- 183,637



Sources of nursing revenue



Comparing these two charts shows that two-thirds of the nursing care provided at the Hebrew Home is for residents on Medicaid, yet only about half the income received is from Medicaid reimbursements. This gap creates the significant shortfall shown on our financial summary. It also should be noted that Medicare payments support short-stay residents in our rehabilitation program, where care is more costly due to the intensive therapy, medication and nursing they receive.

2007 Financial Highlights

Charles E. Smith Life Communities

2007 Financial Highlights

Sources of revenue and expenses incurred in providing quality resident care and services in independent living, assisted living, rehabilitation and long-term care

Revenue

Gross revenue from nursing home care and services	\$64,930,000
Gross revenue from senior living services	15,280,000
Shortfall from government reimbursements that do not cover the actual cost of nursing home care	(15,142,000)
Charity care provided to individuals unable to afford services in the nursing home or provided through subsidized rentals in senior living	(2,814,000)
Net revenue derived from resident care and services62,254,000

Expenses

Direct care and supporting services	\$65,094,720
Capital purchases for building maintenance and equipment	3,528,000
Total expenses required to meet the needs of serving more than 1,000 residents68,622,720
Shortfall from system operations	(6,368,720)
Philanthropic funds from annual contributions and from endowment income applied to support our mission6,368,720

To continue our mission to deliver quality care and services to all residents, to purchase needed equipment, to maintain and enhance our facilities, and to plan effectively for the future, we rely on and are grateful for contributions from friends in the community.

“Aided by the dedication of your large staff, she remained happy and active throughout her old age. They took care of her physical needs, and also saw to her spiritual and emotional well-being.”

Anita Wellen

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* *Of Blessed Memory*

Thank you

In 2007, philanthropic support for Charles E. Smith Life Communities affirmed the strength and vitality of our 98-year relationship with the community we serve. As government reimbursement shortfalls and rising costs impact the Hebrew Home, this support is more needed and appreciated than ever.

During 2007, the individuals, corporations and foundations listed here, plus many others, helped enrich the lives of those who turn to us for care. The list includes contributions of \$250 or more made from January 1 to December 31, 2007.

(G) Indicates Guardian Campaign donors

(S) Indicates Corporate Sponsors

Guardian Campaign

This annual campaign provides the primary support for resident-centered programs on our campus including Restaurant Nights, Shabbat flowers for new residents, transportation services and cultural arts programs as well as enabling us to continue our mission of quality care. Since 1999, community support for the Guardian Campaign has grown from \$621,000 to a record \$1,135,000 in 2007.



New Major Gift Commitments

Major Gift donors of \$10,000 or more supported programs for residents and capital improvements or contributed to endowments that allowed us to continue our almost 100-year commitment to caring. We recognize their contributions with deep appreciation. There are many naming opportunities at this level, including creating and naming a Permanent Fund perpetually benefitting those we serve.

\$500,000 +

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\$250,000 +

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Major Gift donors who will be completing their gifts in future years will be listed at the level of each year's payment.

**Of Blessed Memory*

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“The nurses were so caring and compassionate. They came to his room frequently, to see that he was comfortable. He loved to joke with them. I will be forever grateful for the personal attention he received.”

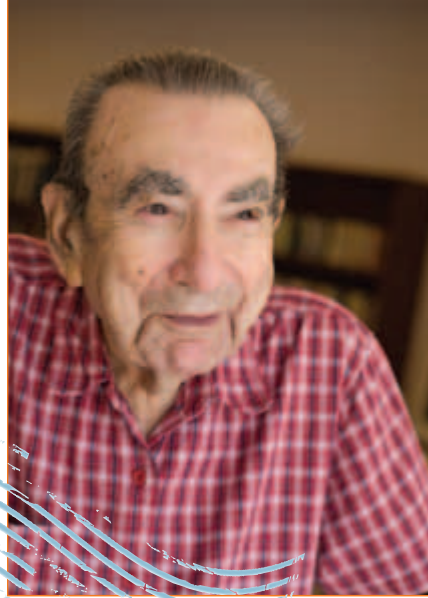
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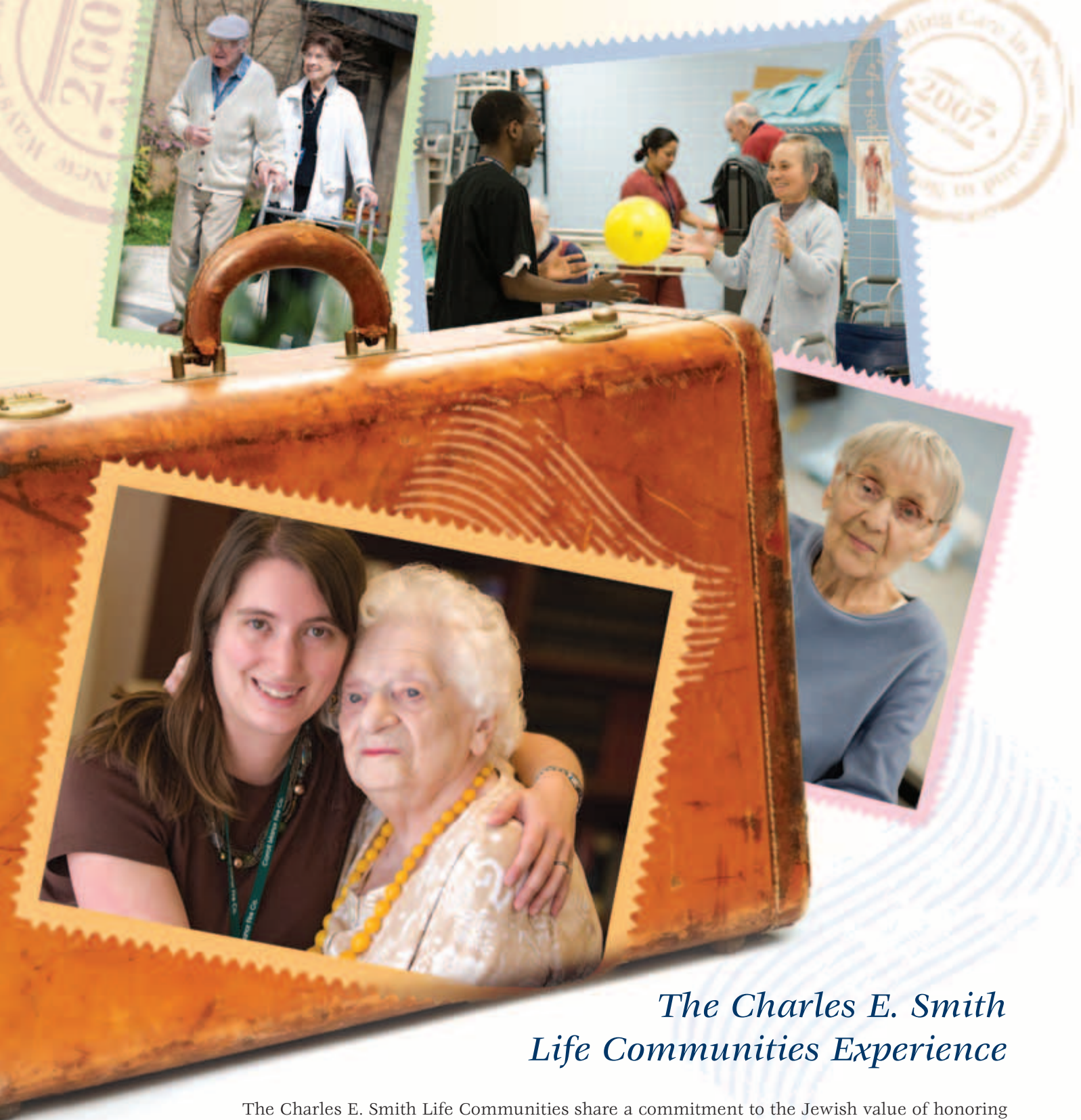


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>> *Continued on page 14*



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** Of Blessed Memory*



Matching Gifts

Many businesses and organizations match charitable gifts made by their employees. We thank the following companies for increasing the value of gifts made to us during 2007:

Choice Hotels International *Cotton & Company, LLP*
Deutsche Bank *Tyco Companies*
Wiley Rein, LLP

2007 Honors

Hymen Goldman Award

Marc F. Solomon

Guardian Leadership Award

Arlene and Stephen H. Friedlander

Kitty Davis Volunteer Service Award

Berta Furman

Greta Galef

Ellie Weingarten

Outstanding Student Volunteer Award

Joshua Stanton

Association of Jewish Aging Services

Creative Jewish Programming Award

Hebrew Home of Greater Washington Torah Project

2007 Philanthropic Leaders

The leaders of 2007 fundraising campaigns, committees and special events are exceptional volunteers whose dedication and tireless work truly made a difference in the fabric of daily life here.

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Andrew S. Friedlander

Major Gifts Chair

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Guardian Campaign Chairs

Eric H. West

Steven A. Widdes

Guardian Tribute Chairs

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Marla Garchik

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Women's Auxiliary

Membership Directory Chairs

Lisa Miller

Sharon Slotkin

Legacy Gifts – Builders of the Future

Builders of the Future translate their support of Charles E. Smith Life Communities into gifts that will live beyond them. Bequests, life income plans, and naming Charles E. Smith Life Communities as a beneficiary of a trust, IRA or insurance policy are easy to implement and will have a significant impact on our ability to provide needed services. In addition to those listed below, many caring donors have included us in their estate plans and have not yet informed us or have requested anonymity. Allowing us to acknowledge you publicly may inspire others to join you.

We are grateful to the following individuals who have advised us that Charles E. Smith Life Communities will be receiving a gift in the future because of actions they have taken today.



Helen S. Abel
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Martin Wender
Phyllis G. West
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Morris Zeserman

Legacy Gifts – Permanent Funds

Generous donors created the Permanent Funds listed below for many reasons: in memory of someone dear, in honor of an event or a person, or to have the comfort of knowing that their contributions will permanently provide Charles E. Smith Life Communities with needed financial resources.

These Funds support a wide variety of programs or services that contribute to our margin of excellence and directly benefit those we serve. Annual distributions are directed to the purpose chosen by the donor. Especially important is our ability to provide care for those without resources to pay for care themselves. The designation “Permanent Funds” (formerly called Philanthropic Funds) reflects the fact that the original gifts will never be expended.

We thank the donors who established these Funds, and all those who contributed to them.

Cecile and Seymour Alpert, M.D., Endowment Fund	Helen Greenfield Resident Care Fund	Judge Milton D. Korman Scholarship Fund	Doris and Philip R. Rolnick Resident Care Fund
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Rose and Morris Friss Scholarship Fund	Erna and Karl Koranyi Medical Equipment Fund		
Ellen Gelman Special Exhibitions Fund			
Hymen Goldman Memorial Research Fund			



“I want you to know that working for you has been one of the most rewarding, and morally fulfilling, and all-around amazing experiences of my life. I know that you see hundreds of volunteers every year, and I just want you to know how thankful I am for this job and for all of the opportunities you have given to me.”

Andy Siegel

2007 Service Volunteers: A Gift of Time

Dental Volunteers

Under the direction of Dr. Richard Meltzer, the following dental professionals provided services to the Home's residents on a volunteer basis in 2007, staffing clinics throughout the year:

<i>Dentists</i>	Steven Keller
Norman Alpher	Richard Meltzer
Sam Blum	Leonard Merlo
Jane Brodsky	Rick Singer
Jeffrey Cross	
Marc Fisher	<i>Registered Dental Hygienists</i>
Adam Frieder	Emela Silva
Leonard Goldman	Harriet Smith
Robert Kass	
Nathan Katz	

Service Volunteers

The individuals and groups listed on the next page gave 100 hours or more of service in 2007. We also wish to acknowledge and thank the hundreds of devoted volunteers who contributed less than 100 hours of service. We congratulate “The Bead Ladies,” Berta Furman, Greta Galef and Ellie Weingarten, the 2007 Kitty Davis Award honorees. These three women teach classes in beadwork to residents, and together have volunteered 49 years and contributed 11,000 hours of service.

Volunteers at a Glance

Volunteers	1,642
Hours of service	70,236
Project in the news: ... “Lessons of a LifeTime®: Ethical Will Project”	

2000 + Hours

Miriam Daen

1000 + Hours

Foster Bennett
 Kamilah Franklin
 Debbie Henkin
 Lillian Kline
 Gregory Miller
 Joshua Stanton

500 + Hours

Bilal Ahmad
 Michael Alving
 Claudia Ayeh-Kumi
 Jeffrey Brown
 Olga Calyn
 Jill Durbin
 Gail Himmelfarb
 Barbara Jensen
 Andrew Korpeck
 Arnold Litman
 Ruth Longchamps
 Swapna Madala
 Randy Milgraum
 Ann Moskowitz
 Anne Naimark
 Douglas Platt
 Enid Tennant

250 + Hours

Mattie Bazel
 Connie Farrell
 Berta Furman
 Arnold Hammer
 Megan Hornbostel
 Ken Ji Ichijo
 Charlie Kessler
 Norma Krupenie
 Caron Martin
 Marcia Massey
 Everett H. Mattlin
 Arlene Mayer
 Shelly Ryall

200 + Hours

Chaim Kanner
 Suzanne Keller
 Susannah Prosten
 Sylvia Schiff
 Rachel Singer
 Sharon Stentz

Kathy Tucker*

Roger Zions

150 + Hours

Philip Bedard
 Ricardo Bermeo
 Bertl Esenstad
 Florence Hein
 Edward Hopkins
 Eric Magnan
 Sheldon Needle
 Hilde Prins
 Carl Smith
 Paul Strudler
 Connie Winternitz

100 + Hours

Nathalie Ahianion
 Rose Akman
 Camille Cain
 Doris Cohen
 Irving Hurwitz
 Arthur Leibman
 Sonna Lewis
 Sylvia Nolde
 Shirley Pelmoter
 Barbara Posner
 Janice Raffel
 Sydell Rappaport
 Alfred Rosenthal
 Rise Schlesinger
 Harold Schneiberg
 Leonard Schreiber
 Pearl Tubiash
 Anita Vangrack
 Natalie Turner

Junior Volunteers**100 + Hours**

Daniel Bae
 Corey Barbee
 Jeffrey Blazar
 Yiqi Cao
 William Cruz
 Orly Farber
 Jieun Im
 Kisung Im
 Cary Lu
 Milton Moreno
 Ahmed Qureshi
 London Richards
 Molly Sadoff
 Isaiah Shim
 Andy Siegel
 Pallavi Singh
 Yash Singh

DennisTran

Kaivi Xie

Jonathan Zuckerman

Groups**100 + Hours**

The Arc of Montgomery
 County
 BBYO
 B'nai Israel Congregation
 Sisterhood and Chavura
 The Bullis School
 Camp Judea
 Congregation B'nai Tzedek
 Congregation Har Shalom
 DCJCC
 Albert Einstein High
 School
 Green Acres School
 Head Injury Rehabilitation
 Melvin J. Berman Hebrew
 Academy
 The Holton-Arms School
 Jewish Community Center
 of GW
 Jewish Community Center
 of GW Camp
 Charles E. Smith Jewish
 Day School
 Charles E. Smith Jewish
 Day School Ethical
 Will Club
 Jewish Foundation for
 Group Homes
 Jewish War Veterans
 Jewish Vocational Services
 JIPY Camp
 The Madeira School
 Montgomery County
 Volunteer Center
 NCJW
 The Nora School
 RSVP
 Target
 Temple Beth Ami
 Temple Rodef Shalom
 Mitzvah Day
 Temple Shalom
 University of Maryland
 Tzedel Hillel
 Washington Hebrew
 Congregation
 Wootton High School

Revitz House
 Lillian Epstein
 Rose Gross*
 Mildred Hirsch

Oscar Hoffman

Frances Honeyman

Diane Karlik

Sydney Locks*

Margaret Marcus

Hyman Metz

Edith Newman

Alda Peck

Ruth Rosenblum

Larry Salkin

Sylvia Schaffer

Jane Taske

Louis Taub

Barbara Winston

Ring House

Alex Balzer
 Ruth Bernards
 Claire Bieber
 Florence Blackman
 Edith Block
 Henny Boehr
 Evelyn Brown
 Mary Cannizzo
 Arthur Frank
 Daniel Goodman
 Joe Grossman
 Eleanor Grunberg
 Henry Halle
 Ruth Halle
 Suzanne Holzer
 Esther Karlin
 Evelyn Kratchman
 Pearl Krepchin
 Ellyn Lederer
 Joyce Lyman
 Ruth Meyer
 Edith Newpol
 Charlotte Podgor
 Gussie Scher
 Carolyn Shapin
 Min Stelzer
 Bernice Tobias
 Pearl Tubiash
 Sylvia Vogel
 Lillian Zelman

Landow House

Suzanne Keller
 Jay Magenheim
 Marcy Patterson
 Doug Platt
 Paul Strulser
 Kai Yi
 Minnie Zavos

**Of Blessed Memory*

Our Dedicated Staff

10 Physicians • 624 Nursing staff • 10 Social workers • 17 Therapeutic recreation • 207 Dining services
90 Housekeeping/Maintenance • 216 Administration/Support • 1,174 Total staff • 67 Staff with 20+ years of service

AKPENE ABA ROSALYN ABAYOMI • MARY ABEBRESE • GRACE ABOAGYE-MAINU • PERPETUA ABONGNELAH • ALICE ABRAHAM • EBENEZER ABURAM • REGINALD ADAMS • GRACE ADAMS SAPONG • ENOCH ADDO • LAUREN ADDO • JOYCELYNE ADDO • ABIODUN ADEBIYI • WALE ADEJUMO • ABIDOUN ADEJUMO • THERESA ADESUYI • MARIA ADIBE • ESMOND ADJEI • ADWOA NANA ADOMAKO • AKUA ADUM • JOYCE AFRAKOMA • CHARLES AGBEVE • EMELIA AGYEI • DODJI AHETO • DIANA AHIABU • AGATHE AHOUA • CHIKA AHUNANYA • CECILIA AIDOO • ALEXANDER AIKOO • NANCY AJELLI • CECILIA AKINTOLAYO • MUKAYATU AKPLAKA • XANU AKUMAH • OLADELE ALADE • MARY ALEGBELEVE • RIGOBERTO ALFARO • TRICIA ALLARD • KIRK ALLEN • RAMONA ALLEN • THOMAS ALLEN • SHENEIL ALLEN • IVY ALVAREZ • FLORENCE AMAIKWU • DOUGLASS AMANI • LILY AMANKWAH • FLORENCE AMAPANGA • AMINATA AMARA • STELLA AMBE • HENRY AMEDEKEY • DJATOUGBE AMENDAH • LAMORRIS AMES • DASHAWN AMES • PRISCA AMIHERE • ALPHONSINE AMOUGOU • CHARLES ANATSUI • CYNTHIA ANDERSON • CLARA ANDERSON • YVONNE ANDERSON • MICAH ANGLIN • BEN ANKU • 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