



IOA Senior Campus



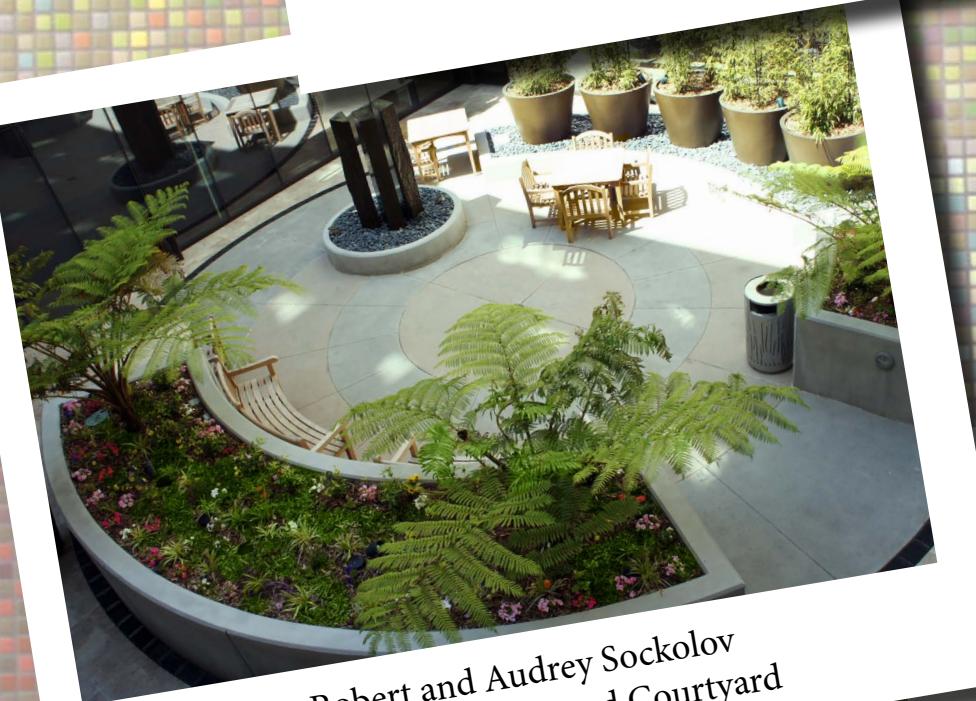
Institute on Aging

2010 ANNUAL REPORT





IOA Senior Campus



Robert and Audrey Sockolov
Friendship Garden and Courtyard

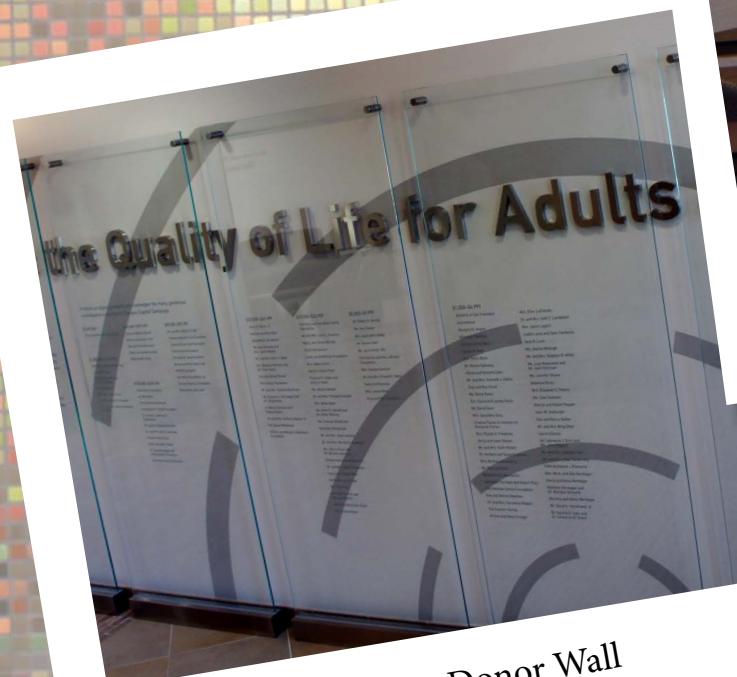


Warren Berl Boardroom



3575 Geary Boulevard

"I believe that we have a responsibility to care for the elderly in our community, and I so admire Institute on Aging for doing this."
– Senator Dianne Feinstein



Donor Wall



Harry and Jeanette
Weinberg Auditorium

Report from the President

Richard and Rhoda Goldman

We cherish the memory of Richard and Rhoda Goldman with admiration, appreciation and affection.

Richard and Rhoda provided the initial funding that enabled the creation of Institute on Aging in 1985, and gave generous continuing support throughout the years. The Richard and Rhoda Goldman Fund granted the lead gift for construction of the Senior Campus building.

Richard's and Rhoda's philanthropy reflected their deep concern for the well-being of older and disabled adults in our community.



Annual reports are generally printed a number of months after the institution's fiscal year has ended. Owing to delay, this message is actually written from the vantage point of May, 2011. And, from this vantage point, we foresee the beginnings of a remarkable new period in IOA history.

With the opening of the **Senior Campus**, we are witnessing a time in the life of IOA in which its important services and innovative new programs will reach a wider population of older adults in the San Francisco-Marin-Peninsula area. These are some of the highlights:

A more robust **PACE Program** (Program of All-inclusive Care for the Elderly), will be possible as a number of PACE clients will be residents in the Bridge Housing apartments of the Senior Campus. The clients are followed closely by a multidisciplinary team of health professionals and the care is truly "all inclusive."

Modern new clinic space, at ground-floor level in the Senior Campus, has enabled the planning of a new **Geriatric Consultation Center** in collaboration with the UCSF School of Medicine. This Geriatric Center will be a vital community resource for diagnosing difficult geriatric problems – such as memory loss, depression, behavior change, complicated illnesses, frequent falls, need of personal care – and developing for the client and the client's family the best approaches for comprehensive care management in the community.

The Senior Campus also has excellent facilities for IOA's well known **Friendship Telephone Help-line** (which recently received generous long-term grant funding from the State's Department of Mental Health). It has studios for the theater, musical and graphic arts activities of IOA's acclaimed **Elders and Youth in the Arts program**. An excellent auditorium will be used for educational offerings for health professionals and the public-at-large. The auditorium is part of a conference center which will be useful for IOA's city-wide **Elder Abuse Prevention Program** and a meeting spot for other activities with kindred non-profit community based agencies. The Senior Campus also provides needed space for IOA's **Health Services Research Department**, whose studies have attracted substantial grant support.

"Off campus" IOA's **home care program** in the Palo Alto area, its **Alzheimer's care services** at California Pacific Medical Center, and its **financial management and fiduciary services** (Support Services for Elders) based in Marin, are all thriving and geared for expansion – in conjunction with the services based at the Senior Campus.

While construction of the Senior Campus is complete, IOA's capital campaign continues. We have raised \$15.7 million toward the required goal of \$18 million. So, we are getting close. We would be especially grateful for help in reaching the goal.

With best regards,

A handwritten signature in black ink that reads "David Werdegar".

David Werdegar, MD, MPH
President and CEO

Our Mission

OUR MISSION IS TO ENHANCE the quality of life for adults as they age by enabling them to maintain their health, well being, independence and participation in the community.

We fulfill this mission for a diverse community by developing and providing innovative programs in health, social service, creative arts, spiritual support, education and research.

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Statement of Activities

FOR THE YEAR ENDING JUNE 30, 2010

Revenues and Gains

Government Contracts	\$7,125,000
Foundation and Corporate Grants	1,715,000
Individuals	1,804,000
Private Contracts	147,000
Special Events	173,000
In-Kind Support	<u>160,000</u>
Total Public Support	\$11,124,000
Gain (Loss) on Investments	(\$244,000)
Patient Service Fees	20,711,000
Other Revenue	<u>383,000</u>
Total Other Revenue	\$20,850,000

Total Revenues and Gains

\$31,974,000

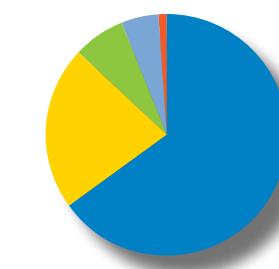
Expenses

Senior Health	\$12,078,000
Older Adults Care Management	4,062,000
Multipurpose Senior Services	2,156,000
Adult Day Health Center	1,784,000
Community Care Programs	4,640,000
Other Programs	<u>2,972,000</u>
Total Program Services	\$27,692,000
Management and General	\$2,410,000
Fund Raising	<u>769,000</u>
Total Supporting Services	\$3,179,000
<i>Total Expenses</i>	\$30,871,000

Change in Net Assets

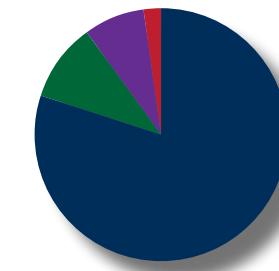
\$1,103,000

Sources of Program Revenue



Patient Service Fees	65%
Government Contracts	22%
Donations, Special Events, In-Kind	7%
Grants	5%
Other	1%

How we spent our funds



Direct Services	80%
Community Programs	10%
Administration	8%
Fund Raising	2%

IOA Donors

JULY 1, 2009 THROUGH APRIL 30, 2011

Institute on Aging expresses its deepest gratitude for the financial support we receive from the community. We value every gift, large and small, and thank our donors for making our vital work possible.

Due to the opening of our new Senior Campus, this report was delayed. Please note that the contributions listed include payments received through April 30, 2011.

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\$2,000,000 +

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Ana Mandara

Anchor & Hope

Bar Jules

Big 4

Bistro St. Germain

Bursa Kabab

Cacciucco Cusina Toscana

Café Kati

Chenery Park

Cliff House

Crustacean Restaurant

E & O Trading Company

E & O Trading Company at Larkspur

Ecco – Burlingame

Epic Roasthouse

Fleur De Lys Restaurant

Foreign Cinema

Frantoi Ristorante

Fringale

Garibaldi's

Garibaldi's Oakland

Gary Danko

Harris' Steak House

Home Restaurant – Market Street

Il Fornaio – Burlingame

Il Fornaio – Corte Madera

Il Fornaio – Levi Plaza

Il Fornaio Palo Alto

Iluna Basque

Izzy's Corte Madera

Izzy's Steaks & Chops San Carlos

Izzy's Steaks & Chops San Francisco

Kokkari Estiatorio

Le Central

Le P'Tit Laurent

l'Olivier Restaurant

Maya

Mezes, A Taste of Greece

MoMo's

One Market Restaurant

Ozumo

Pane E Vino Trattoria

Perbacco

Picco

Piperade

Poleng Lounge

Pot de Pho

Restaurant Cassis

Restorante Milano

Ristorante Roccas – Burlingame

Roti Indian Bistro

Salt House

Seasons Steak & Seafood at Four

Seasons Hotel

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Swan's Oyster Depot

Thanh Long

Trader Vic's

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DINNER À LA HEART

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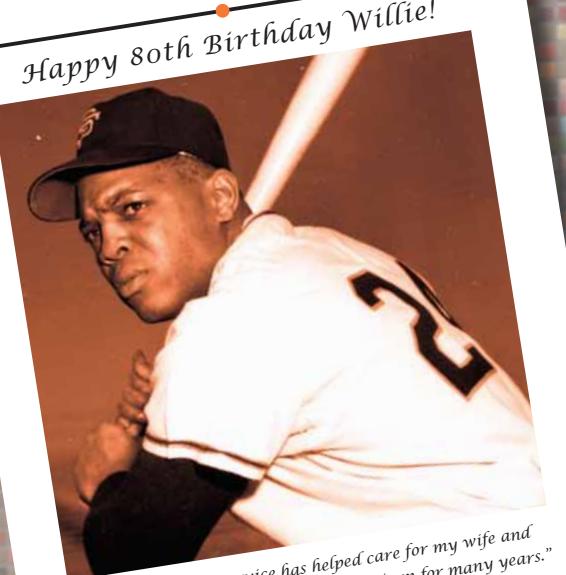
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“I have been involved with IOA for a long time because they provide home care for my wife. So, I know that they are the team to beat when older adults need care.”
— Willie Mays



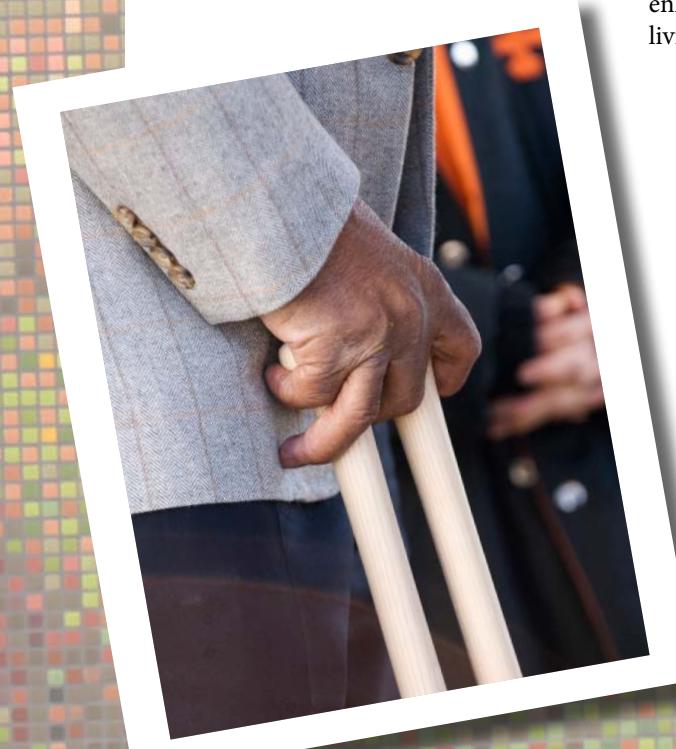
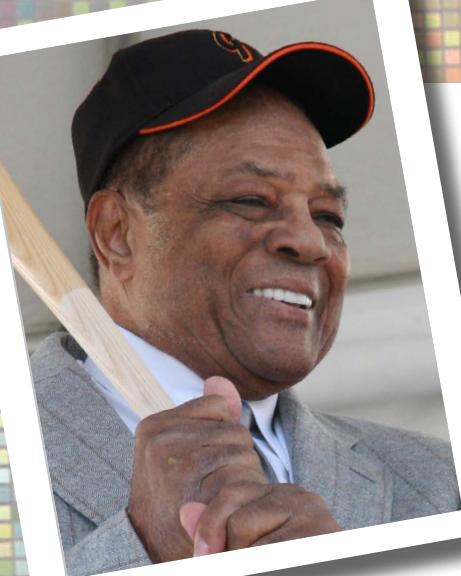
Institute on Aging
Helping Bay Area Seniors Live Independently

This card was handed out on May 6, 2011 at AT&T Park for Willie's 80th Birthday.

Institute on Aging (IOA) is a community-based, nonprofit organization that has helped thousands of Bay Area seniors to remain living in their own homes for over 25 years. IOA offers guidance and services for older adults to increase independence, alleviate worries, and live life with dignity. Turn to IOA for information on care in the home or in the community, counseling for caregivers and seniors, financial planning, resources for professionals and students in the field of aging, and much more. We are here to help!

Your Home or Ours...Services Where You Need Them
To learn more about our services, visit IOAging.org or call (415) 750-4111

Institute on Aging
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Willie Mays and IOA

No one needs to tell San Franciscan's that Willie Mays is a champion. Regarded by many as baseball's greatest all-around player of all time, Willie Mays became baseball's first "five-tool player", one who excels at hitting for average, hitting for power, base-running, catching and throwing. His 22 year record of homerun hits and game-saving fielding speaks for itself.

For over 25 years, IOA has sought to provide a similar excellence, depth and quality of service to Bay Area seniors. From a single adult day service in 1975 to our current 60,000 square foot Senior Campus, IOA now provides a great many services for Bay Area seniors, adults with disabilities and their family caregivers.

A "five-tool player" for Bay Area older adults, IOA's professional services surround a client with care. From comprehensive health assessments to daily in-home care, from social day services to elder abuse prevention, from care management to fiduciary services, IOA's offerings run deep.

IOA continues to develop innovative methods and services to enhance the quality of life for adults to enable them to remain living in their own homes.





Institute on Aging

Helping Bay Area Seniors Live Independently

3575 Geary Boulevard

San Francisco, CA 94118



IOA SENIOR CAMPUS

The construction of Institute on Aging's Senior Campus is now complete. This innovative facility combines many of IOA's services with affordable housing.

Located at 3575 Geary Boulevard in San Francisco, the Senior Campus serves as the main headquarters for IOA's comprehensive health and social support services.

While construction of the Senior Campus is complete, IOA's capital campaign continues. For more detailed information about making a contribution to the capital campaign, please contact Dr. Werdegar at 415-750-4140 x103.