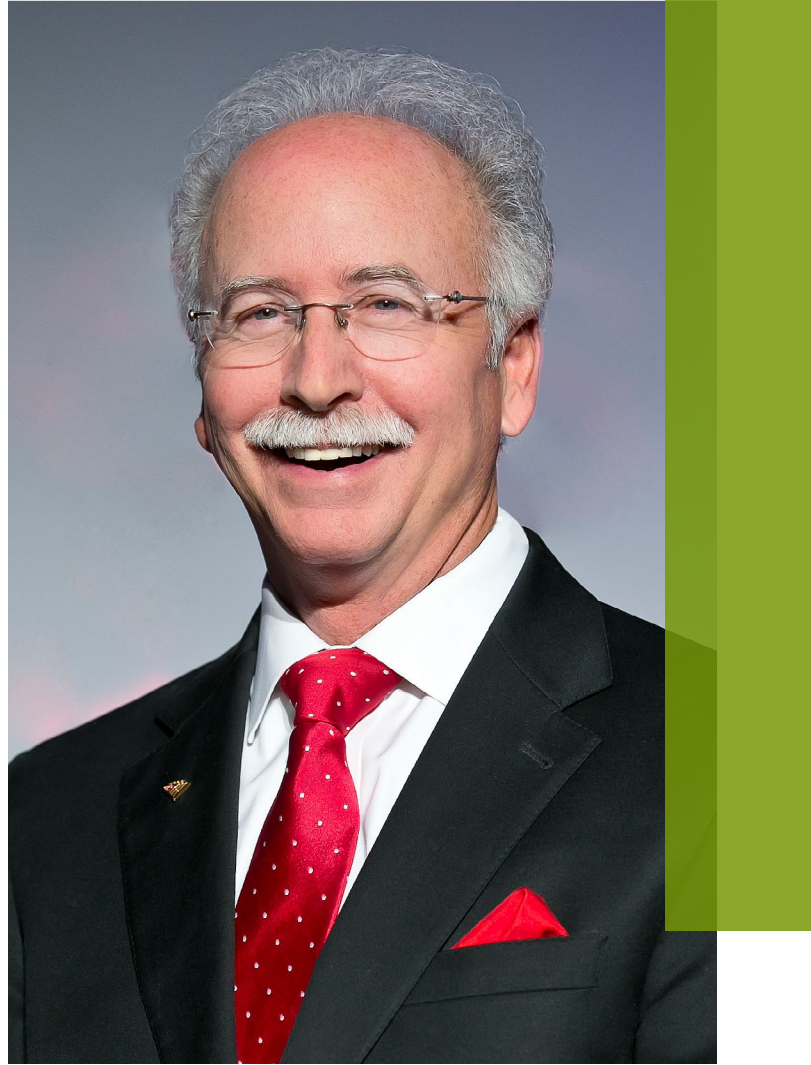




# Annual Report 2022





# Board Chair Message

## Dear Fellow Members, Partners, and Supporters,

The last year brought unprecedented challenges for aging services—both for those we serve and for our workforce. Already stretched to our limits during the pandemic, our sector faced perhaps the biggest challenge yet in 2022: recruiting talent and retaining those who work with us. LeadingAge worked hard all year to advocate for solutions for members on workforce and a host of other priority issues so nonprofit and mission-driven providers can ensure that the people we serve across the country have access to quality care and the services and supports they need.

As we look ahead to next year, know that LeadingAge will continue this important work and will be prepared for whatever challenges lie ahead. Only then can our sector continue the critical forward momentum needed to address the rapidly growing needs of older Americans in the decades to come.

Be well and stay strong,

A handwritten signature in black ink that reads "Mike King". The signature is written in a cursive, flowing style.

**Mike King**  
*LeadingAge, Board Chair*

When we gathered at the Annual Meeting in Denver in October 2022, the focus was on momentum. Momentum in building positive workplace cultures. Momentum in providing high-quality services with a focus on equity and access for all. Momentum in emerging from the pandemic to create the next chapter of aging services and, most importantly, momentum in building trust among those we serve, those who serve them, the media, policy makers and the public.

“LeadingAge worked hard all year to advocate for solutions for members on workforce and a host of other priority issues so nonprofit and mission-driven providers can ensure that the people we serve across the country have access to quality care and the services and supports they need.”

— *Mike King,*  
*LeadingAge Board Chair*

# 2022 LeadingAge Accomplishments

Together—the LeadingAge team, members, and partners—have continued to address COVID-related challenges and adapt during the ongoing national workforce shortage. Our efforts in 2022 allowed nonprofit and mission-driven providers to continue delivering quality care and services to older adults and their families. Here are some highlights of those accomplishments:

## Secured significant victories toward our strategic goal of ensuring an effective aging services system that is accessible and affordable for all.

- » Our advocacy led to a \$2.5 billion federal investment in the Housing for All Act, with the funds designated for affordable housing for older adults. LeadingAge-led grassroots and Capitol Hill advocacy ensured the Build Back Better legislation included key provisions supporting older Americans.
- » The John A. Hartford Foundation awarded LeadingAge a \$1 million grant to improve nursing home care in America. Our association earned this responsibility because our members span the continuum of nonprofit aging services providers and our record of building coalitions of stakeholders with diverse perspectives.

## Expanded our national network's ability to serve as thought leaders and the Trusted Voice for Aging.

- » The [LeadingAge LTSS Center @UMass Boston](#) advanced the field's knowledge with research published in scholarly journals on critical topics, including an impact report on climate change on older adults and articles on reimagining long-term care and assisted living.
- » LeadingAge developed a [collection of governance resources](#) that support boards of directors in addressing current challenges—such as accountability and diversity, equity, and inclusion (DEI)—and positioning our sector for future changes and opportunities.
- » Maintained status as a “go-to” information source for *The New York Times*, the *Associated Press*, *USA TODAY*, CNN, McKnight's, *The Washington Post*, National Public Radio, and other national news outlets.



## Prioritized workforce growth and diversity to support members during the national workforce shortage.

- » The [Aging Services Workforce Now!](#) advocacy campaign elevated the workforce crisis among White House and Congressional leaders—offering solutions to meet the needs of older Americans.
- » The [fruitful collaboration](#) continued with the United Negro College Fund to increase awareness about careers in aging services among underrepresented professionals. This partnership yielded the HBCUs-LTSS Careers Initiative, through which LeadingAge providers and leaders at historically Black colleges and universities (HBCU) and minority-serving institutions collaborate to develop a diverse pipeline of aging services managers and C-suite leaders.
- » We established a Leaders of Color network and online member community, which already connects more than 150 leaders for fellowship and to exchange best practices on advancing DEI initiatives.

## Brought together experts to advance our field with premier learning events.

- » Gathered more than 5,000 providers and business partners for quality learning opportunities during the LeadingAge Annual Meeting + EXPO, Collaborative Care Tech Summit (virtual), and LeadingAge Leadership Summit.





# President's Message

## Dear Fellow Members, Staff, and Partners,

Many of us will look back on 2022 with mixed emotions. That's understandable.

On the one hand, LeadingAge and its members ended 2022 with a great sense of relief as we saw credible signs that the worst of the pandemic may be behind us. We were grateful. We also were confident that we had done everything in our power to prepare our organizations for life after COVID.

At the same time, we were forced to recognize a hard reality. COVID's aftermath is still affecting our organizations. While the country is eager to move on from this devastating health emergency, our organizations have not yet recovered from the pandemic's damaging effects.

The ongoing workforce crisis, exacerbated by COVID, remains a major challenge. Pandemic-related financial challenges are still very real. As a result, many members have not been able to move forward with planned expansions. Some have closed the doors of care settings. All are cautious about the future.

LeadingAge understands. We know members are still fighting COVID, even though that fight has taken on a very different form. We feel your pain deeply and we are committed to helping you regain your equilibrium.

We acknowledge—with great pride in you, in LeadingAge, and in our field—that we have persevered, and that we will continue to persevere, together. That perseverance is a testament to each LeadingAge member organization. It is also a testament to our shared mission to ensure that all older adults have the support they need to age with health, independence, and dignity.

With gratitude for your commitment to that shared mission,

**Katie Smith Sloan**  
President @ CEO

“We acknowledge—with great pride in you, in LeadingAge, and in our field—that we have persevered, and that we will continue to persevere, together.”

— *Katie Smith Sloan,*  
*LeadingAge President @ CEO*

# Board of Directors

The LeadingAge Board of Directors is responsible for the governance of the organization, providing strategic direction, fiduciary oversight, and policy development. Those who serve have the opportunity to shape LeadingAge's activities during their terms, as well as the opportunity to connect with other leaders in transforming aging services.

**Mike King**  
**Chair**  
President & CEO  
Volunteers of America  
Alexandria, VA

**Carol Silver Elliott**  
**Immediate Past Chair**  
President & CEO  
Jewish Home Family  
Rockleigh, NJ

**Roberto Muñiz**  
**Chair-Elect**  
President & CEO  
Parker Health Group, Inc.  
Piscataway, NJ

**Terri Cunliffe**  
**Treasurer**  
President & CEO  
Covenant Living  
Communities  
Skokie, IL

**Walter Ramos**  
**Secretary**  
President & CEO  
Rogerson  
Communities  
Roslindale, MA

**Marvell Adams**  
Founder & CEO  
W Lawson  
Baltimore, MD

**Steve Bahmer**  
President & CEO  
LeadingAge Florida  
Tallahassee, FL

**Deke Cateau**  
CEO  
A.G. Rhodes  
Atlanta, GA

**Laurence Gumina**  
CEO  
Ohio Living  
Westerville, OH

**Christie Hinrichs**  
President & CEO  
Tabitha  
Lincoln, NE

**Todd Murch**  
President & CEO  
Eskaton  
Carmichael, CA

**Ursula Robinson**  
Executive Director  
PACE of the Triad  
Greensboro, NC

**Kate Rolf**  
President & CEO  
Nascentia Health  
Syracuse, NY

**Joseph Scopelliti**  
President & CEO  
VNA Health System  
Shamokin, PA

# State Partners & State Executives

## **LeadingAge Alabama**

Carol Holzman, Board Chair

## **LeadingAge Arizona**

Pam Koester, CEO

## **LeadingAge California**

Jeanne Parker Martin, President & CEO

## **LeadingAge Colorado**

Laura Landwirth, President & CEO

## **LeadingAge Connecticut**

Mag Morelli, President

## **LeadingAge DC**

Makeda Vanderpuije, Executive Director

## **LeadingAge Florida**

Steve Bahmer, President & CEO

## **LeadingAge Georgia**

Ginny Helms, President & CEO

## **LeadingAge Gulf States**

Karen Contrenchis, President

## **LeadingAge Illinois**

Angela Schnepf, President & CEO

## **LeadingAge Indiana**

Eric Essley, President & CEO

## **LeadingAge Iowa**

Shannon Strickler, President & CEO

## **LeadingAge Kansas**

Rachel Monger, President & CEO

## **LeadingAge Kentucky**

Timothy Veno, President

## **LeadingAge Maine & New Hampshire**

Lisa Henderson, Executive Director

## **LeadingAge Maryland**

Allison Ciborowski, President & CEO

## **LeadingAge Massachusetts**

Elissa Sherman, President

## **LeadingAge Michigan**

David Herbel, President & CEO

## **LeadingAge Minnesota**

Kari Thurlow, President & CEO

## **LeadingAge Missouri**

William Bates, CEO

## **Montana Hospital Association (MHA)**

Heather O'Hara, Vice President

## **LeadingAge Nebraska**

Kierstin Reed, CEO

## **LeadingAge New Jersey/Delaware**

James W. McCracken, President & CEO

## **LeadingAge New York**

James Clyne, President & CEO

## **LeadingAge North Carolina**

Tom Akins, President & CEO

## **LeadingAge Ohio**

Susan Wallace, President & CEO

## **LeadingAge Oklahoma**

Kristi Colclasure, Executive Director

## **LeadingAge Oregon**

Kristen Milligan, CEO

## **LeadingAge Pennsylvania**

Garry Pezzano, President & CEO

## **LeadingAge Rhode Island**

James Nyberg, Executive Director

## **LeadingAge South Carolina**

Kassie South, President & CEO

## **South Dakota Association of Healthcare Organizations**

Tammy Hatting, COO

## **LeadingAge Tennessee**

Gwyn Earl, Executive Director

## **LeadingAge Texas**

George Linial, President & CEO

## **LeadingAge Virginia**

Melissa Andrews, President & CEO

## **LeadingAge Washington**

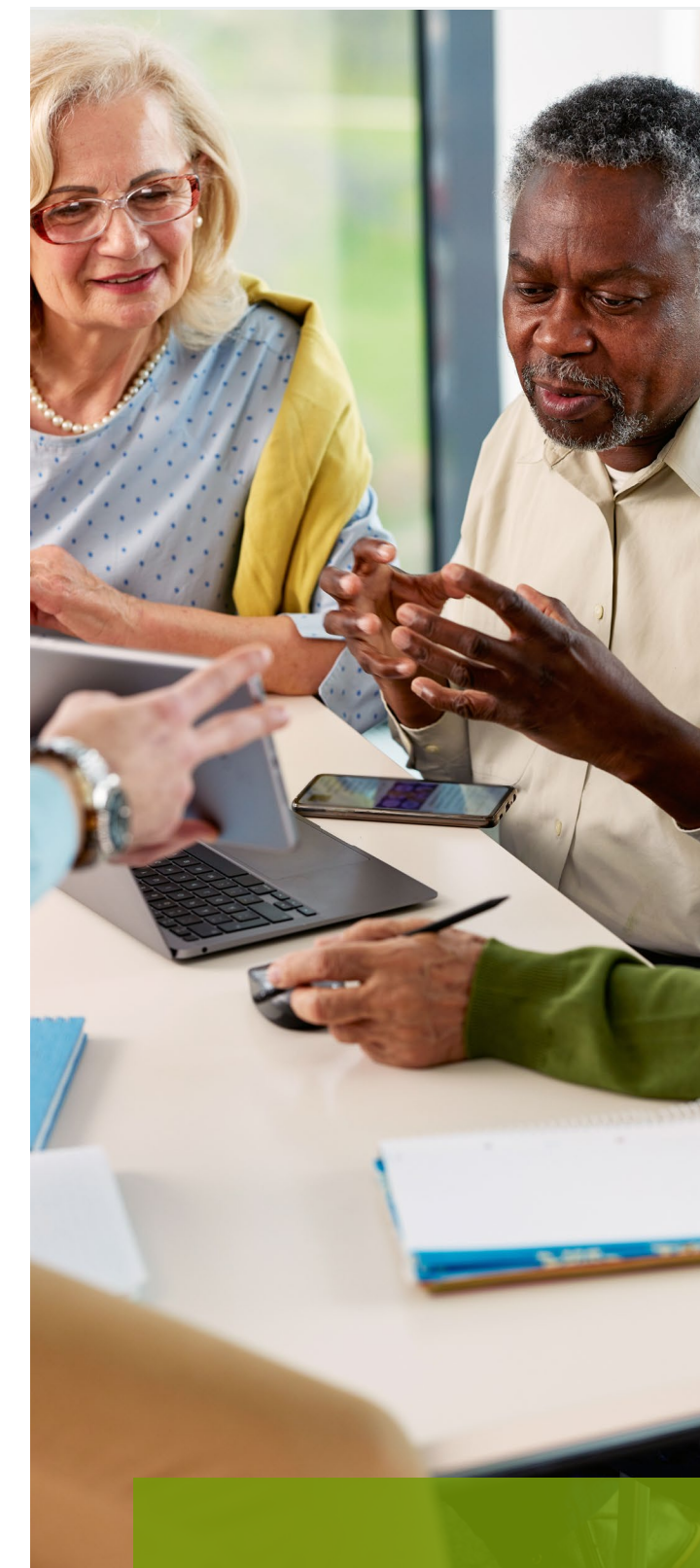
Deb Murphy, President & CEO

## **LeadingAge Wisconsin**

John Sauer, President & CEO

## **LeadingAge Wyoming**

Eric Boley, CEO





# Committees & Advisory Groups

## Committees

### Audit Committee

**Emma DeVito, Chair**  
President & CEO  
VillageCare  
New York, NY

The Audit Committee is charged with recommending the appointment of the independent auditor; and ensuring that the audit is conducted within the auditing standards applicable to financial audits contained in Government Auditing Standards, issued by the Comptroller of the United States.

### Budget & Finance Committee

**Terri Cunliffe, Chair**  
President & CEO  
Covenant Living Communities  
Skokie, IL

The Budget and Finance Committee has overall fiduciary responsibility for the association and oversees the association's investments. With the association's treasurer as its chair, the committee reports to the LeadingAge Board of Directors.

### Education Planning Committee

**Kelly Papa, Chair**  
President & CEO  
Duncaster Retirement Center  
Bloomfield, CT

The Education and Leadership Development Committee advises on the development of educational content for the LeadingAge Annual Meeting (and other educational programs as needed). The committee includes representatives of professional networks, affiliated organizations, and members.

### Legal Committee

**Dana Parsons, Chair**  
Vice President & Legislative Counsel  
LeadingAge Virginia  
Glen Allen, VA

The Legal Committee is comprised of eight core members, plus state-designated counsel representing LeadingAge state associations. The committee's work includes analyzing the effect on LeadingAge members of various legal issues related to public policy and provider operations; monitoring state level legal issues; and providing recommendations on use of the Legal Fund.

### Public Policy Committee

**Roberto Muñiz, Chair**  
President & CEO  
Parker Health Group, Inc.  
Piscataway, NJ

The Public Policy Committee is charged with developing recommendations for Public Policy Principles and Public Policy Positions for approval by the Board of Directors.

## Advisory Groups

LeadingAge convenes several formal advisory groups to offer expert advice and opinions on critical issues in our field. Advisory groups are led by national staff and participation is by invitation only. Most advisory groups are for provider members only, with the notable exception of the CAST Commission.

### CAST Commission

**Staff Convener:** Scott Code

### Clinical Advisory Group

**Staff Convener:** Todd Adams

### Governance Advisory Group

**Staff Conveners:** Katie Smith Sloan and Julieta Holguin

### Managed Care Advisory Group

**Staff Convener:** Nicole Fallon

### UNCF Advisory Group

**Staff Convener:** Adrienne Ruffin

# CAST Commission

## AARP

**Paola Narsico**, VP of Product and Program Development and Optimization

## Acts Retirement-Life Communities, Inc.

**Peter Kress**, Senior VP & CIO

## Asbury

**Nick Patel**, President

## BlueOrange Compliance

**John DiMaggio**, CEO

## Caringale Solutions, a cloud business unit of ValueMomentum

**Venkat Pydimarri**, Head, Healthcare

## ConnectRN, Inc.

**Ted Jeanloz**, ConnectRN, Inc.

## Corning Optical Communications

**Kevin Stephens**, Solutions Architect, Fiber Deep Networks

## Covenant Living

**Bill Rabe**, Senior VP Enterprise Operations

## Cypress Living

**Joe Velderman**, VP of Innovation

## Direct Supply, Inc.

**Justin Smith**, Innovation and Technology Manager

## Duke-Margolis Center for Health Policy

**Mark McClellan**, Director of the Robert J. Margolis Center for Health Policy, Duke University

## Friendly Senior Living

**Joel Snyder**, Director of Information Technology

## Givens Communities

**Richard Foor**, CTO

## Hamilton CapTel

**Dave Blanchard**, OD/Strategic Business Development

## HumanGood, Inc.

**Tim Jones**, VP Information Technology

## Ingleside

**Dusanka Delovska-Trajkova**, CIO

## Jewish Home Family

**Brandy Stefanco**, CFO

## Lifespace Communities, Inc.

**Kenneth Poinsette**, CIO

## MatrixCare, Inc.

**Eric Grunden**, CCO, SaaS Business Unit at ResMed

## Netsmart

**Maggie Cameron**, Senior Living Solution Strategist

## Ohio Living

**Matt Chevront**, IT Director

**Larry Gumina**, CEO

## OnShift

**Peter Corless**, Executive VP of Enterprise Development

## Parker Health Group, Inc.

**Judy Collett-Miller**, Director of Technology Innovation

## Partners Pharmacy

**James Matthews**, COO, Advanced Pharmacy Solutions

## Perkins Eastman Architects PC

**Alejandro Giraldo**, Principal

## PointClickCare

**Dave Wessinger**, Co-Founder & CEO

## PointRight, A Net Health Company

**Nadia Angelidou**, VP of Analytics

## Providence Life Services

**Rich Schutt**, CEO

## ProviNET Solutions

**Carl Goodfriend**, CIO

## RCare

**Nick Garofoli**, COO

## RiverSpring Living

**David Finkelstein**, CIO

## Selfhelp Community Services

**Stuart Kaplan**, CEO

## Sentrics

**Rick Taylor**, CSO

## South Dakota Association of Healthcare Organizations

**Tammy Hatting**, COO

## St. Andrew's Resources for Seniors System (STARSS)

**Susan Leonard**, CIO

## Sun Health Communities

**Donny Friday**, Director of Technology

## The Kendal Corporation

**Kurt Rahner**, VP of Information Technology

## United Church Homes

**Michael Hughes**, Senior Executive VP and Chief Transformation and Innovation Officer

## Volunteers of America

**Ryan Elza**, Vice President of Innovation & Technology

## Westminster Canterbury on Chesapeake Bay

**Ed Lawson**, Senior Director of IT

## Yardi Systems, Inc.

**Fil Southerland**, Director/Senior Housing



# Corporate Alliance Partners & Donors

## Gold Partners

Gold Partners are top-level supporters of LeadingAge and demonstrate their extraordinary commitment to our members year-round through signature initiatives that advance the field of aging services.



## Silver Partners

Silver Partners are highly engaged supporters of LeadingAge and demonstrate their commitment to our members year-round through support of our programs.



## Bronze Partners

Bronze Partners are highly engaged supporters of LeadingAge and demonstrate their commitment to our members year-round through support of our programs.



# Grant Funders

**The LeadingAge LTSS Center @UMass Boston conducts research to help our nation address the challenges and seize the opportunities associated with a growing older population.**

LeadingAge and the University of Massachusetts Boston (UMass Boston) established the LTSS Center in 2017. The center is unique because it combines the resources of a major research university with the expertise and experience of applied researchers working with providers of long-term services and supports (LTSS).

The LTSS Center, with offices in Washington, DC, and Boston, MA, strives to conduct studies and evaluations that will serve as a foundation for government and provider action to improve quality of care and quality of life for older adults.

LTSS Center researchers bring an extraordinary depth of knowledge and experience to a variety of issues affecting older adults and LTSS providers. We believe strongly that by working together, LeadingAge and UMass Boston can do more to build an evidence base for promising practices in the LTSS field than either organization could accomplish alone.

## LeadingAge LTSS Center @UMass Boston | 2022 Funders

### Arlington Retirement Housing Corporation

The Blue Cross Blue Shield of Massachusetts Foundation

Grantmakers in Aging

Joan Anne McHugh Family

The John A. Hartford Foundation

The John H. & Ethel G. Noble Trust

Lutheran Services in America

Massachusetts Association for the Blind and Visually Impaired

Massachusetts Department of Housing and Community Development

MassHousing

Michigan Health Endowment Fund

### National Institutes of Health

» National Institute on Aging

» National Institute of Nursing Research

Parker Life

The Patrick and Catherine Weldon Donaghue Medical Research Foundation

Richmond Memorial Health Foundation

The Robert Wood Johnson Foundation

RRF Foundation for Aging

Wellspring Lutheran Services

U.S. Department of Health & Human Services

» Administration for Community Living (ACL)

» Centers for Disease Control and Prevention (CDC)



## LeadingAge Partnership with CDC/Community Catalyst for Vaccine Equity and Access Program Member Grants

Through the creation of English- and Spanish-speaker grassroots materials and communications and partnership tools, as well as distribution of \$80,000 in grants to members, the Centers for Disease Control and Prevention-Funded Community Catalyst and the Vaccine Equity and Access Program (VEAP) partnership raises awareness and access to vaccines among older adults and the people who care for them, particularly in communities of color.



# Donor List

Michelle Abernathy  
DeAnn & Tom Akins  
Majd Alwan  
AmazonSmile Foundation  
Kasey Anderson  
Melissa Andrews  
Denise Aver  
Mary Kate Bartley  
Sharon Belovarac  
James Bernardo  
Dave Blunier  
Lisa Brosnan  
Ingrid Brown  
Kimberly Brown  
Edward Brubaker  
Henry Brubaker  
Jennie Bury  
CARF International  
Carol Woods  
Retirement Community  
Deke Cateau  
Leatrice Chambers Johnson  
Roque Christensen  
Lisa Clerman  
Cheryl Clinkenbeard

Orla Concannon  
Karen Contrenchis  
Cornell  
Communications, Inc.  
Cindy Courtier  
Judith Crager  
Lisa Cummins  
Richard Curtis  
CyberGrants, SPV, LLC  
Kenneth Daniel  
Dan Davis  
Leslie DiGirolamo  
Kristine Donnelly  
Dee Dunn  
Judy Dunn  
Ellen Efros  
Diane Eldridge  
Falcons Landing  
Erin Finn  
Kendra German  
Jane Gibson  
Terry Goldstein  
Margaret Graham  
Nancy Gross  
Claire Guerette

Valerie Hamel  
Kathleen Harris  
Virginia Helms  
Lisa Henderson  
Herbert J. Sims & Co., Inc.  
Christie Hinrichs  
Cheryldene Jackson  
Kirsten Jacobs  
Java Group Programs  
Cindy Jerome  
The John A. Hartford  
Foundation, Inc.  
Franke Tobey Jones  
Fritz Kahn  
Julie Ann Kemman  
Kendal at Oberlin  
Ketchum, Inc.  
Lisa Kirby  
Bryce Kirchoff  
Simon Knight  
Pamela Koester  
Lambeth House  
Laura Landwirth  
John Larson  
Karen Lehman

Robert Liebreich  
Jonathan Lips  
Joya Marotta  
Chris Marsh  
Cary Maslow  
Patti Matthias  
Kelly Maxfield  
James McCracken  
Lisa McCracken  
Jennifer McKenna  
Anna McKeon  
Larry McNickle  
Dale Melton  
Scott Mickleit  
Lois Mills  
William Minnix  
Mississippi Methodist  
Senior Services, Inc.  
Mauri Mizrahi  
Kathy Mock  
Traci Montgomery  
Rachel Monger  
Vickie Moody  
Mag Morelli  
Monica Morgal

Marissa Nicoletti  
Lynn Olds  
Leila Orndorff  
Michelle Pandolfi  
Diane Pappafotis  
Alan & Sharon Parver  
Will Peterson  
James Pieffer  
Sabrina Porter  
Philip Prelusky  
Presbyterian  
SeniorCare Network  
Nicole Pretre  
Mike Rambarose  
Walter Ramos  
Renaissance Charitable  
Foundation  
Beth Ricker  
Mia Robinson Mullen  
Karla Pena Rosa  
Kim Schilling  
Selfhelp Community  
Services  
David Seward  
Jessie Shappell

Cindy Shemansky  
Debra Sheridan  
Elissa Sherman  
Katie Smith Sloan  
Anna Louis & Gerald Smith  
William Smith  
Don Stephens  
Laura Swenson  
Paige Thayer  
Sharon Towers  
Patricia Tursi  
Juan Vega  
John Warner  
Westminster  
Canterbury Richmond  
Tom Willis  
Cheryl Wilson  
Steve Wittman  
Kimber Wraalstad  
Vernon Wright  
Ilana Xuman  
Gwendolyn Zander  
Delvin Zook

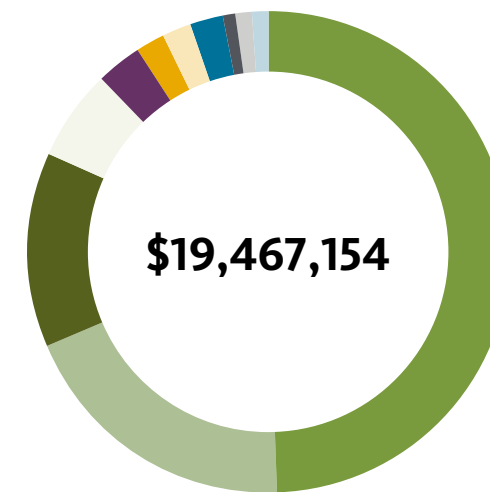
# Financial Performance

LeadingAge is a 501(c)(3) tax-exempt charitable organization focused on education, advocacy, and applied research.

## STATEMENT OF FINANCIAL POSITION

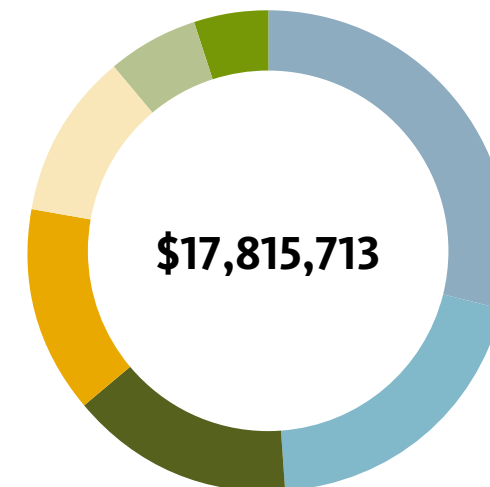
Assets	2022	2021
Cash and cash equivalents	\$2,223,484	\$2,716,178
Investments	\$17,032,338	\$19,579,164
Receivables	\$2,609,343	\$1,160,733
Prepaid expenses and other assets	\$2,052,873	\$1,814,736
Investment in Value First, Inc.	\$182,750	\$146,633
Interest rate swap agreement	\$621,758	-
Property and equipment	\$10,294,250	\$9,886,588
<b>Total assets</b>	<b>\$35,016,796</b>	<b>\$35,304,032</b>
Liabilities & Net Asset Liabilities	2022	2021
Accounts payable and accrued expenses	\$2,112,976	\$1,979,245
Deferred revenue	\$6,624,588	\$5,211,583
Line of credit	\$2,750,000	-
Interest rate swap agreement	-	\$485,177
Note payable	-	\$1,969,030
Bonds payable	\$9,838,717	\$10,374,654
<b>Total liabilities</b>	<b>\$21,326,281</b>	<b>\$20,019,689</b>
Net Assets	2022	2021
Without donor restrictions	\$11,085,555	\$13,514,816
With donor restrictions	\$2,604,960	\$1,769,527
<b>Total net assets</b>	<b>\$13,690,515</b>	<b>\$15,284,343</b>
<b>Total liabilities &amp; net assets</b>	<b>\$35,016,796</b>	<b>\$35,304,032</b>

## TOTAL REVENUE & SUPPORT



- 49% Membership Dues \$9,470,221
- 19% Sponsorships \$3,759,015
- 13% Conferences & Meetings \$2,510,962
- 6% Contracts for Services \$1,158,331
- 3% Contributions \$574,824
- 2% Net Interest & Dividends \$483,488
- 2% Advertising & Publications \$471,540
- 2% Rental & Parking \$453,455
- 1% Net Assets Released from Restrictions \$278,482
- 1% Other Income \$162,336
- 1% Shared Services \$144,500

## TOTAL PROGRAM SERVICES EXPENSES



- 29% Knowledge Center \$5,137,599
- 20% Public Policy & Advocacy \$3,624,387
- 15% LTSS Center \$2,696,730
- 14% Communications & Marketing \$2,479,326
- 11% Membership Services & State Relations \$1,920,819
- 6% Business Development \$984,818
- 5% Center for Aging Services Technology \$972,034

\* For more information please refer to the FY22 audit report, available upon request



# Financial Performance

## STATEMENTS OF ACTIVITIES

Activities Without Donor Restrictions	2022	2021
<b>Revenue &amp; Support</b>		
Membership dues	\$9,470,221	\$9,851,012
Sponsorships	\$3,759,015	\$1,946,284
Conferences and meetings	\$2,510,962	\$1,514,626
Interest and dividends, net of fees	\$483,488	\$684,086
Advertising and publications	\$471,540	\$440,146
Rental and parking	\$453,455	\$382,675
Shared services	\$144,500	\$259,730
Contracts for services	\$1,158,331	\$129,466
Other income	\$162,336	\$77,651
Contributions	\$574,824	\$207
Net assets released from restrictions	\$278,482	\$477,422
<b>Total revenue and support</b>	<b>\$19,467,154</b>	<b>\$15,763,305</b>
<b>Expenses — Program Services</b>		
Public policy and advocacy	\$3,624,387	\$3,781,826
Knowledge Center	\$5,137,599	\$3,302,020
Communications and marketing	\$2,479,326	\$2,790,777
Membership services and state relations	\$1,920,819	\$1,921,997
LTSS Center	\$2,696,730	\$1,886,729
Business development	\$984,818	\$1,099,651
Center for Aging Services Technology	\$972,034	\$929,420
<b>Total program services expenses</b>	<b>\$17,815,713</b>	<b>\$15,712,420</b>

Activities Without Donor Restrictions	2022	2021
<b>Expenses — Supporting Services</b>		
General and administrative	\$4,150,117	\$4,214,856
<b>Total supporting services expenses</b>	<b>\$4,150,117</b>	<b>\$4,214,856</b>
<b>Total expenses</b>	<b>\$21,965,830</b>	<b>\$19,927,276</b>
<b>Change in net assets without donor restrictions before other items</b>	<b>(\$2,498,676)</b>	<b>(\$4,163,971)</b>
<b>Other Items</b>		
Net gain on investments	(\$2,867,667)	\$1,847,127
Gain on forgiveness of note payable (PPP loan)	\$1,744,030	\$742,600
Unrealized gain (loss) on interest rate swap agreement	\$1,106,935	\$487,957
Acquisition through contribution	\$50,000	\$385,176
Equity in loss of Value First, Inc.	\$36,117	(\$48,896)
<b>Change in net assets without donor restrictions</b>	<b>(\$2,429,259)</b>	<b>(\$750,005)</b>
<b>Activities With Donor Restrictions</b>		
Contributions	\$1,320,811	\$158,188
Investment income, net	(\$206,896)	\$159,964
Net assets released from restrictions	(\$278,482)	(\$477,422)
<b>Change in net assets with donor restrictions</b>	<b>\$835,433</b>	<b>(\$159,270)</b>
<b>Change in net assets</b>	<b>(\$1,593,826)</b>	<b>(\$909,275)</b>
<b>Net Assets</b>		
<b>Beginning</b>	<b>\$15,284,343</b>	<b>\$16,193,618</b>
<b>Ending</b>	<b>\$13,690,517</b>	<b>\$15,284,343</b>

# Connect With Us



2519 Connecticut Avenue NW  
Washington, DC 20008



202-783-2242



[leadingage.org](http://leadingage.org)



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