



Grace Manor Health Care Facility 2003 Annual Report

Grace Manor Health Care Facility opened its doors in 1998 and is the only African American-sponsored long-term care facility in Western New York. 2003 was an important milestone year as Grace Manor celebrated its 5th anniversary. Grace Manor is a 167-bed facility with 220+ employees providing services for long-term nursing and short-term rehabilitation residents and because of our heritage takes pride in providing a program of culturally competent continuing care for our residents.

The premise upon which Grace Manor was founded is that a high cultural competency level for the staff and facility must be maintained if non-Euro-American residents are going to experience a high satisfaction with the quality of life they have in the facility. At yearend 2003, Grace Manor experienced an ethnic diversity of 60% African-American, 4% Latino/Other and 36% Euro-American. At that point in time, there were no Asian residents and the gender division was 32% male and 68% female residents. Also significant is the percent of residents under the age of 65 being twice that of the NYS average for nursing homes (14.3% versus 7.6%).

Referral Sources and Statistics

Grace Manor HCF is a standalone long-term care facility without assisted living, adult daycare programs or senior housing components and at this point is reliant on referrals from local hospitals as well as residents coming directly from home. In 2003, over half of the referrals (57%) came from Buffalo General Hospital and the Erie County Medical Center. In 2003, Grace Manor staff screened 269 cases for appropriate placement, of which 180 were approved and 113 became Grace Manor residents.

Admitted to GMHCF	113	42% screened
Accepted/Went Elsewhere	67	25% screened
Denied	84	31% screened
Other	5	2% screened
	269 Total Screened	100%

Program

Grace Manor is a licensed skilled nursing facility caring for individuals requiring long-term care or short-term rehabilitation. In addition, we are introducing the Morning Glory Program, a program of structured activities for our residents suffering from dementia. There is a full Physical and Occupational Therapy program with Speech Therapy provided as needed. Dental care, podiatry, optometry, pastoral care and beauty shop join a wide variety of Cultural Arts programming to insure that the residents receive optimal physical care and extensive contact with visitors. Grace Manor has a complement of 113 individual and group volunteers who contribute hundreds of hours of service every year.

Financials

Unlike other long-term care facilities, Grace Manor's mission of caring for the City of Buffalo's needful elderly and otherwise underserved population greatly impacts its financial situation. In 2001, the last reported full year of statistics, Grace Manor had no private pay residents and received 95% of its income from Medicaid. By contrast, the New York State average is Medicaid receipts of 67% and 20% at the higher private pay level.

As is typical with most non-profit nursing home operations, Grace Manor carries a large long-term debt consisting of mortgage and equipment loans. A better indicator of the financial viability of this organization is the excess of revenue over operating expenses:

	2003	2002
Resident Service Revenue	\$ 10,639,688	\$ 9,048,350
Total Operating Expenses	10,372,800	9,173,799
Excess Revenues/Expenses	\$ 266,888	(\$ 125,449)

Development

As the review of the financials for Grace Manor illustrates, fund-raising will be of growing importance as an additional source of revenue in the future of the facility. Fund-raising in 2003 experienced the first full year of activities. A total of \$28,463 was raised from 92 donors, including 8 foundation requests which were funded. The funds raised were devoted to many projects to improve the facility's physical plant: tuck-pointing brickwork, replacing window screens, installing an automated door opener, landscaping the front entrance gardens and constructing bookcases for the reading program. Grace Manor greatly appreciates the generosity of its supporters and vows to invest their contributions, along with the United Way contributions of its employees, wisely for the betterment of the residents and the viability of Grace Manor:

\$5000 +

Baird Foundation
M&T Bank Foundation

\$1000 – 4999

Hoskins Foundation
Josephine Goodyear Foundation
Rebecca Landy & Robert Tell
Western New York Foundation

\$500 - 999

First Baptist Church
June W. Hoeflich
Key Bank Foundation

\$250 – 499

Garry Baker
The Links, Inc.-Erie County
Chapter
MST Associates, LLC
Adam Perry, Esq.
Winford Quick, M.D.

\$100 – 249

Bristol-Myers Squibb Co.
Buffalo Ultrasound
Client Solutions of WNY
James P. Czajkowski, RPh.
Ferguson Electric Service Co. Inc.
Freed Maxick & Battaglia, CPA
Wade & Doris Goforth
Nancy Hargro
Health Systems Services, Ltd.
Mr. & Mrs. George Koutzen
Anthony Maiorana
Philip Okala
Peyton Barlow Co., Inc.
Siemens Bldg. Tech., Inc.
Willcare
Richard Wrona

\$50 – 99

Alphagraphics
Jim Anderson Sr.
D.V. Brown & Associates, Inc.
Buffalo Scrubs
Mary Carter
Rev. Michael Chapman
Diane Byas Green
Cecelia Henderson
MG Healthcare Solutions, Inc.
Laura Pleasant
Elaine Ramesh
Sarah Scott
Esther Wofford
Bronilaus Wojcik

Up to \$49

Mary Bertola
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Mr. & Mrs. James Boldt
Laura Chandler
Helen Christian

Lois Dabney
Linda & Santo Depronio
Dobmeier Janitor Supply, Inc.
Dove Medical Supplies
Doyle Security Systems
Vera Dutka
Michael Forman
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Cleatrice Hinshaw
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Mary Randolph
Tessie Ridgeway
A. Raynette Robinson
Corrine Rollins
James Shoulter
Gusteen Sharpe
James Solomon
Leonard Sperling
Alpina Taylor
United Shared Services
James Wallin

Memorials

In Memory of Rev. Hershel
Chapman

New Hope Baptist
Church

In Memory of Rose Mikler

M/M. Michael G. Lieber

M/M. Keith Poole

Mr. Richard Wrona

Pledges received in 2003:**\$1000**

Dorcas L. Colvin

\$500

June W. Hoeflich
James P. Klyczek, Ph.D.
Philip Okala
David Stieglitz

\$250

Cian Robinson

Grace Manor HCF is the grateful
recipient of the following pledges
made through the **United Way/
SEFA/CFC Drives** held in the
fall of 2003:

1000 +

David J. Gentner
June W. Hoeflich

\$500 – 999

Dorcas L. Colvin
Isadore DeMarco
Muriel A. Howard, Ph.D.

\$200 – 499

Mary Boldt
Clyde T. Burt
Bonita A. Durand, Ph.D.

\$100 – 199

Anonymous - 2
Lewanda J. Alston
Drexel S. Andrews
Angelene Burton
Gwendolyn A. Clark
Annie D. Dabney
Michael Forman
Juanita K. Hunter, Ph.D.
Lynn Y. Jones
Anthony Maiorana
Susan M. Oakley
Mary Renfroe
Mattie L. Rhodes
Darlene Thomas
Mary K. Williams

\$50 – 99

Marie Antoine
Donald Barr
Danielle C. Berry
Gertrude Chaney
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Danyiye L. Feaster
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Keesha C. Miller
Christine A. Myers
Kathleen Randall
Malcolm A. Smith
Jitan E. Tatum
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Up to \$49

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Cynthia D. Bobb
Dawnunique H. Caver
April L. Forman
Tara Heard
Piyare L. Jain, Ph.D.
Paul A. Miles
Nializ Negron
Deborah D. Wilson



David J. Gentner
President & CEO