



Annual Report 2023

close
>>>> **THE gap**
IN SENIOR CARE

MESSAGE FROM THE FOUNDER AND PRESIDENT, JEFF SALTER

On April 1st, 2021, to celebrate 30 years of serving seniors, I decided to tour the country on an electric bike to visit all the Caring locations and to raise awareness of senior care needs in America.

My bike was more than transportation; it was a symbol of assistance, which allows us all to achieve things that we didn't think were possible. For example, seniors can live happy, healthy, and fulfilled lives, but they might need a little assistance at times.

Along the way, I raised nearly \$170,000 in support of this cause and used these funds as seed money to start Close the Gap in Senior Care, an independent, nonprofit organization. The name is significant because in cycling, "closing the gap" between riders is crucial for top performance, allowing cyclists to get farther and faster as a team. Likewise, when caregivers, community leaders, innovators, and entrepreneurs work together, we can "Close the Gap" in meeting the needs of America's seniors.

October 20, 2023, will be the second anniversary of Close the Gap in Senior Care.



Jeff Salter

Founder and President

July 31, 2023

OUR MISSION AND VISION

We believe in the dignity of aging in place. To ensure our aging loved ones enjoy a better quality of life, we strive to identify underserved areas of senior care and help to close the gaps in those areas. By working with community partners, we will help build community resources and create support services to give seniors what they need to live safely in their own home for as long as they want and need.

- To highlight the needs of a demographic that is often overlooked and to organize and/or execute actions that make tangible improvements in seniors' lives
- Bringing together community leaders, entrepreneurs, innovators, local agencies, and the community at large to examine the "larger picture" of senior care
- To help ensure seniors have the option of safely aging at home with the support they want and need

VISION STATEMENT

We strive to build a community where seniors have the resources and support to live safely in their own home for as long as they want and need



FEATURED INITIATIVE: GRAB THE BARS



One of the biggest gaps in senior care is fall prevention. Every 11 seconds, a senior is treated in the emergency room for a fall. And the cost of their treatment averages \$30,000. But many of these falls could be prevented with grab bars—saving money, dignity, and even lives of seniors across the country.

Falls are the leading cause of fatal injury among seniors, and over 80% of those falls happen in the bathroom. But there is a simple and cost-effective solution that can help significantly reduce a senior's risk of falling: grab bars. These safety devices can be easily installed in any bathroom to provide support and stability, reducing the likelihood of falls and serious injuries.

Our maiden initiative, "Grab the Bars," focused on fall prevention through these safety devices. Using a nomination process, we provided grab bars for seniors who may not otherwise have the means or ability to install them.

In March 2022, we began accepting nominations for grab bar installations, and so far, we have received 578 nominations from across the United States. Over 470 nominations have been approved and sent to our installer networks: Lowe's Livable Home and TruBlue Home Service Ally. In June 2022, we opened nominations to another key partner, Veterans Care Coordination and have helped over 90 veterans and veteran spouses.

Over the past 16 months, we have completed and paid for 318 installations, ensuring those seniors have one more way to age in place safely.



FEATURED INITIATIVE: GRAB THE BARS

578

Nominations
Received

476

Nominations
Approved

318

Installations
Completed

90

US Veterans
Assisted

71

Installations
Pending

FEATURED INITIATIVE: GRAB THE BARS

Stories

Seniors have been nominated for a variety of reasons, and the nominators tell compelling stories about the seniors they are nominating for the grab bar gift.

Here are a few examples:

"The family has a lot of expenses for recent care and the mom just had a brain aneurysm, the husband is also off balance. They want to remain their home."

--Essex Co, NJ

"Nominee and spouse live alone without any caregiver assistance. He recently had a fall and has his physical abilities significantly decline. He is bathing on his own, but reports he feels nervous he is going to fall sometimes..."

--Lakeside, CA

"They have been trying to find help for months, they are a very sweet couple. Both are unsteady and have frequent falls. This would really help them!"

--Jasper, GA

Thank You's

New Braunfels, TX, July 2023

"Just wanted to notify your group that I am very pleased and thankful for the installation of my grab-bars completed this morning. Again, thanks to all of you!"

--E.A.

Bloomfield, MI, December 2022

"Thank you for sending us the installer Erik, he did a really good job with our new grab bars!"

--D.R.

Fort McCoy, FL, June 2023

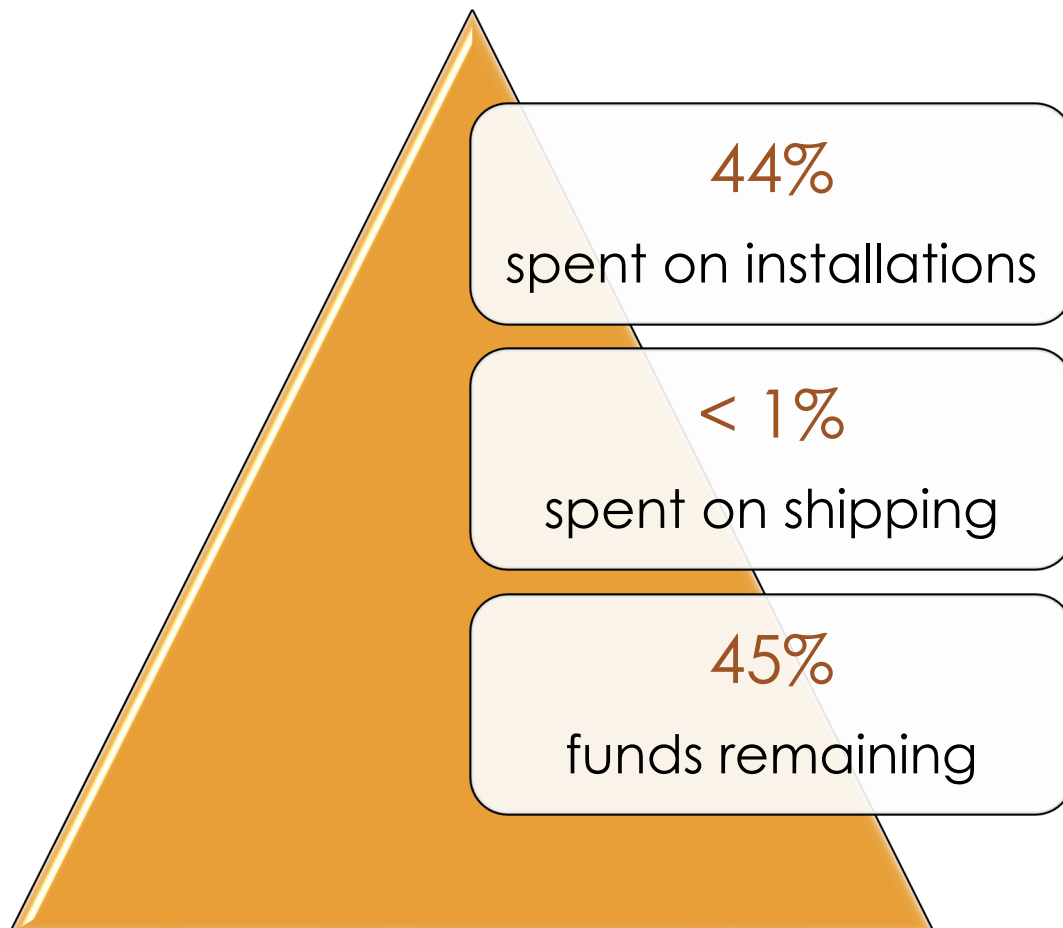
Thank you for my new grab bars, here is a photo of me using them."

--J.W.



FINANCIAL HEALTH

Opening Balance	\$	178,494.08
Completed Installs	\$	(78,816.95)
FedEx Charges	\$	(1,449.32)
Grab Bar Purchases	\$	(930.00)
Texas Comptroller	\$	(50.00)
Bank Balance as of 30 June 2023	\$	97,247.81
Pending Installations	\$	(15,900)
Available Balance as of 17 July	\$	81,348



FUTURE PLANS

We hope to help address some of the following under-served aspects of senior care in the near future:

- The nationwide caregiver shortage
- Technology integration with senior services
- Boost senior care entrepreneurship
- Other home safety issues

By working together with community leaders, innovators, and the senior care community at large, we can help make the future brighter for seniors and their families.

