
Renewing hope day by day

FISCAL YEAR 2012 ANNUAL REPORT

50
years
first in the world



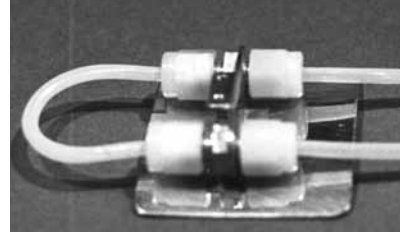
Then

Opening day Jan. 8, 1962

Community-based, donor-supported
dialysis organization

One facility

9-patient maximum



Dr. Belding Scribner of the University of Washington, whose 1960 invention made life possible after kidney failure. The Scribner shunt. Hand-making a shunt.

The world's first out-of-hospital dialysis organization started in a nurses' dorm at Swedish Hospital. Machines and techniques evolved over the years. Dialysis equipment was imposing in the beginning. Our patient Dr. Robin Eady in 1963. Today he is the world's longest survivor after kidney failure. (Photo courtesy of the Post-Intelligencer Collection, Museum of History & Industry)

50 years ago, a global revolution in health care began on a winter night in Seattle.

It was Jan. 8, 1962. In a basement clinic on Seattle's Capitol Hill, businessman John Myers settled under the covers for the night. A small metal and plastic device implanted in his arm connected him to a machine that would cleanse his blood as he slept and keep him alive for another sunrise. Had it been a few years earlier, had he lived in a different place, had he not been lucky, he already would have been dead.

Instead he became the first person in the world with chronic kidney failure to receive life-sustaining treatment from a community dialysis organization. Like eight patients who joined him in the clinic, he went back to work, raised a family and returned several nights a week to connect to the dialysis machine, at an organization known today as Northwest Kidney Centers.

The world was watching. Our organization became famous in the 1960s when it grappled with limited supply and overwhelming demand for dialysis by having a committee of community members allocate treatment. In the '70s we worked with powerful Senators to persuade Congress to extend Medicare coverage to pay for all dialysis in the United States. People came from all over the world to learn from us how to deliver dialysis therapy.

Among the innovations at Northwest Kidney Centers:

- Self-dialysis at home was developed here.
- We conducted the first human trials of the anti-anemia drug Epogen.

- We established the Northwest Organ Procurement Agency, one of the first in the country helping to facilitate transplants.
- We opened the country's first non-hospital retail pharmacy specializing in medications for kidney patients.
- We operate unique special care units for very frail patients – with intensive nursing service and beds – to help avoid hospitalizations and reduce the overall cost of health care in the community.

The world is still watching. This year, our CEO was invited to confer with the heads of Medicare and Medicare Innovation to talk about integrated care. We shared our organization's expertise at the first National Summit on Home

Dialysis Policy and as a founding partner in the Nonprofit Kidney Care Alliance. The Kidney Research Institute, our collaboration with UW Medicine, is in the spotlight as it studies novel new approaches to treating kidney disease.

Five decades after our founding, we remain a nonprofit rooted in the Northwest, returning community benefits to the place where we started. With the help of donors, volunteers and advocates, we have extended the lives of more than 10,000 people. With your continued support, we pledge to keep working as a model in our field.

Each one of our patients deserves more sunrises.

Clinical pharmacist Lisette Shields. Lap Trang dialyzes at SeaTac. Rich Bloch does hemodialysis at home.

Theresa Ferguson, LPN at Renton. Helen Bemer dialyzes at Renton. Darryl Feazell diayzes at Seattle, 15th and Cherry. Our SeaTac clinic.



Now

Celebrating 50 years sustaining lives

Still community-based, donor-supported
and nonprofit

Patients in 14 centers, 11 hospitals, 241 homes

233,783 treatments in 2012



Extending life is not enough. We promote optimal health, quality of life and independence.

We put intense focus on improving patient care by increasing coordination among all the professionals who care for each patient, clearer accountability, and better tracking, patient education and infection control. As a result, **every major quality indicator is better at Northwest Kidney Centers** than the nation as a whole.

- **Our patients live longer.** Northwest Kidney Centers' adjusted mortality, taking into account patients' general health conditions, is 6 percent better than the national average.
- **New patients do better.** Our adjusted mortality rate for first-year dialysis patients, who are often very vulnerable, is 15 percent better than the nation.
- **Our patients receive more transplants.** Our transplant rate is 79 percent higher than the national average. Nine percent of our eligible patients received their first kidney transplant this year.
- **They have fewer complications.** Our patients have 11 percent fewer hospital admissions than the national average, and 8 percent fewer emergency room visits.

We invested \$11.2 million in capital projects this year to foster better patient care, education and research:

- **In Renton, we celebrated the opening** of a 28-station dialysis clinic in a part of our service area where the number of people with kidney disease is growing fast. We give dialysis treatments there, and we also train patients to self-dialyze at home, so that they can enjoy flexibility and independence.
- **We refurbished our oldest building,** at 700 Broadway in Seattle, to create a bright, modern kidney resource center. It includes a dialysis clinic, pharmacy, conference center, clinical research area and demonstration kitchen.
- **Our new pharmacy, tripled in size,** served 7 percent more dialysis patients and 13 percent more transplant patients than last year.



Most patients choose free home delivery from our specialized pharmacy.



Dialysis technician Nina Cheatham works at Northwest Kidney Centers Renton, opened this year.

29

years living with
kidney failure

Kathy Bulzomi has been on dialysis four times and has had three kidney transplants. After the last transplant failed, she started dialysis again at Northwest Kidney Centers Elliott Bay. Born with only one kidney and first diagnosed around age 19, Bulzomi has persevered through complications and side effects with a wicked sense of humor. She advises other patients: "Question everything. Keep asking until you understand. Second opinions are always a good thing. Don't assume the doctors know everything. Do your own research, and learn as much as you can."

Donations help us share knowledge to help people prevent kidney disease or find the best treatments for it.

- **We launched new free classes** about home dialysis called Next Step, to help patients understand the benefits and responsibilities of self-dialysis to make an informed choice.
- **Our 5-year-old, free Choices class** has resulted in a significant gain in patients who enter dialysis treatment with a planned start rather than in crisis.
- **All of our dialysis patients get individual counseling** with a dietitian to help optimize their body chemistry. This year we initiated medical nutrition therapy for people with earlier-stage kidney disease, and for people with kidney transplants.
- **We trained 47 nursing students** from the University of Washington, Seattle University, Highline Community College, Northwest University, and Washington State University; 10 dietetics students worked with our nutrition staff.
- **We provided five fellowships for physicians** to do advanced kidney study at the University of Washington.
- **We hosted our 10th annual Kidney Health Fest** for African American Families, focusing on a population at high risk for kidney disease. A total of 730 people attended, receiving health information and free screenings along with entertainment and food.
- **We revamped our brand** with a new look for our logo, website, newsletters, brochures, signs and presentations. Our branding now reflects the organization's professionalism and values.



Nurse Anna Aslanidi discusses technique as Robert Johnson learns to give himself dialysis at home.

30
years living with
kidney failure

Mong Berkowitz began having weeks-long headaches in college. She was told she had high blood pressure. She took pills only when she felt sick because she didn't understand the need. In the end, her kidneys failed and she went on dialysis – twice a week for six to eight hours, often until 2 a.m. "That's all that was available 30 years ago," she says. Today she holds a degree in computer science and dialyzes at Northwest Kidney Centers Renton. She has learned prayers in nine languages (so far). "I do them at treatment, to practice. I don't question why it all happened," she said. "I just do the best I can."

50 years ago, Seattle research made life possible for people with kidney failure. Next up, a cure?

Research gives us hope for the next 50 years and beyond.

With Northwest Kidney Centers and other partner institutions, the Kidney Research Institute focuses on cardiovascular complications, diabetic kidney disease, the role healthy lifestyle plays in preventing complications of kidney disease, genetics, acute kidney injury, and novel kidney replacement therapies such as a wearable artificial kidney.

Northwest Kidney Centers patients were enrolled this year in several Kidney Research Institute studies. For example:

- **Fistula maturation.** Our patients are part of a nationwide examination of ways to predict the success of fistulas, which are surgically-made connections in blood vessels that allow repeated needle sticks for dialysis.
- **Pomegranate extract.** A small pilot trial on dietary supplementation for dialysis patients is under way. Researchers give subjects pomegranate juice, a powerful antioxidant, to see if it reduces their risk of cardiovascular complications – the leading cause of death for people on dialysis. The trial will determine whether the idea bears more study.

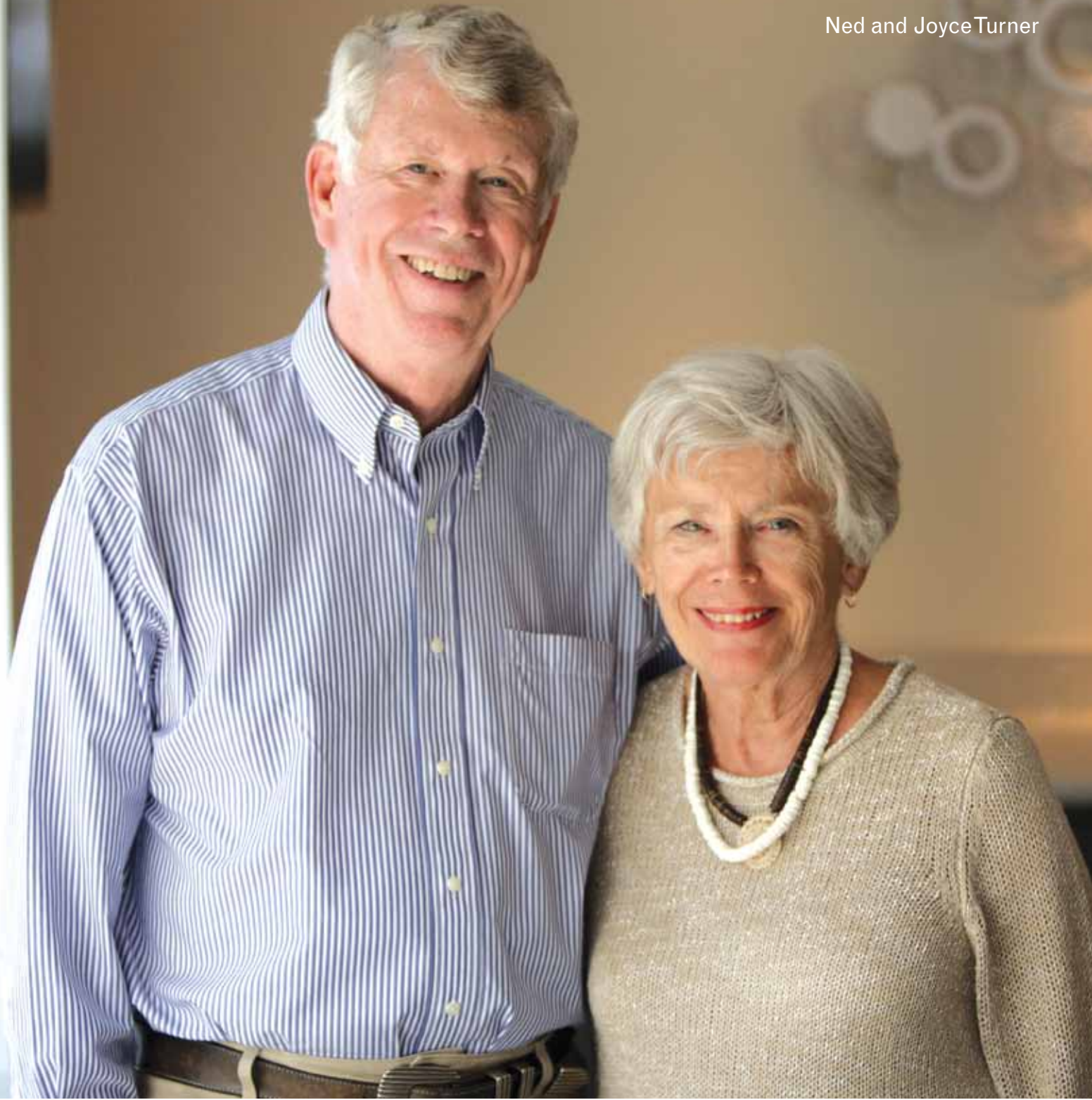
The Kidney Research Institute is a collaboration between Northwest Kidney Centers and UW Medicine. It has been awarded more than \$30 million in research funding since its founding in 2008. A team of 40 active investigators and support staff are now conducting 30 trials and studies. Visit www.kri.washington.edu.



Tissue samples and data from Northwest Kidney Centers patients will help Kidney Research Institute scientists advance the care of future patients.

24
years living with
kidney failure

Darrell Lynch of Federal Way was 41, working construction, in 1988. He usually avoided doctors because he didn't have insurance, but a week of sickness finally sent him for an exam. He learned he'd had high blood pressure for a while, his kidneys were failing, and he needed dialysis. "I hadn't even heard the word before," he remembers. A transplant in 1992 lasted two years. Now he receives dialysis at Northwest Kidney Centers Auburn. "I have learned how to really manage my condition," he says. "I'm 66 and I still feel pretty good. The way I feel right now, I can keep doing this for a good while."



34
years supporting
Northwest
Kidney Centers

Ned and Joyce Turner are longstanding major donors to Northwest Kidney Centers. Ned Turner is also a member of our Senior Council of past trustees and emeritus Foundation Board member. The first chair of the Foundation Board, he remembers: “My father was on the board of trustees at Swedish Hospital. I recall him saying to me one day, ‘We’re going to give space to this new dialysis venture, but not charge them any rent – it’ll probably never amount to anything anyway.’ That was the feeling back in the 1960s. ... The history of Northwest Kidney Centers is a great story, and I love to tell it.”

Our 50th anniversary brought unprecedented support from donors.

Throughout our history, the community has stepped up to support Northwest Kidney Centers' life-sustaining work on behalf of people with kidney disease.

Our celebration year was energized by generous corporate anniversary sponsorships and gifts by businesses and individuals to our capital campaign. We received 5,000 individual gifts – from 11 percent more donors than last year. The Transforming 700 Broadway Campaign surpassed its \$1.5 million goal to help fund a new kidney resource center. The 10th annual Breakfast of Hope raised a record \$450,000, and donations for the year totaled \$2,044,141. Thank you for the many ways you support our work.



Joyce Jackson
President and CEO



Jane Pryor, CFRE
Vice President
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50th anniversary sponsors

SIGNATURE





PRESENTING





PREMIER





PLATINUM

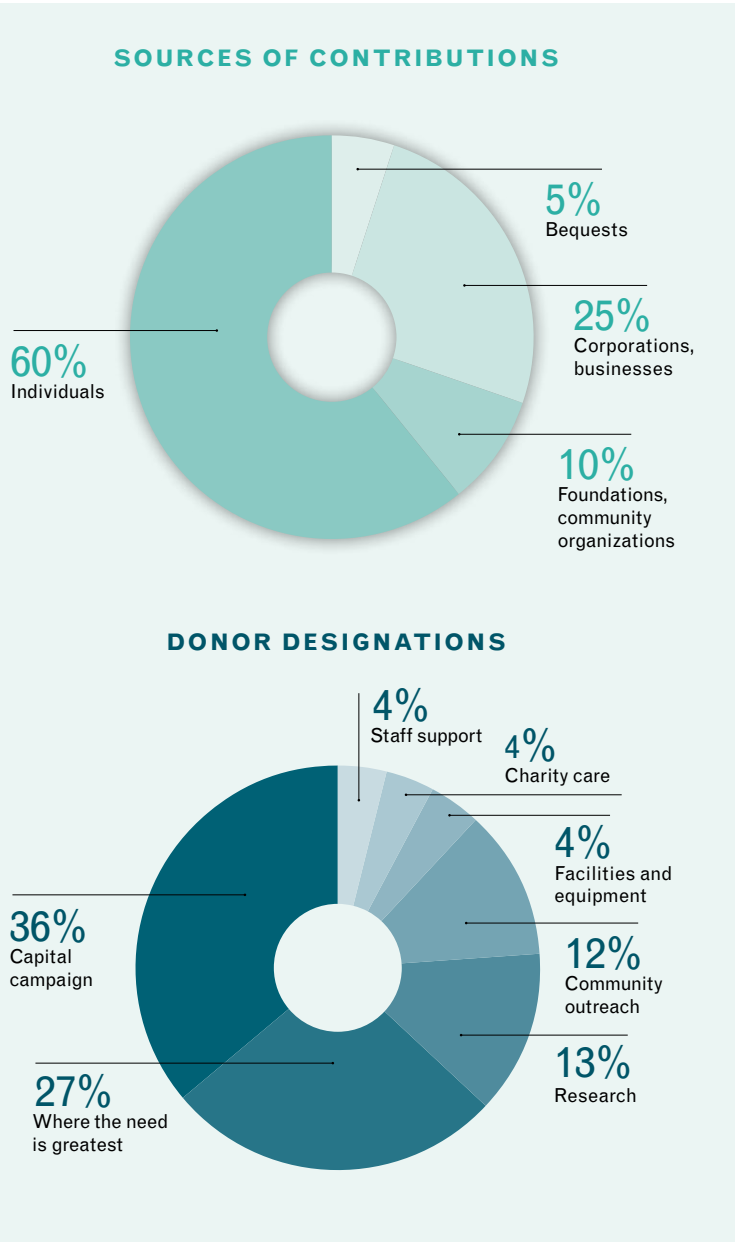






We work to be good stewards of our resources.

In fiscal year 2012, Northwest Kidney Centers provided 3.9 percent more chronic dialysis treatments than in 2011. We maintained quality of care while using significantly less medication during treatments, reducing both patient service revenue and our costs. We continued to work more efficiently and productively, and we received generous support from our donors. As a result, financial results for the year were quite good, even though investment returns were less favorable. We are well positioned for the challenges of the coming year.



Sources and uses of revenue
Fiscal year ending June 30, 2012

SOURCES OF REVENUE

Patient service revenue	\$93,649,794
Contributions	1,273,309
Restricted contributions	770,832
Investment income	225,870
Total	\$95,919,805

USES OF REVENUE

Uncompensated care	\$17,800,000
Salaries and benefits	39,973,375
Supplies and other expenses	30,893,254
Depreciation and interest	3,820,433
Provision for renovation, new equipment and new programs	3,432,743
Total	\$95,919,805

We are extremely grateful to those who have made lifetime gifts of exemplary amounts.

Cumulative giving totals are as of the fiscal year ending June 30, 2012.

Cascades Society – Lifetime Donors

\$1,000,000 or more Alice Jones* John and Margaret Nelson* Gladys Rubinstein	\$250,000 - \$499,999 Anonymous Amgen, Inc. Jacqueline D. Barnard* Philip G. Bowman* Cyrus K. Gates* Italian Club of Seattle Elizabeth N. Johnson* Irving A. Lassen Foundation Juanita R. Leggett* John Moffitt Foundation John J. Nelson Trust PACCAR Inc Elizabeth B. Ruthford United Way of King County Irene Wockner*	\$100,000 - \$249,999 Anonymous (3) Aksys, Ltd. Alaska Kidney Foundation Aldrich + Associates, Inc. Anderson Foundation Paul M. Anderson Foundation B. Braun Medical, Inc. Mary Brill* Helen I. Elstad* Employees Community Fund of Boeing Puget Sound Bertha Barrett Feaster* Gary and Parul Houlahan Margaret E. Houston* Steve and Liz Huebner Gladys L. Jackson* Joyce and Craig Jackson, MD Winifred Meier*	Rose Napoleon* Mark Pigott Lucy Ransdell Auxiliary George Rosenberg* The Seattle Foundation Sue J. Stubbers* Ethel H. Taylor* TEW Foundation Arthur Tuttle* UW Medicine Virginia Mason Medical Center Washington State Combined Fund Drive Maurice J. Weber*
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*Indicates donors who are deceased.

Audited financial statements are available by request.

Northwest Kidney Centers is a 501(c)(3) not-for-profit, community-based health care provider. In 2012, we spent 0.8 percent of revenue on fundraising.



“These are the folks that sit at the center of dialysis throughout the world, and they’ve evolved and given greater freedoms to people who suffer from renal failure. While they are the storied organization that started all of that, they’re still out there pushing inventions, which is really exciting.” Jonathan Fast

Jonathan and Claudia Fast. He is president of Aldrich + Associates, a longtime corporate sponsor and general contractor that has worked in every Northwest Kidney Centers facility, including the 700 Broadway renovation.

Heritage Society

Heritage Society members have notified us that they included Northwest Kidney Centers in their estate plans with a bequest in their will, a charitable trust or annuity, naming us beneficiary of a life insurance policy or an individual retirement account, or any other planned gift.

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*Deceased Bold = New Member					

Thank you to our dedicated donors who have generously supported Northwest Kidney Centers between July 1, 2011 and June 30, 2012.

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“Although my husband, Ted, passed away in February 2011, dialysis extended his life for more than a decade. We felt loved and cared for by the dedicated staff in the home dialysis training unit. The whole kidney community connection was an unexpected gift that came with dialysis.”

Gloria Lomax, who has included Northwest Kidney Centers in her will.



“I have to give a big, big, big, huge shout out to Northwest Kidney Centers for holding up the patient as the most important thing. When it comes down to making organizational decisions, it is always based on what is best for the patient. It's really an amazing and compassionate place to dialyze.”

Dr. Bonnie Collins, nephrologist who trained under the supervision of dialysis pioneer Dr. Belding Scribner. She is chair of the medical staff executive committee and a trustee of Northwest Kidney Centers.

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“Northwest Kidney Centers does such wonderful things, I thought maybe I should be giving back, which motivated me to do a payroll deduction to the 'greatest need' fund.”

Adrian Fomby, admitting and patient services supervisor. She started work at Northwest Kidney Centers in 1994, and has gone back to college to become a social worker with a donor-funded employee scholarship.



“When my son was hospitalized, Northwest Kidney Centers nurses performed Mark's dialysis. We always felt comfortable knowing when they were performing the dialysis that Mark was receiving the best of care; the nurses were so thorough.”

Karie Fugate donated 50 fleece blankets to Northwest Kidney Centers patients in memory of her son, Mark Turnage, a dialysis patient who died at age 30 of complications from hospitalization.

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“We provide the highest level of patient care, which makes us a leader in the field. People look to Northwest Kidney Centers for best practices. There have been many firsts here.” Connie Anderson, RN

Lee and Connie Anderson, donors since the 1990s. Connie is Northwest Kidney Centers' vice president of clinical operations. She started work here as a staff nurse in 1974.



“Northwest Kidney Centers – you can’t beat it. If you have kidney problems, it’s best to be in Seattle, where kidney dialysis was formulated and basically perfected.”

Colonel James Manning, USA Ret, Northwest Kidney Centers trustee and monthly donor, who gives himself dialysis at home.

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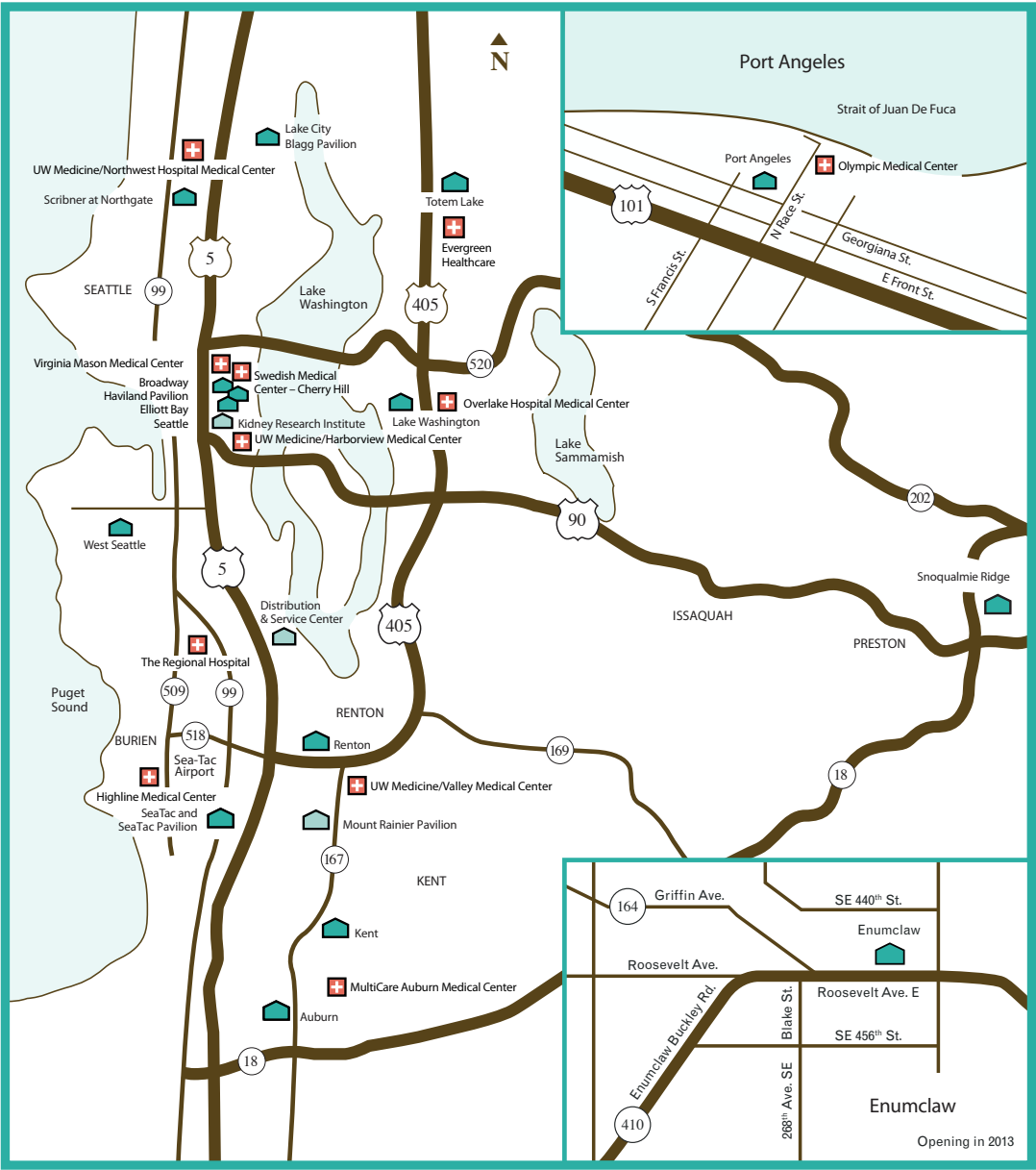
“We’re world leaders in kidney care here. It’s very fascinating. The more you go into it, the history of what developed in this area, like the fistula and dialysis machine, you realize almost everything related to kidney dialysis developed right here in the Pacific Northwest.”

Tuyen Pham, a Northwest Kidney Centers volunteer. He is a kidney transplant recipient and former dialysis patient.



“Northwest Kidney Centers started with such heavy-duty innovation, being the one that came up with how to do dialysis. They continue that – to the modern-day innovation of testing a wearable kidney. It shows they’re not settling. They’re continuing to come up with new solutions.”

Meghan Crandall and Mike Zehnder, partners in kick spark creative, have provided discounted and free graphic design services and financial contributions for more than a dozen years.



50 years, first in the world

From a single, three-bed dialysis unit, Northwest Kidney Centers has grown to operate 14 centers in western Washington, a total of 238,000 square feet of space. We also provide dialysis treatments in 11 area hospitals, and train and support 241 people who give themselves dialysis at home.



233,783
treatments in centers,
homes and hospitals



82
patients received
transplants



307
qualified patients
awaiting transplant



1,493
patients in centers
and homes



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Are you at risk?

Kidney disease is a concern if you

- Have diabetes or high blood pressure
- Are related to someone with kidney disease
- Are African American, Native American, Hispanic, Asian or Pacific Islander
- Are obese
- Are age 60 or older

If one of those descriptions fits you, ask your doctor for three simple tests: blood pressure, check for protein in your urine, and check for a waste product called creatinine in your blood.

Top left: Angelique Davis and son James Anderson Jr. She dialyzes at Kent. Top right: Angela Pappas gave herself peritoneal dialysis until her kidney transplant. Center: Betty and Dionisio Garcia both get dialysis treatment at Lake Washington. Lower left: Rosie Lee Drayton treats herself with peritoneal dialysis. Lower right: Carolyn Harper-Brown does peritoneal dialysis at home.

RETURN SERVICE REQUESTED



Ashley Waldron Hutton

On the front cover, Ashley with daughter Ella

Ashley Waldron Hutton of Puyallup, a stay-at-home mom, chose to do peritoneal dialysis after her kidneys failed in 2008. She trained at the 700 Broadway center. "I started feeling a little bit better once the toxins were able to get out of my body. Then, unfortunately, my youngest daughter passed away and that consumed my world for a while. I had been thinking about a transplant but put it on hold. Slowly, I got better and reengaged with life." Now Ashley has finished testing, and each of her three brothers has volunteered to donate a kidney to her. "I'm ready to start a new chapter in my life," she said.

Tell us your story. Visit www.facesofnwkidney.org

Northwest Kidney Centers keeps people alive with dialysis care, educates the public about kidney health, and collaborates with UW Medicine in the Kidney Research Institute. We are one of very few community-based, nonprofit dialysis providers in the country. Founded in Seattle in 1962, ours was the first out-of-hospital dialysis program in the world. It is still a model in the field.

Our mission

To promote the optimal health, quality of life and independence of people with kidney disease through patient care, education and research.

Our vision

To be the model in our field.