

GRATITUDE REPORT

2017



CONTINUING & HOME CARE FOUNDATION
KENMORE MERCY FOUNDATION
MERCY HOSPITAL FOUNDATION
MOUNT ST. MARY'S HOSPITAL FOUNDATION
SISTERS HOSPITAL FOUNDATION





THE FOUNDATIONS OF CATHOLIC HEALTH

Mark A. Sullivan
President & CEO
Catholic Health

On behalf of the Foundations of Catholic Health, I am pleased to share our 2017 Gratitude Report, presenting examples of your generosity to our five Foundations - Continuing & Home Care Foundation, Kenmore Mercy Foundation, Mercy Hospital Foundation, Mount St. Mary's Hospital Foundation and Sisters Hospital Foundation.

During my 24 years at Catholic Health, beginning as an intern, I have witnessed firsthand, throughout our facilities and in patient homes, the tremendous teamwork, compassion and innovation that enables us to fulfill our Mission to reveal the healing love of Jesus to those in need.

One of the most awe-inspiring honors in this role is working side by side with over 10,000 associates, caregivers and physicians who work hard every day to uphold that commitment to each other, and the patients and families who entrust their care to Catholic Health.


Our mission is further strengthened by the generous support of philanthropic "caregivers" like you, who believe in our healing work and contribute to our success. This collective partnership solidifies our ability to deliver high quality, patient-centered care throughout Western New York, as we work together to spread the healing power of our faith-based mission.

When you support and invest in our work, you can be assured of our faithful stewardship of that support. Through your generosity, the Foundations are able to fund medical advances and technologies that enable the clinicians who work in our hospitals, health centers, continuing care facilities, and home care agencies to continually provide the highest quality care.

Enjoy the stories included in this report, and realize they only provide a small snapshot of the many people who have benefitted from our Foundations' efforts, as well as the many generous donors who have helped make this possible.

Rather than call this publication an annual report, we titled it our "Gratitude Report." That is because we want to express how incredibly grateful we are for the many individuals and organizations who support our mission.

With the support of our Foundations, I see great things in the future for Catholic Health, as we continue to build on meeting the healthcare needs of our wonderful community.

I thank you - our board members, physicians, associates, generous donors, and other benefactors - for all you do for Catholic Health. Our gratitude is never-ending. 

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*Chair of the Board

**Ex-officio

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Deidre Dawkins, Database Analyst

Kathy Hannel, Staff Accountant

Christina Lapsley, Special Events Coordinator

Deanna Messinger, Annual Giving Officer

Elizabeth Russin, Special Events Coordinator

Peter Schmitt, Senior Accountant

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Kathy Guest-Shadrack, Mercy Hospital Foundation

Roxanne Jakubowski, Mount St. Mary's Hospital Foundation

Julienne Ricchiazzi, Kenmore Mercy Foundation

Kristen Smerka, Sisters Hospital Foundation

A LOT OF HEART.


Rick and Diane Serra chair 9th Annual Mercy Hospital Autumn Ball, raising more than \$171,000

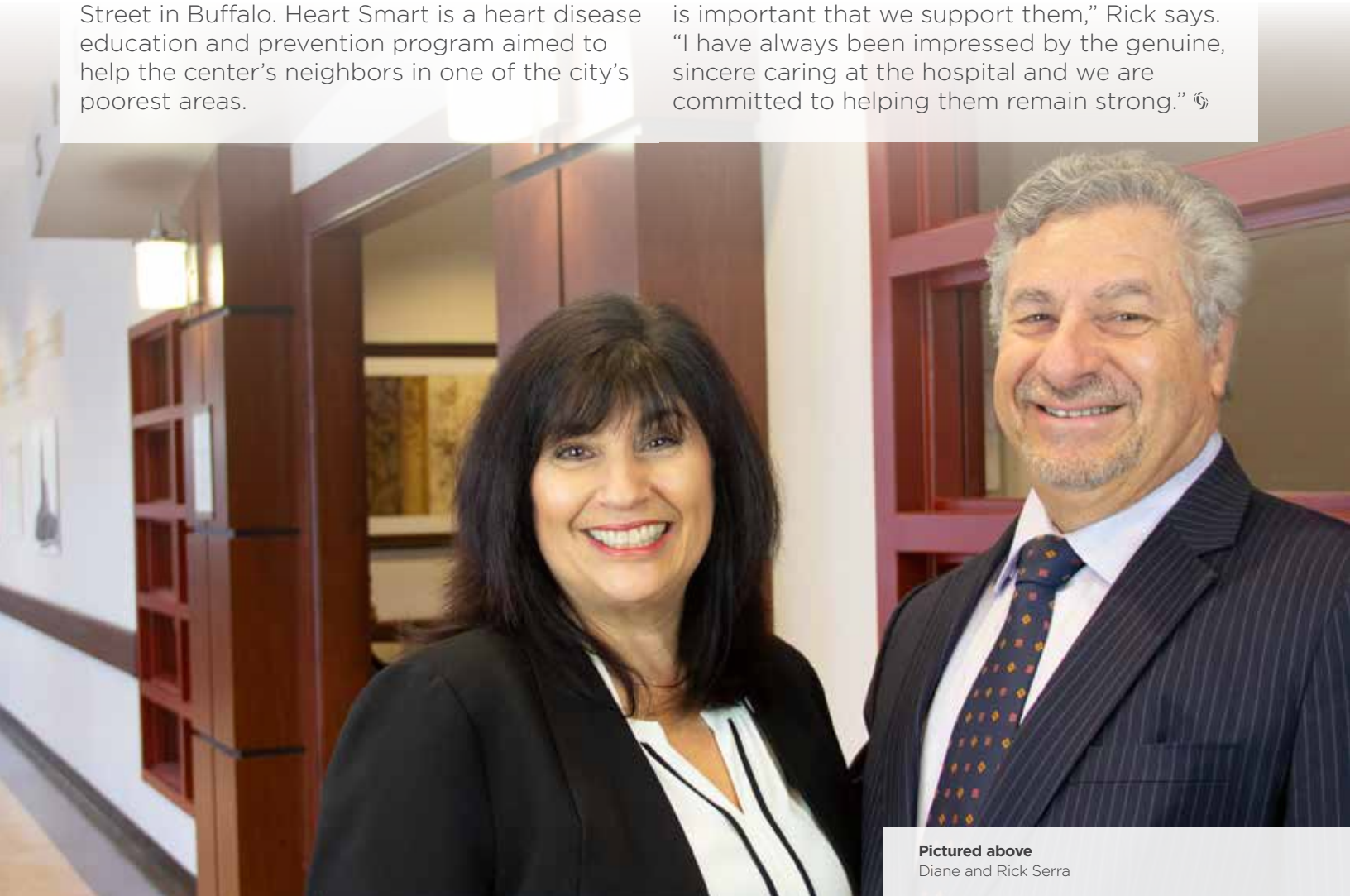
It started when Rick Serra's company began providing valet parking services for Mercy Hospital more than 14 years ago.

He has been a driving force ever since.

President and CEO of Allpro Parking in Buffalo, Rick and his wife, Diane, served as Vice Chairs of this past year's 9th Annual Mercy Hospital Autumn Ball which raised more than \$171,000. The funds will be used to support the Heart Smart for Life program based at the Mercy Comprehensive Care Center on Louisiana Street in Buffalo. Heart Smart is a heart disease education and prevention program aimed to help the center's neighbors in one of the city's poorest areas.

The fundraiser is the latest example of the Serras' long-time support of the mission and ministry of Mercy Hospital. Rick joined the Mercy Hospital Foundation Board of Directors in 2015 and is currently the board's Vice Chair. "He is an invaluable philanthropic partner - personally and through his company - and he tirelessly gives his time and talent," says Daniel Joyce, Chair of the Mercy Hospital Foundation Board of Directors.

"Mercy Hospital casts a large footprint in our community, especially in the Southtowns, so it is important that we support them," Rick says. "I have always been impressed by the genuine, sincere caring at the hospital and we are committed to helping them remain strong." 



Pictured above
Diane and Rick Serra



Pictured above
Renovated Operating Room at Mercy Hospital

Impact

CARING IS THE OPERATIVE WORD.

James H. Cummings Foundation helps support Operating Room modernization project

This past year, nearly 12,000 patients received surgical treatment in the 14 operating rooms (OR) at Mercy Hospital. That includes over 600 robotic assisted surgeries.

In order to stay at the forefront of safe, patient-centered surgical care, continued modernization of the hospitals ORs is essential. That's where the generous donations made to the Mercy Hospital Foundation came in last year.

Working with the hospital's leadership team, the Foundation secured a \$100,000 grant from the James H. Cummings Foundation to support a crucial OR modernization project. Added to several other gifts, the grant has enabled Mercy Hospital to upgrade three of the operating rooms to date, with others in line as capital investments continue.

"Mercy Hospital met our Foundation's criteria for advancing medical care and wellness in the communities we serve," says Mary Jo Hunt, Executive Director of the James H. Cummings Foundation. "Recognizing the hospital's innovative practices and the need for new technologies, we are pleased to help move this important project closer to the finish line."

Named for its founder - a pharmaceutical entrepreneur - the James H. Cummings Foundation has aided countless non-profit organizations in the Greater Buffalo, Toronto and Hendersonville, North Carolina areas. Mercy Hospital is grateful to be among them. 🏥

HELPING THOSE IN A SIMILAR VEIN.

Accuvein Technology assists in IV placement and blood draws for greater patient comfort

Niagara Falls native Catherine DiMino and her family have been long-time supporters of Mount St. Mary's Hospital. Mrs. DiMino, who recently passed away earlier this year, called upon her own experience as a patient to prompt her most recent gift to the hospital.

Having blood drawn was a difficult procedure for Mrs. DiMino due to poor vein structure. So she made a donation to the Mount St. Mary's Hospital Foundation to fund the purchase of Accuvein Technology, the latest vein visualization system to assist in the placement of IVs and blood draws.

Accuvein allows hospital staff to digitally display a map of a patient's veins on the surface of the skin in real time to make it easier to place an IV in patients. The system makes it possible to accurately find veins in a fast, noninvasive manner, greatly reducing stress and discomfort for both the patient and staff.

Just weeks before she passed, Mrs. DiMino said, "When I learned about this device, I thought it would be a wonderful gift for the hospital. It helps the nurses and in return helps people like me who have difficulty with blood draws. It became a win-win for all of us. Mount St. Mary's Hospital and this community have been very good to me and my family; I'm happy to be able to gift something that will make many people's hospital experience a little easier."

Her generous donation enabled the hospital to purchase four Accuvein units for use in the hospital, including one for the Emergency

Department and one for the Neighborhood Health Center. The vein illumination device can be used on all ages of patients, including newborns. "We are heartened for Mrs. DiMino's legacy to continue to benefit many patients and caregivers," commented Julie Berrigan, Executive Director of the Mount St. Mary's Hospital Foundation. 🙏



Pictured above
Caregivers Kimberly Phelps and Candace Dugan
with the late Catherine DiMino



Pictured above
A Mount St. Mary's Hospital nurse evaluates a patient for a stress test

Impact

ENSURING THE BEAT GOES ON.

Washuta Cardiac Center benefits from Modern Corporation

Established in memory of the owner and founder of Modern Corporation, the Steve J. Washuta Cardiac Center is located at Mount St. Mary's Hospital in Lewiston.

The Center offers a full array of cardiology, pulmonary and neurology diagnostic services and typically performs more than 11,500 EKG tests, nearly 2,400 stress tests and 4,500 echocardiography tests in a year. It is the busiest cardiac diagnostic center in the area.

Modern Corporation has partnered with the Mount St. Mary's Hospital Foundation since 2009 to provide support for new equipment and diagnostic technology. This past year, funding from Modern helped the hospital purchase a new respiratory VapoTherm® device and a cardiac monitoring system for all patient care rooms.

"Modern Corporation is a key partner in assuring the Washuta Cardiac Center continues to deliver efficient and effective care for our patients," says Julie Berrigan, Executive Director of the Mount St. Mary's Hospital Foundation. "We are grateful for the company's commitment to advancing cardiac care in our community." 

A GUILD OF GIVING.

Marillac Guild builds on more than 80 years of support at Sisters Hospital

The Marillac Guild – named for St. Louise de Marillac, the French founder of the Community of Daughters of Charity – has raised money for Sisters Hospital for decades.

Formed during the Great Depression of the 1930s, the organization follows in St. Louise de Marillac’s footsteps, raising money for the hospital’s mission to bring the healing power of Christ to the sick and the poor.

“The Marillac Guild has raised over \$1.5 million for Sisters Hospital since the guild’s founding, all through the work of dedicated volunteers,” says

Anne Snyder, Executive Director of the Sisters Hospital Foundation. “They have had a long working relationship with the Foundation as we collaborate on directing the funds they raise to the many needs of the hospital.”

The Foundation presented the Guild with the Caritas Award a few years ago when the group celebrated its 80th anniversary. Members have given countless hours as volunteers, both at the hospital – where the guild helps run the gift shop – and at fundraising events such as auctions and dinners. 



Pictured above
The Marillac Guild



Pictured above

The new Metabolic Center is currently under construction at the St. Joseph Campus on Harlem Rd.

Impact

GAINING GROUND ON LOSING WEIGHT.

New Metabolic Center at St. Joseph Campus consolidates bariatric rehabilitation sites

More than one-third of adults in the United States struggle with medical conditions related to obesity. Heart disease, diabetes and stroke are just a few of the health consequences of being overweight.

Unfortunately, the numbers continue to increase.

That is why a new Metabolic Center at the St. Joseph Campus of Sisters Hospital could not come at a better time. The center will focus on bariatric services, including bariatric surgery that helps patients lose weight when other methods have failed.

A \$250,000 grant from the Sisters Hospital Foundation this past year will help support the consolidation of three outpatient rehab sites and a cardiac rehab site into one, centralized, state-of-the-art location.

The center will be equipped for cardiac rehabilitation, physical therapy including wound services, occupational therapy, and bariatric rehab including pre- and post-operative exercise classes.

“Sisters Hospital is recognized as having one of the best bariatric surgery programs in the nation by HealthGrades,” explains Martin Boryszak, President & CEO, Sisters of Charity Hospital. “Now, more than ever, as the need for this type of weight loss surgery and related services increases, the center will be ready to help with the latest advances.”

AUXILIARY POWER FUELS FUNDRAISING EFFORTS.


Kenmore Mercy Auxiliary donates over \$50,000 to Kenmore Mercy Foundation

The Kenmore Mercy Hospital Auxiliary is a key partner in fundraising endeavors and oversees numerous events and activities to raise money for the hospital.

More than 110 men and women serve as members of the auxiliary, volunteering their time and talents, including operating the hospital's gift shop. Last year, the Auxiliary presented Kenmore Mercy Foundation with a donation of \$51,000.

"The members of the Auxiliary are incredible volunteers who work on raising money all year long," says Sue Jandzinski, Executive

Director of the Kenmore Mercy Foundation. "They demonstrate that great things can be accomplished when volunteers work together."

Nearly half of the Auxiliary's donation came from proceeds at the hospital gift shop. Other activities raised additional funds including book sales and bake sales. A sewing group within the Auxiliary meets weekly to make blankets and shawls which are sold in the hospital's atrium. One of the sewing group's members, Gerry Petko, was honored last fall as Kenmore Mercy Hospital's longest serving volunteer, with 60 years of service. 



Pictured above
Kenmore Mercy Hospital Auxiliary
Sewing Group members



Pictured above
Kenmore Mercy Hospital MAKO
Robotic Technology equipment

Impact

TAKING HIGH TECH EVEN HIGHER.

**Robotic-Arm Assisted Total Knee Replacement
now offered at Kenmore Mercy**

Kenmore Mercy Hospital was the first hospital in the Buffalo region to use MAKO robotic technology in 2007, offering robotic-assisted surgery for partial knee replacement and total hip replacement. The hospital's surgical team has completed more than 550 joint replacement procedures with the technology, placing them among the most experienced in Western New York.

Now, the hospital offers total knee replacements using the MAKO system thanks to community support for the Kenmore Mercy Foundation. This latest advancement transforms the way total knee replacements are performed.

The system allows doctors to create the patient's surgical plan using a virtual 3D model before entering the operating room. Using the system, surgeons have

a more predictable surgical experience with increased accuracy. Enhanced vision and superior control of the micro-instruments improves the precision of the surgery.

As a minimally invasive procedure, the MAKO technology can result in less post-operative pain, shorter hospital stays and faster recovery times for the patient.

"Kenmore Mercy Hospital has been recognized for excellence in joint replacement with numerous awards," says Sue Jandzinski, Executive Director of the Kenmore Mercy Foundation. "However, constantly improving on quality and service is a priority. The Foundation is pleased to help the hospital take joint replacement care to the next level. 🏆"

ASSOCIATES IN CARING.

Catholic Health Mission Committee supports home care patient assistance fund

This past year, the Catholic Health Mission Committee organized two full-day associate events to raise money for Continuing and Home Care's Patient Assistance Fund.

Associates also participated in fundraising activities such as bake sales, jewelry sales, and company dress-down days throughout the year. The money raised by the committee has provided assistance for home care clients who may need help with items that insurance does not cover – such as bath seats and other equipment.

This generous support also helps brighten the holidays for patients and their families. Last year, proceeds from these events provided 75 Thanksgiving meals for home care patients who otherwise may not have had a traditional

holiday dinner. In addition, a “giving tree” is set up at Christmas time that encourages associates to purchase gifts for home care patients who are in need of help.

“You can't get stronger if your cupboard is bare; you can't have hope if you feel forgotten; and you can't physically get better or feel safe in your home without medical equipment that you can't afford,” says Brother Felipe Martinez, fsp, Vice President of Mission Integration, Home & Community Based Care, who is pictured with the committee. “Our events not only encourage Catholic Health associates to support patient care needs, but provide an educational opportunity that shows associates, who may not be a part of the clinical team, the amazing work of our ministry.” ☪



Pictured above
Home and Community Based Care
Mission Committee members

IN AN AVERAGE MONTH

- 8 Prescriptions
- 5 Visits to LIFE Center
- 13 Personal Care Contacts
- 2 Therapy (PT/OT) Encounters



Impact

DOUBLE COVERAGE FOR QUALITY OF LIFE.

Programs provide care at home and at LIFE Center in Lackawanna

Betty Cantillon, pictured on the front cover, has photos of her caregivers on her refrigerator in the apartment she has loved for over 20 years. These photos include Reverend Jean O'Brien, pictured with her, a Chaplain from Catholic Health's Home & Community Based Care. Betty considers Reverend Jean, and the other caregivers from the LIFE program (Living Independently for Elders) an extension of her family.

Betty is a great example of a Continuing & Home Care client who benefits from the LIFE program. LIFE is a Program of All-Inclusive Care for the Elderly (PACE), which allows Betty the ability to stay in her home while providing the one-on-one care she needs. For 96-year-old Betty, the program provides care each day of the week. Aides help her get started in the morning and are there to assist with her going to bed at night.

The LIFE Program also gives Betty and other seniors throughout our community the opportunity to attend the LIFE Day Center

located within the OLV Senior Neighborhood in Lackawanna. Betty is transported there once a week to enjoy recreational and social activities with her friends. She also receives medical care while at the LIFE Center in addition to physical therapy and occupational therapy.

"The LIFE program helps patients function at home for as long as they possibly can," says Amy Becker, MD, a physician with the program. "It helps our patients and their families make decisions that are effective and efficient without worrying about insurance implications. Keeping patients at home is less expensive than hospital or institutional care. We encourage them to function to the best of their ability, as limited as it sometimes becomes. We get to know their families, their friends, their life stories, and most importantly, what their desires are for living the rest of their lives. We do everything possible to make sure that every patient feels safe, comfortable and happy." 🍷

DONOR IMPACT



Mercy Hospital Foundation Provided **\$500,000** in total support

- **Operating Room Modernization (\$250,000)**
- **2,400 babies** born at Mercy went home with Safe Sleep Sacks **(\$17,000)**
- **1,000 Incentive items** distributed during Breast Cancer Awareness Month preventative screenings **(\$2,000)**
- **75 Scales** provided to at-risk Heart Failure patients **(\$2,000)**
- **30 Clinical** Educational Conferences and Certification programs supported **(\$25,000)**



Mount St. Mary's Hospital Foundation Provided over **\$1,000,000** in total support



New Furniture for all patient care rooms: nightstand, over the bed table, recliner chair and guest chairs **(\$262,500)**

- **LED Dual Overhead surgical lights**, 2 surgical tables and general hand tools **(\$264,000)**
- **Caring Smiles Dental Program (\$57,000)**
- **Van for Clearview Treatment Center (\$40,000)**
- **Small Grants & Education** for Hospital Departments **(\$19,000)**
- **Ongoing support** to Neighborhood Health Center **(\$36,000)**, Behavioral Health Screenings **(\$66,000)** and Psychology support **(\$30,000)**
- **Blanket Warmer** for Emergency Department **(\$10,000)**

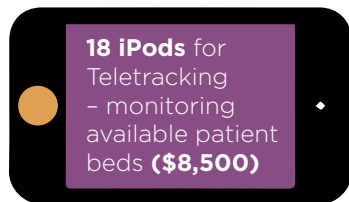


Sisters Hospital Foundation Provided over **\$1,000,000** in funding back to both campuses

- **Metabolic Center of Excellence (\$250,000)**
- **Program and project enhancements** across both campuses **(\$55,000)**
- **Associate Education & Training** across both campuses **(\$35,000)**



Kenmore Mercy Foundation Provided **\$1,400,000** in total support

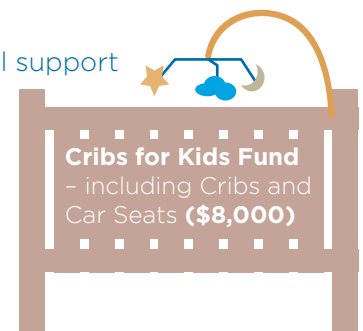


- **MAKO Robotic Arm** for total knee replacement **(\$300,000)**
- **Staff Education & Training (\$45,000)**
- **Patient Floor - 2 East - Renovations (\$112,000)**



Continuing & Home Care Foundation Provided **\$60,000** in total support

- **Medical Cart** at the McAuley Residence **(\$3,500)**
- **Mission Patient Assistance** (medical equipment and various patient assistance) **(\$3,000)**
- **Expandable Beds** at Mercy Skilled Nursing Facility at OLV **(\$14,000)**
- **AV Equipment Upgrades** at Mercy Skilled Nursing Facility at OLV **(\$26,500)**



YOUR GENEROSITY

Supporting Patient Care

Our physicians, nurses and caregivers provide outstanding care to our patients every day. The Foundations of Catholic Health are there to ensure that our team is able to provide quality care. What we are able to do together leads to so many positive, uplifting moments for our patients.

TOTAL

\$6,798,349¹

INVESTMENTS (NET)

\$3,274,281

CONTRIBUTIONS²

\$2,669,989

SPECIAL EVENTS (NET)

\$691,267

OTHER REVENUE

\$162,812

1. The total represents the combined philanthropy generated through the efforts of Continuing & Home Care Foundation, Kenmore Mercy Foundation, Mercy Hospital Foundation, Sisters Hospital Foundation, Mount St. Mary's Hospital Foundation and Catholic Health in 2017.

2. "Contributions" include philanthropy revenue derived from Annual Giving, Major Giving, Planned Giving, and Corporate & Foundation Giving.

TO GIVE IS TO CARE

Ways To Give...

TYPE AND FORM OF GIFT

BENEFIT TO THE FOUNDATION

BENEFIT TO YOU

Outright Gift:

- Cash
- Stocks/Securities
- Real Estate
- Insurance
- Vehicle

- Perpetual income
- Interest income used by the Foundation to fund various health ministries

- Income tax deduction
- No capital gains tax on appreciated gifts

Bequest:

- Cash
- Real Estate
- Personal Property
- Percentage/Remainder of Estate after other obligations have been satisfied

- Bequest will be held in perpetuity and invested to fund needs as designated by donor

- Possible estate tax deduction
- Opportunity to make a perpetual gift

Insurance Policies:

- Name Foundation as policy beneficiary
- Transfer policy ownership to The Foundations of Catholic Health

- Foundation receives full face value of policy upon death of the donor, or may receive current surrender value prior to donor's death

- Opportunity to make substantial future gift to a Foundation at current manageable costs
- Income tax deduction for the value of the transferred policy
- Premium payments may be deducted as gifts

Charitable Remainder Trusts:

- Cash
- Stocks/Securities
- Real Estate

- Foundation receives substantial future gift to support the projects named by the donor

- Variable or fixed income
- Option to defer income
- Income tax deduction
- Reduction of estate taxes
- No capital gains tax on appreciated gift (or deferral in some instances)

Charitable Lead Trusts:

- Cash
- Stocks/Securities
- Real Estate

- Income for duration of trust helps meet needs of Catholic Health ministries

- At end of trust period, principal returns to donor or heirs
- Principal can pass to others with little or no shrinkage
- Tax deduction

Retirement Plan/IRA:

- Name Foundation as beneficiary of death benefit

- Gift upon death of donor

- Opportunity to make a major gift
- Estate and income tax savings

The Associates of Catholic Health collectively donated over **\$250,000** to the Foundations of Catholic Health in 2017 alone. Pictured below are just a few of the generous associates that proudly say

“I GIVE!”



Robert Roman,
Mercy Hospital of Buffalo



Dr. Thomas Raab,
Mercy Hospital of Buffalo



Deidre Dawkins, Kathleen Hannel,
and Rachael Pollinger,
Administrative Regional Training Center



Linda Pollinger,
Mercy Hospital of Buffalo



Kathy Faso and Cynthia Belton,
Mount St. Mary's Hospital



John Rivera,
Mount St. Mary's Hospital



John Sperrazza,
Sisters of Charity Hospital



Carole Aronica,
Kenmore Mercy Hospital



Jessica Marshall and Kim Balcerzak,
Administrative Regional Training Center

