

2021/2022 ANNUAL REPORT



SAULT AREA HOSPITAL
FOUNDATION

INTRODUCTION

From the Executive Director:

Nearly 6 years ago, Sault Area Hospital (SAH) approached our Foundation with a big request. When the New Hospital was built, nearly 50% of the equipment in it was brand-new. Most medical equipment only has a 7-10 year lifespan. That meant by 2021, we would be needing to replace many millions of dollars in equipment. In order to prepare, the Sault Area Hospital Foundation would need to raise \$5 million annually.

At the time, Sault Area Hospital Foundation was raising and disbursing around \$1-2 million each year. This would mean more than tripling the Foundation's fundraising in just a few short years. The road seemed steep, but the need was critical: and you, our community, stepped up.

I'm incredibly proud to say that, **this year, your gifts helped to purchase over \$5 million in equipment for Sault Area Hospital.**

Every piece of medical equipment you gave toward this year plays a major role in care for local patients. The tools you've purchased aren't just replacements - they're often upgrades that allow our hospital to offer additional or advanced services. Our goal is not just to maintain the services we have, but to raise the bar with the care our hospital offers to each and every patient. Your support makes that possible.



From the Board Chair:

I first became a donor to Sault Area Hospital Foundation in 2003. As many donors have, I gave to recognize the care my dad had before he passed away. I wanted to make a small contribution to say thank-you.

It was not until 2010, when I became part of SAH as Director of Finance, that I realized how funds for capital purchases were falling short year-over-year. We have passionate employees and volunteers at SAH – but they rely on critical tools to deliver quality care.

When I left my position with SAH in 2013, I decided to join the SAHF Board. I wanted to be part of the Foundation to address this capital funding shortage, and to support our community. Having a high-quality hospital is a vital part of supporting our city.

In the year I joined the Board, SAHF was able to purchase just \$1.1 million in needed equipment.

As we reflect with gratitude on the incredible accomplishments of this past year, we know that they are not ours alone: you are the reason for our success. If you have made a donation, supported an event or purchased a SAHF lottery ticket, you are part of a collective of incredible donors who are making outstanding care possible.

So I hope you enjoy and feel proud of what you have accomplished this year alongside thousands of people just like you. The impact your support has made will be seen at our community's hospital for at least the next decade.

Thank you!

A handwritten signature in black ink.

Teresa Martone, Executive Director
Sault Area Hospital Foundation

P.S. Our Board Chair, Robert Battisti, is stepping down this year as his term ends. I wanted to say thank you to Rob for his guidance, support and commitment to our cause. His drive and dedication has had a tremendous impact on our Foundation and the healthcare received in our community. From all of us, thank you!

It wasn't enough. We had to do more. And we have.

Thanks to your generosity, we were able to purchase over \$5 million in equipment for SAH this year. I couldn't be prouder wrapping up my tenure as Board Chair to see this incredible feat. Know that one of the most significant impacts on this success has been the people: our Foundation team, our Board, and especially **you, our donors.** Thank you.

While my role is changing, my support will not. I will continue to be a donor to, and ambassador for, the Foundation. I hope you will too.

When we all give in the ways we can, we will increase quality care in our community, and make Algoma an even better place to live.

A handwritten signature in black ink.

Robert Battisti, Outgoing Chair
Sault Area Hospital Foundation Board

ABOUT US

MISSION

We will inspire donors to join us in raising funds for Sault Area Hospital to ensure the delivery of outstanding care, close to home.

VALUES

Integrity

We will honour the trust our community places in our work.

Compassion

We care about the well-being of our community.

Collaboration + Partnership

We value the commitment of our donors, volunteers and stakeholders.

Accountability

We are dedicated to being fiscally responsible with the funds entrusted to us by our donors. We are accountable to our stakeholders.

Respect

We place a high value on donor relations. Our decision-making revolves around the need to engage and inform.

Excellence

We encourage innovation. We aim to achieve our goals through resourcefulness, patience and hard work.

WHAT EVERYONE SHOULD KNOW ABOUT SAULT AREA HOSPITAL FOUNDATION

While the province funds the day-to-day operations of our hospital, **our community buys the hospital's equipment.** Through your donations, ***you make outstanding care possible.***



The needs of our hospital are perpetual. \$50 million will be needed every 10 years for replacement of aging equipment, tools that expand our services, and innovative technology.



Every area of the hospital has needs.

Most patients will need multiple services along their care journey – from lab tests, to imaging, to surgery and more. Unrestricted gifts to our "Area of Greatest Need" help us meet the needs of all areas.



The list of requested equipment is often larger than our Foundation has capacity to fund. Our ultimate goal is to sustain \$5 million in fundraising every year to meet the ongoing needs of Sault Area Hospital.

***Your support helps
make outstanding care possible
at Sault Area Hospital.***

2021/2022 BOARD OF DIRECTORS

Rob Battisti, *Chair*

Anthony Pucci, *Vice-Chair/Treasurer*

Paul Skeggs, *Secretary*

Barry Bailey

Laurie Burrows

Dr. Dante Carlascio

Ashlee Gerard

Bill Kerr

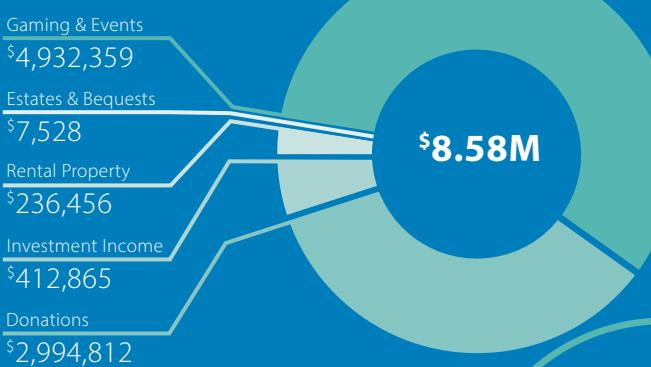
Amy Wheeler Reich

Sonny Spina

Dr. Laura Stone

Ila Watson, *CEO-SAH*

FINANCIALS



REVENUE

While the success of the Foundation's lottery programs continued in 2021/22, results were down slightly from 2020/21 (\$5M in revenue). Donations, however, went up: increasing from \$2.6M in 2020/21 to almost \$3M in 2021/22!

EXPENSES

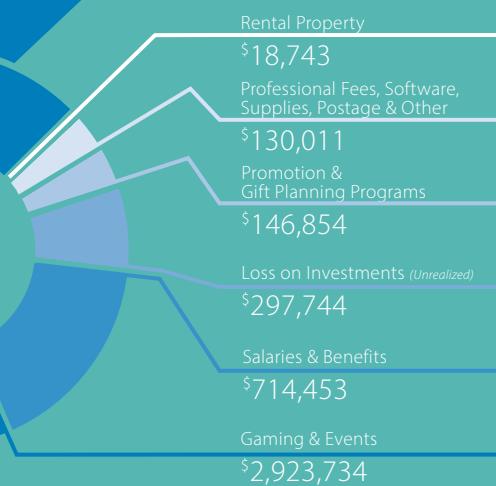
With 50% of the gross revenue for any 50/50 draw going toward prizes, Gaming & Events was our largest expense in 21/22.

Gaming & Events accounted for almost 70% of expenses.

Excess of revenue over expenses, before disbursements to Sault Area Hospital

\$4.23M

\$4.35 MILLION



21/22 DISBURSEMENTS

This year, our Medical Imaging Department was the area of greatest need for the Hospital – receiving over one third of all dollars disbursed.



Due to timing of equipment purchasing, disbursements can cross fiscal years.

BETWEEN APRIL 1, 2021 AND MARCH 31, 2022, SAHF DISBURSED

\$5.29 MILLION

YOUR IMPACT

BECAUSE OF YOU... **CLEARER PICTURES**

A brand-new Gamma Camera is helping assess the function of a patient's organs and systems. It also produces images faster – reducing patient discomfort during tests.



BECAUSE OF YOU... **FASTER RESULTS**

A sophisticated slide-stainer in our Lab automates what was previously a manual process. This improves consistency, confidence and speed of test results.



BECAUSE OF YOU... **INNOVATIVE TECHNOLOGY**

Joining 10 other hospitals in the province, our 6 operating rooms have been outfitted with new tools and software that improve communication and connect directly to digital patient records.



BECAUSE OF YOU... **NEW PHYSICIANS**

Specialized equipment helped Sault Area Hospital recruit a new Cardiologist to our community. Dr. Magdi Hassanin now has the tools to provide new tests locally, at SAH.

You made it possible! THANK YOU!

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A RETURN TO EVENTS!

With new guidelines for COVID safety in 2021, Sault Area Hospital Foundation was happy to see events start to return, and have our community fundraising for our Hospital in this fun way once again.

A new event, **Take to the Lake**, challenged community members to take photos of their summer adventures and share the beauty and elegance of our local beaches, camps, forests, mountains and more, while raising funds for important medical equipment.

The return of golf in 2021 meant the return of both the **Team Jacobs Charity Golf Classic** and **Northside Charity Golf Classic**. Both Tournaments sold out as our community was excited to return fundraising and golfing in support of Sault Area Hospital Foundation.

Our Foundation saw an influx of **individual and group-led fundraisers**. So many wanted to support our local hospital and show our healthcare professionals how valued they were. This included donations from lemonade stands and bake sales, birthday parties, art sales and so much more. Our community came together to support Sault Area Hospital in any way they could.

Finally, a new format for **Ski the Trails** offered participants a greater chance to attend on their own terms, and take on the Hiawatha Highlands in support of our Foundation. Skiers, Snowshoers and Fat Bike enthusiasts fundraised and took to the trails, posting selfies throughout the week-long event.



THANK YOU, HEALTHCARE WORKERS!



Throughout the last few years, our community has continued to step up and thank the thousands of healthcare workers who are still on the frontlines.

From thoughtful notes to gift cards to grateful patient donations – so many people have been making the staff at our hospital feel so valued at a time when healthcare has been put to the test.

The support of our community, now and always, has had such a meaningful impact on our hospital. Dollars given in gratitude toward our healthcare workers is making their work a little easier – giving them the tools to do their jobs safely and smoothly.

Thank you for making this possible.

CURRENT NEEDS

KEEPING YOUR HOSPITAL UP-TO-DATE

Most medical equipment only lasts 7-10 years before needing to be replaced.

That means equipment that was purchased when Sault Area Hospital opened in 2011 is now 10+ years old.

This includes everything from basic hospital beds, to critical tools like our multi-million dollar MRI.

Sault Area Hospital will need, on average,

\$5 MILLION IN NEW EQUIPMENT EVERY YEAR

The money used to purchase this equipment comes from the fundraising activities of Sault Area Hospital Foundation.

HOW DO WE CHOOSE WHAT TO BUY?

Every year, departments across the hospital are invited to submit requests for the equipment they need most. A committee including SAH leaders and SAHF leadership then meet to review the requests, and prioritize the list of equipment using a formula. Extra consideration is given to: pieces that ensure we maintain or expand current levels of service; technology that makes care easier, safer, or faster; and tools that improve patient experiences.

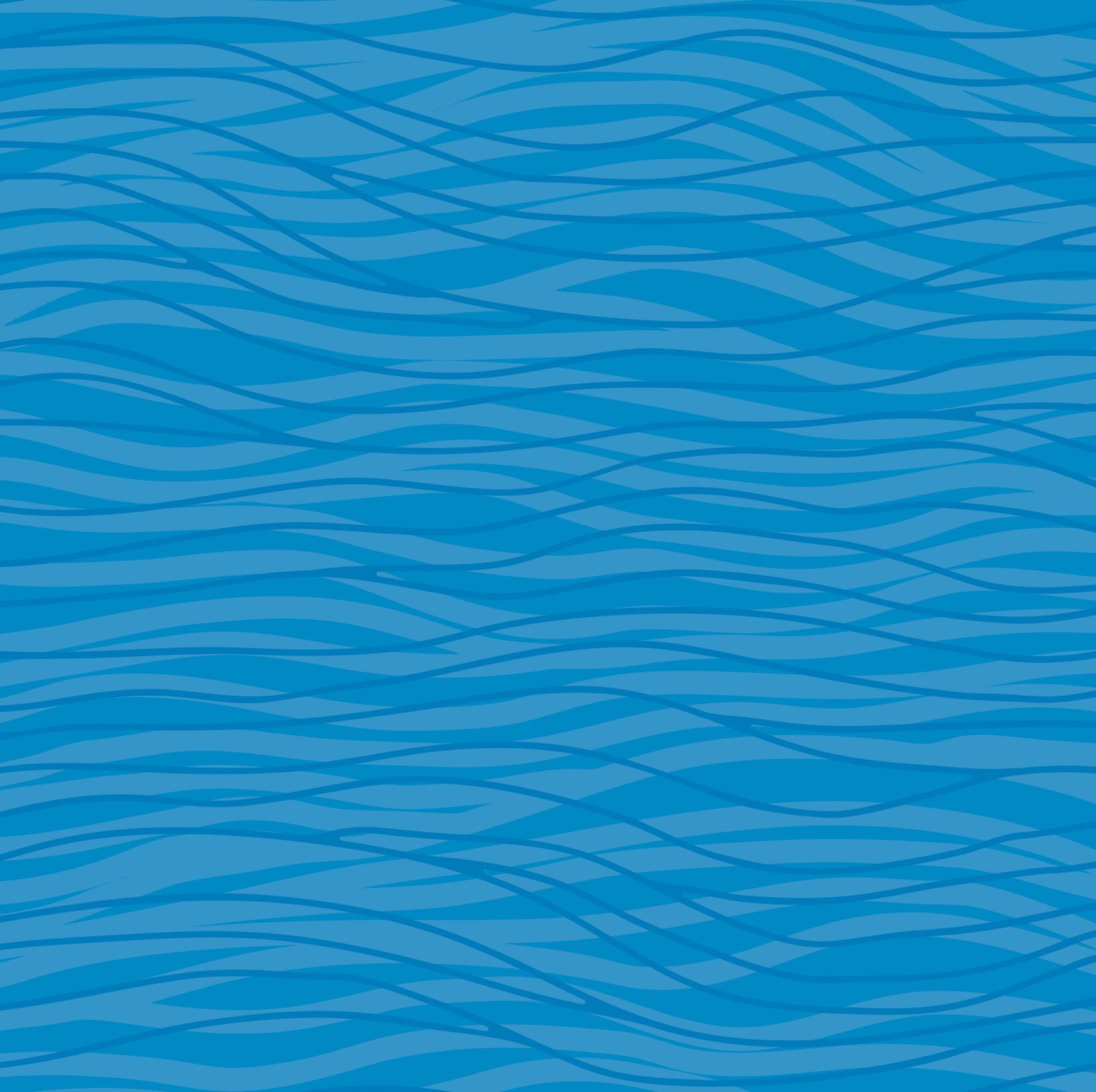
This year, 59 requests were submitted totalling over \$6.3 million. The more our community gives, the more of these proposals we can fund every year. Every dollar helps make outstanding care possible at Sault Area Hospital.

2022/2023 NEEDS

This year, Sault Area Hospital's greatest needs are in our medical units - with requests for beds, stretchers, vital signs monitors and more. Your continued support can ensure all of these areas get the equipment they need this year.

	Hospital-Wide \$1.16M
	Surgical Care \$1.10M
	Medical Imaging \$930,000
	Laboratory \$314,200
	Critical Care \$196,300
	Women & Children's Health \$194,800
	Sterile Processing \$126,700
	Mental Health & Addictions \$125,235
	Respiratory Therapy \$55,700
	Urology \$42,900
	Ambulatory Care \$33,100
	Pharmacy \$31,800
	Ophthalmology \$12,634
	Allied Health \$7,300

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SAULT AREA HOSPITAL FOUNDATION

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