



2019/2020 ANNUAL REPORT

SAULT AREA HOSPITAL
FOUNDATION

INTRODUCTION

Looking back on our 2019/2020 year has felt a bit like looking back into a different world.

Since the COVID-19 pandemic hit, so much has changed for Sault Area Hospital Foundation. Like so many other charities, our events are being canceled, plans are being changed, and our team is working in new ways. We are adapting, as I'm sure you have too, to a new reality.

As you'll see in this report, a good amount of our fundraising dollars in 2019/2020 came from "special events" - including an incredible gala event. Events like this won't be possible this year, so we've had to get creative. We're grateful to have launched an online 50/50 lottery that is helping make up some ground for us, we've seen many of our donors getting more comfortable with donating online instead of coming in to the office, and we have seen many in the community step up in other ways to help our hospital.

The generosity of our community this past year, and as we've gone into this pandemic, has felt like a warm hug in this time of distance. So many are recognizing the needs of our hospital, and coming to the aid of local healthcare. We can't say thank you enough to the thousands of individuals and businesses that donated this past year. Thanks to your gifts, we have been and will continue to

be prepared to meet this pandemic with the tools we need to diagnose and treat the patients who may contract COVID-19, and keep our frontline safe.

Just because we've been hit by a pandemic doesn't mean our regular needs go away. Equipment will be needed across our hospital to continue to ensure you, your friends and your family all get the care you deserve, close to home. Your continued donations make this possible.

We know this could be a difficult year for some of our donors due to the impacts of COVID-19. If you have the means to continue supporting care close to home, at any level, know your gifts are always appreciated. This year, it's never been more true: **every donation makes a difference.**

We hope we can count on your ongoing support.

With warm thoughts,



Teresa Martone
Executive Director
Sault Area Hospital Foundation

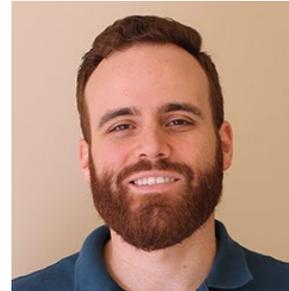
OUR TEAM

While we aren't working in the office, we're still happy to help with any of your SAHF needs.

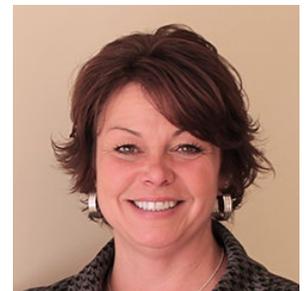
Call 705-759-3848 and leave a message. We'll return your call promptly.



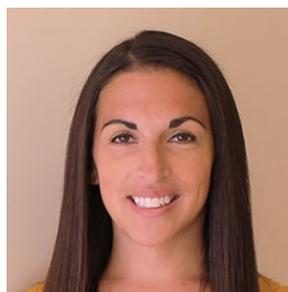
Christie Briglio
Financial Analyst



Logan Costa
Communications & Development



Teresa Martone
Executive Director



Katelin Soltys
Administration & Development



Tasha Varpio
Community Engagement



Melissa Watson
Donor Relations



Megan Wigmore
Communications & Development

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 their support of Sault Area Hospital Foundation. We need your help to keep our hospital equipped.



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



Unrestricted donations allow us to direct funds where they are needed most, as determined by our capital planning committee.



Every year, the list of requested equipment is larger than our Foundation has capacity to fund. Our ultimate goal is to reach \$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.

2019/2020 BOARD OF DIRECTORS

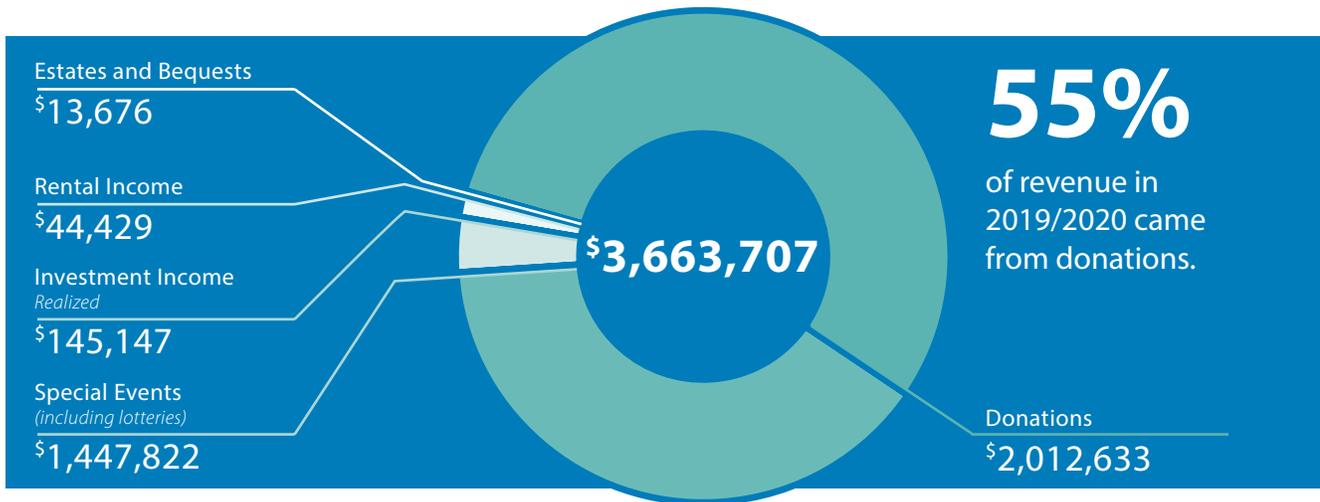
Rob Battisti, *Chair*
Anthony Pucci, *Vice-Chair/Treasurer*
Teresa Martone, *Executive Director*
Wendy Hansson, *CEO - SAH*

Barry Bailey
Dr. Dante Carlascio
Maria Coccimiglio
Dr. Philip Dopp

Ashlee Gerard
Amy Wheeler Reich
Sonny Spina
Peggy Storey-Inkster

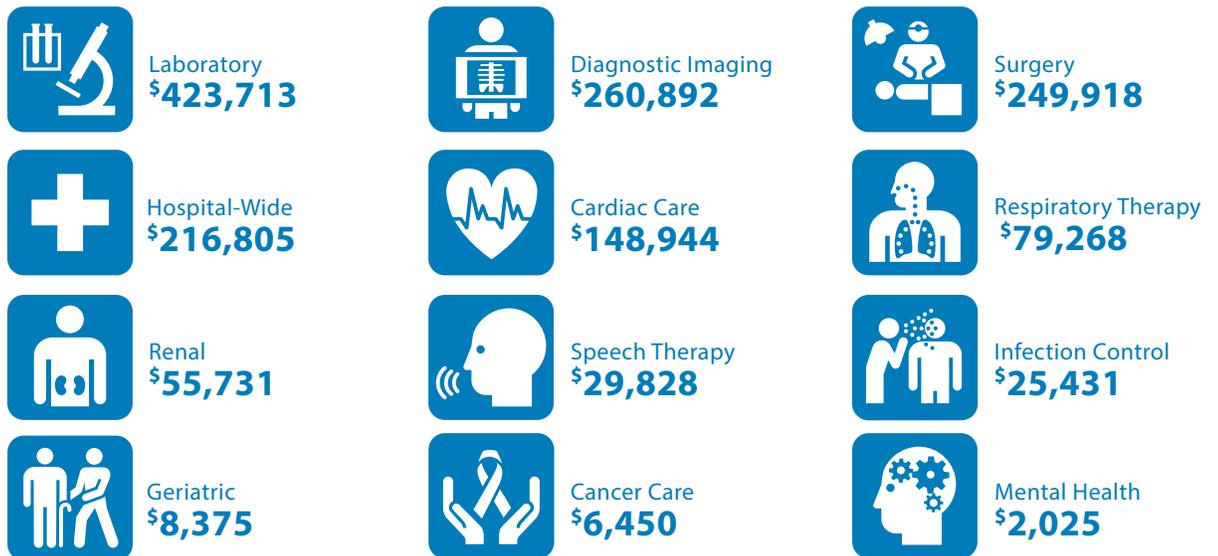
REVENUES

Between our successful Gala event and the launch of SAHF 50/50, our Foundation saw huge growth in our Special Events revenue this year. While these events brought in significant dollars, donations from individuals and organizations (like you!) still make up over half of our funding, each year.



DISBURSEMENTS

This year, our Laboratory was the area of greatest need for the Hospital – receiving almost one third of all dollars disbursed.



While our fiscal year ends on March 31 (only a few weeks into the COVID-19 shutdown), we had already fulfilled \$14,060 in requests from Sault Area Hospital to help cope with the pandemic. Further COVID-19 spending will be reported throughout the year, and in the 2020/21 Annual Report.

Between April 1, 2019 and March 31, 2020, Sault Area Hospital Foundation disbursed **\$1,521,441***

*Due to timing of equipment purchasing, disbursements can cross fiscal years. Funds for the Cardiac Care Program will be disbursed as the program expands.

THE NEEDS - TODAY.

Every year, Sault Area Hospital prepares a list of the most critically needed equipment. This year, \$4.6 million in new equipment was to be purchased for Sault Area Hospital.

Then COVID-19 hit.

Our needs are changing and evolving - but many of the pieces we identified as needing replacement will still (hopefully) be purchased in 2020 and 2021. Some of these pieces will have impact across the entire hospital, while others support key departments and programs.

Some of the key areas of need for 20/21 include:

2020/2021 NEEDS



Surgery



Diagnostic Imaging



Intensive Care



Laboratory



Pharmacy



Renal



Cardiac Care



Maternal/Child Health



Occupational Therapy

Some of the major projects identified for 2020/21 include:

- Nuclear Medicine Upgrades
- New Mammography Machine
- Technology Upgrades for the Surgery Program
- Replacement of aging sterilization equipment

THE NEEDS - ALWAYS.

Most medical equipment only lasts 8-10 years before needing to be replaced.

That means much of the equipment that was purchased when we moved into our "new" Hospital in 2011 is nearing need for replacement.

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

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 of SAH leaders then meet to review the requests, and prioritize the list of equipment using a formula. Extra points are 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, 45 proposals totalling \$8.6 million were submitted, but only 19 will be funded. The more money SAHF is able to fundraise, the more of these proposals we can fund every year. Every dollar we raise helps make outstanding care possible at Sault Area Hospital.

CAPITAL NEEDS

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HIGHLIGHTS



On November, 9th, 2019, hundreds of our supporters joined us at Quattro Hotel and Conference Centre to show support for our community's hospital. Our bi-annual Gala was an evening of fun and festivity that accomplished an important goal: raising significant funds for our local hospital. The event itself raised over \$60,000 and inspired many to step forward and prioritize local healthcare.

The Friends of Sault Area Hospital, a group of local philanthropists, announced their intention to ensure our hospital has the funds needed to purchase the capital equipment required for outstanding care. The group shared their goal of collectively donating upwards of \$1 million annually to replace aging equipment, advance healthcare and keep more patients local.

"It is vital that our community stand behind the Hospital."

-Joe Ruscio, introducing Friends of Sault Area Hospital at The Gala in November

Thank you to the many local businesses that made the event possible with their sponsorship, including:

- Acclaim Ability Management and Maximus Rose Living Benefits
- Compass Imaging
- Ellis Don
- Fengate
- IDA (Station Mall, Market Mall, Wellington Square and Ideal locations)
- IDEA – Integrated Design Engineering and Architecture
- Laidlaw, Paciocco, Dumanski, Spadafora and Johnson
- Norpro Security
- Purvis Marine Limited
- Quattro Hotel and Conference Centres
- Anthony Pucci with RBC Wealth Management
- TD Bank Group
- Sault Ste. Marie Airport Development Corporation
- Sootoday.com

Thanks also to the dozens of individuals and businesses that purchased tickets, provided auction items, and made other donations to The Gala.

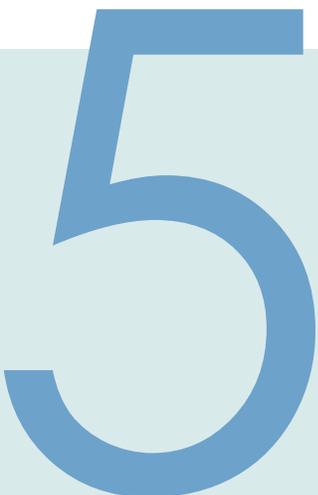
In July 2019, Sault Area Hospital welcomed Wendy Hansson as their new President and CEO.

From the moment Wendy joined Sault Area Hospital, she started meeting with and talking to as many staff as possible, learning the needs of our hospital before developing plans for the future.

In her first year, she has collaborated with local partners to create an Ontario Health Team, and has supported pandemic planning for the preparedness of SAH in the fight against COVID-19. Throughout this uncertainty, we have been very grateful for her steady leadership.



Wendy Hansson
President and CEO, SAH



SAHF WINS WITH LOTTERIES

SAHF 50/50 Monthly Draw

In November 2019, SAHF launched the sales of our first electronic 50/50 draw. This raffle began as a pilot to deliver ticket sales online and modernize our fundraising lotteries. Alongside the support of the Sault Area Hospital Volunteer Association, SAHF 50/50 sales grew at a staggering rate.

In the 19/20 fiscal year (first five draws), SAHF 50/50 raised over \$115,000 for our hospital.

The success of SAHF 50/50 has only grown into 2020/2021, and our Foundation has emerged as a leader in the province for the online 50/50 field. All proceeds from SAHF 50/50 go directly toward purchasing medical equipment for Sault Area Hospital - engaging a whole new group of supporters.

30th Anniversary: 5 Car Draw

2019 marked our 30th 5 Car Draw. We showcased our largest prize package ever and introduced cash options on all vehicles. These changes were met with tremendous community support. We sold more tickets than any of the previous 29 draws and raised over \$240,000 to purchase medical equipment for Sault Area Hospital. All thirty five winners were incredibly happy.

Since 1990, the 5 Car Draw has been a staple of the Sault Ste. Marie summer. In 30 years, the 5 Car Draw has sold over 385,000 tickets and raised just over \$4.2 million for our local hospital. Thank you to everyone that has supported the 5 Car Draw over the past 30 years, helping make it our most exciting community event.



Pictured above: our first several SAHF 50/50 winners, with their ticket or prize. A photo of our March winner could not be taken due to COVID-19 lockdowns.



Pictured above: Enza Barone, one of the many people who work in SAHF's Lab.

How do lotteries help?

Proceeds generated from SAHF's lotteries are used to purchase critical medical equipment for our hospital.

This year, that included a new Identification and Susceptibility Testing Analyzer for our lab. This critical piece of equipment can be used to identify bacteria and understand which antibiotic will be most effective to fight it.

The new machine is faster and more accurate than the one it replaced, reducing the need for patients to stay in hospital and increasing effectiveness of treatment. It is one of three analyzers our lab got this year.

New tools help take away some of the manual work for our lab techs - which means they'll be able to process more samples, improving turn around times for test results across the hospital.

If you supported our lotteries, you helped us purchase this equipment!

THANK YOU!

HIGHLIGHTS





SAULT AREA HOSPITAL FOUNDATION

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