



2020/2021 ANNUAL REPORT

SAULT AREA HOSPITAL
FOUNDATION

INTRODUCTION

Reflecting back on the past year has been truly humbling.

Like most organizations, our Foundation was not prepared for a pandemic. At the start of our 2020/21 year in April, we were mere weeks into the first shutdown and had no idea how to plan for the year ahead with so much uncertainty.

How could we ask our community for their support when they were struggling? How could we communicate a \$5 million fundraising goal? How could we meet day-to-day medical equipment needs (never mind what might be needed to fight COVID) amidst so much uncertainty?

We started with what felt right: calling donors. No ask. No agenda. Just having genuine conversations to thank them for sticking with us – some for decades! In those first few lonely months, people just wanted to talk – so we did a lot of listening. We were their line in to the hospital; their connection to care in our community. We weren't clinical experts, but we could relate to them, one person to another, and share our confidence in our hospital to handle whatever hit our community.

As we talked more and more, we found the right time and the right ways to ask for support. And often, we didn't have to ask: as we talked, people wanted to help. Our community rallied around our hospital, making gifts, buying 50/50 tickets, and showing their support in so many ways.

Thanks to community support – your support – 2020/2021 has been one of Sault Area Hospital Foundation's most successful fundraising years to date (and the best year we've had since the New Hospital capital campaign).

Our community stepped up to care for the hospital that had cared for them. Many who have moved away from the community were at ease knowing their loved ones still here are well cared for. I'm so proud to live in such an incredible place, and to be part of such important work.

As we head into the highest needs year our hospital has experienced in a decade, I know there are thousands of people in our community and beyond that are ready to help. Together, we can raise the \$5M needed to support Sault Area Hospital (SAH) each year – but it will take all of us. **Every single gift makes an impact.**

Every time you support SAHF, you're the reason our hospital can secure the critical medical equipment we need to care for over 115,000 residents in Algoma. With every gift, you are making outstanding care possible, here at home.

Sincerely – thank you.



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



Dionne Elgie
Donor Relations



Teresa Martone
Executive Director



Lee Rendell
Donor Relations



Katelin Soltys (Leave)
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.

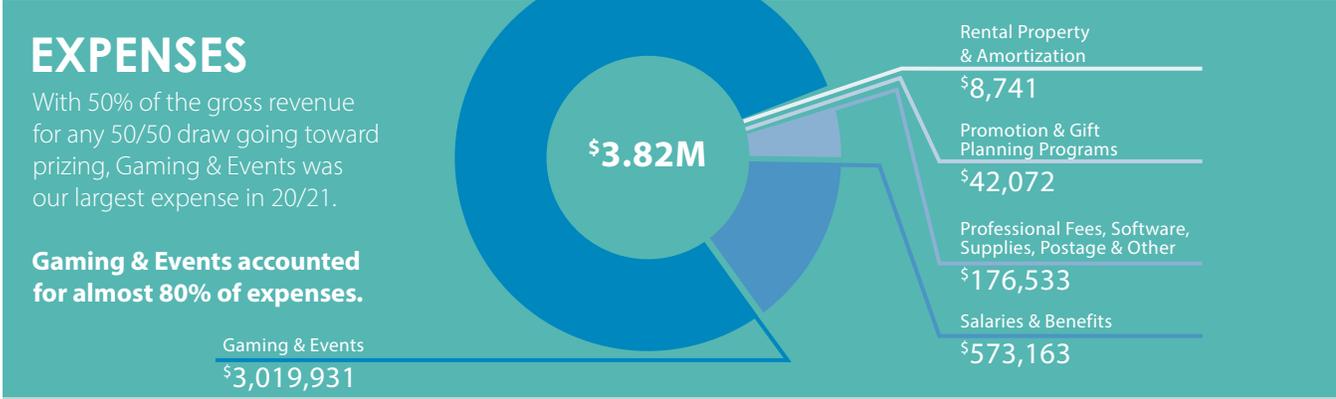
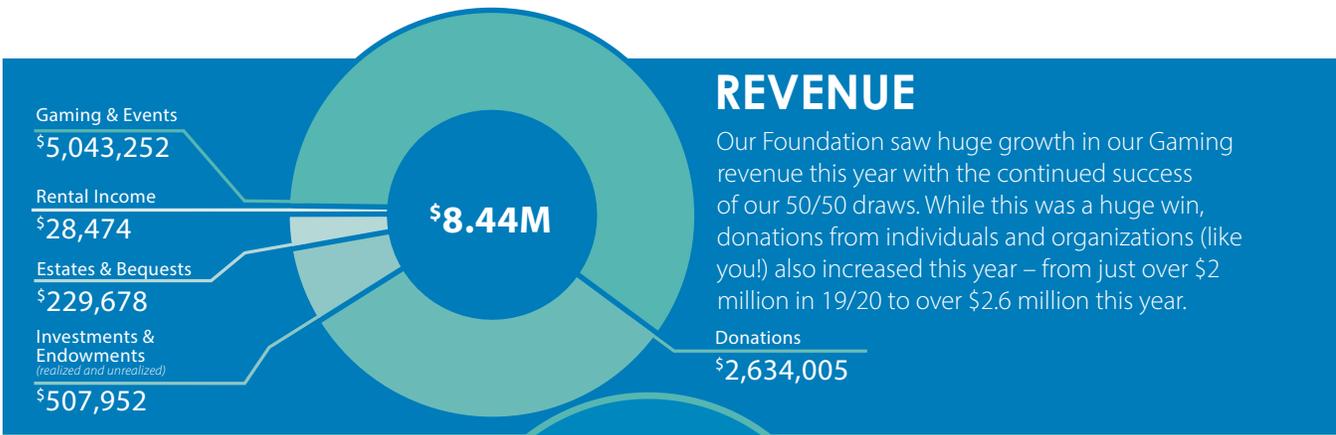
2020/2021 BOARD OF DIRECTORS

Rob Battisti, *Chair*
Anthony Pucci, *Vice-Chair/Treasurer*
Wendy Hansson, *CEO – SAH*
Bill Kerr, *SAH Volunteer Association*

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

Ashlee Gerard
Paul Skeggs
Sonny Spina
Amy Wheeler Reich

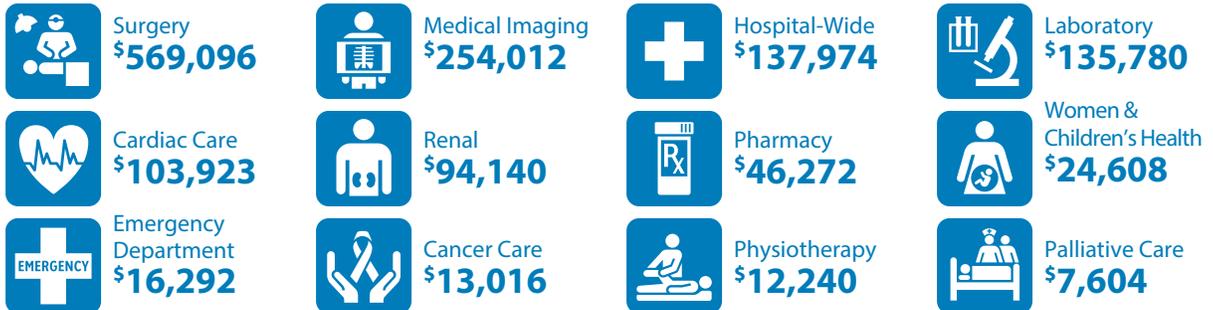
FINANCIALS



Excess of revenue over expenses, before disbursements to Sault Area Hospital **\$4.62 MILLION**

20/21 DISBURSEMENTS

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



COVID-19 **\$105,900** | Thanks to the generous support of our community, the COVID-19 Emergency Fund was able to support over \$100,000 in funding requests from Sault Area Hospital – see page 6 for more detail.

Between April 1, 2020 and March 31, 2021, Sault Area Hospital Foundation disbursed **\$1.52 MILLION*** Planned purchases deferred from 20/21 to 21/22 totalled **\$750k**

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



THANKS TO THE SUCCESS OF 20/21, IN 21/22 WE PLAN TO DISBURSE **\$4.75 MILLION****

**This includes \$750k in carryover from 20/21, as well as significant investments in new equipment planned to be purchased before March 31, 2022.

OUR “NEW” HOSPITAL IS NOW 10 YEARS OLD

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

That means much of the equipment that was purchased when we opened in 2011 is now due to be replaced.

This includes everything from basic hospital beds, to critical tools like our multi-million dollar MRI machine (scheduled to be replaced in 2022).

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 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, over 150 pieces of equipment were requested totalling over \$10 million. 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.



THE NEEDS – TODAY.

Every year, Sault Area Hospital prepares a list of the most critically needed equipment. This year, over \$10 million in new equipment will be needed.

Our needs are changing and evolving – but we are working on multi-year capital planning to better anticipate what those needs will be. Due to pandemic-related delays, we were only able to purchase \$1.5 million in requested equipment for 2020/21, with several major purchases deferred into 2021/22.

Some of the key needs for 21/22 include:

**2021/
2022
NEEDS**



Surgery



Hospital-Wide



Medical Imaging



Critical Care



Laboratory



Women & Children's Health



Renal



Allied Health

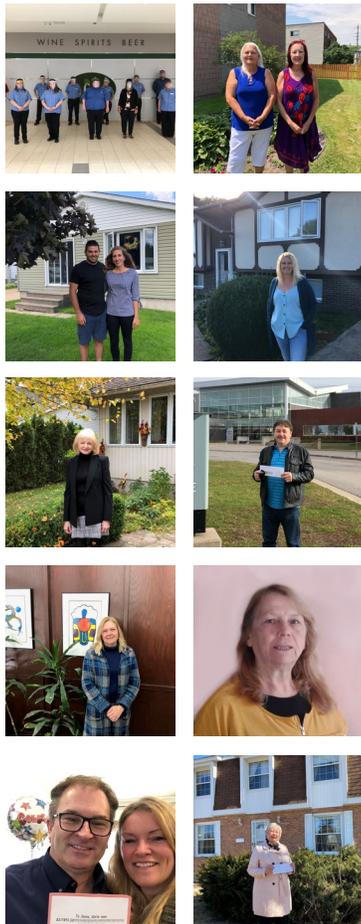
Some of the major projects identified for 2021/22 include:

- Updated Surgical Equipment
- New Patient Monitoring Systems used across the Hospital
- Medical Imaging Upgrades
- Additional Ventilators
- **NEXT YEAR: NEW MRI**

CAPITAL NEEDS

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HIGHLIGHTS



Pictured above:
Some of our 50/50 Winners.

2020/2021: the year of SAHF 50/50

While our 50/50 draw officially launched in 2019, it wasn't until April of 2020 that it really started picking up steam. With our community locked down, an online 50/50 was the perfect outlet for people to support local care and join in on some fun with an exciting draw – all from the safety of their homes.

SAHF 50/50 was the first online monthly 50/50 of its kind in Ontario, and showed the power of our community when we all come together. **From April 2020 – March 2021, the 50/50 draw raised \$2,090,321 to purchase medical equipment for Sault Area Hospital.** All during a global pandemic.

SAHF 50/50 exceeded our expectations. The success of the draw has allowed us to purchase several key pieces of medical equipment our hospital needed last year, and plan for several key purchases this year.

As our hospital ages, equipment needs grow – so we're incredibly thankful when new initiatives, like our 50/50, help grow support. This lottery, combined with the generosity of local donors, is allowing us to continue purchasing the medical equipment our hospital needs to care for local patients, keep them close to home, and save lives.

If you've bought a 50/50 ticket to support (or even just because you're dreaming of a big win), thank you! We couldn't have done it without you. When you buy SAHF 50/50, you don't just purchase a ticket: you buy equipment for our hospital. And that's a way that we all win.

In 2020/21, 50/50 proceeds have helped our hospital purchase:

- Wireless cardiac monitors
- An osmometer for our Lab
- Medication dispensing cabinets
- 10 ventilators for the ICU
- A cart washer, to help clean and sterilize equipment

In 2021/22, we hope to purchase:

- Scopes
- Smart IV Pumps
- Defibrillators
- 5 More Ventilators, *and more...*

In March 2021, our "New Hospital" on Great Northern Road turned 10 years old.

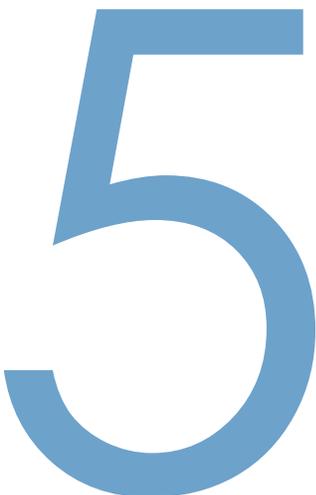
It was 10 years ago, in 2011, that SAH Staff and Leadership moved 6kms North – to a brand new building with millions of dollars in new equipment.

About half of the medical equipment from the old site, including a CT Scanner, was moved to the new site. This has all since been replaced thanks to your generous gifts.

This year, we celebrated the accomplishments of the construction, the move, and all of the innovations that have been made since. For us in the Foundation, we also celebrated the generosity of the community that made all of this possible.

Our donors continue to show us to this day that they "have a stake in" our hospital and the outstanding care provided here.

Check out the 10th Anniversary celebration video at:
www.sahfoundation.com/10years





Pictured above: Front line staff during the COVID-19 Pandemic.

COVID-19

Last year, an “Urgent Needs” fund was set up to meet the unexpected needs of our hospital during the COVID-19 crisis. Here are a few ways you may not realize that your donations to this fund have helped:

Supporting Patients during Visitor Restrictions

It’s hard enough to have to stay in the hospital – but when you can’t have visitors, it gets that much harder. For admitted patients during the pandemic, this was a reality; but their bedside entertainment consoles were a lifeline to the world outside. They could call family, browse the web, watch TV – and thanks to your gifts, this service was FREE for all admitted patients from March of 2020 to February of 2021.

Preserving Protective Equipment

It seemed like an odd request at first, but thanks to your help we were able to bring in several sets of baby monitors. By placing a monitor in the room with a patient who may have COVID, a nurse could talk to the patient without having to don a fresh mask, gown, and gloves – ensuring trips into the room were efficient and extra protective equipment wasn’t wasted. This was especially critical at the start of the pandemic, when there were shortages of this equipment worldwide.

A Kind Gesture for Staff

Care team members in areas with possible COVID patients could not leave their areas on a break – not even to get a cup of coffee. Thanks to your support, we were able to bring the coffee to them with single-serve brewers and supplies to keep them going.

To our community, **THANK YOU**

One of the biggest gifts our hospital was given this past year was your commitment to stopping the spread of COVID-19. At the time of this report, the Algoma District has had a total of less than 400 confirmed cases of COVID-19; the lowest rate per population in the entire province.

While much of the world seemed to stop last year, healthcare needs didn’t: heart attacks still happened, cancers were still found, and babies were still born. By listening to public health and helping keep cases low, you prevented our hospital from being overwhelmed. That small gesture ensured services like surgery, medical imaging and the lab were safe and available for routine care and treatment for much of the year.

For decades, we’ve looked to larger hospitals to help our patients when they need services we’re not equipped to provide; this year, we’ve had the opportunity to repay that favour.

The third wave of this pandemic hit many hard. Thanks to your efforts to keep our community safe, SAH was able to accept patient transfers from hospitals in Southern Ontario, Thunder Bay, and even Manitoba! Not only were we able to help ease the burden on these hotspots, but we still had beds available for local patients who may need them – ensuring they could get critical care, close to home.

For all the small things you did last year – like wearing a mask, washing your hands, and keeping your distance – we can’t say thank you enough. With these gestures, you truly made outstanding care possible.

HIGHLIGHTS

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SAULT AREA HOSPITAL FOUNDATION

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