

Local care matters!

2024/2025 ANNUAL REPORT



SAULT AREA HOSPITAL FOUNDATION

Reflecting on 2024/2025...

This past year has brought with it a tide of change. We've all felt the pressure of a shifting global, national and provincial landscape. Yet, one thing has remained constant: the unwavering support of our donors.

Despite the unpredictability of the world around us, our community has continued to show up with an unshakable commitment to local healthcare. Throughout the year, time and time again, donors and supporters have answered our call. In a time of so much uncertainty, it's inspiring to see the commitment our community has to supporting local healthcare. Your generosity is helping ensure outstanding care remains possible, close to home.

Each year, our Foundation aims to provide \$5 million to our hospital to purchase critical medical equipment. Thanks to your support, we raised an astounding \$4.8 million, and were able to disburse over \$5 million to SAH.

This incredible sum comes from thousands of individuals and families who make payroll or monthly gifts, who respond to our mailed appeals, who attend our events and who purchase our lottery tickets. Community members who volunteer, giving their time and talents to raise awareness and funds for our cause. Businesses, organizations and service clubs that make pledges, hold

fundraisers, and share our vision: a community united to support the best possible healthcare for every person in Algoma. The impact of your generosity is felt across Sault Area Hospital and by each patient who receives care here.

As we reflect on this past year, it's clear that despite the broader challenges we face, our community remains grounded in the belief that local care matters. That healthcare close to home is worth investing in. And that, together, we're stronger when we show up for one another.

As our population changes and healthcare demands grow, your support is ensuring we can continue to fund the equipment our hospital urgently needs. We are deeply grateful to each of you. Together, we make outstanding care possible – and ensure a healthier future for every person in Algoma.

Thank you,



Teresa Martone, Executive Director
Sault Area Hospital Foundation



Paul Skeggs, Board Chair
Sault Area Hospital Foundation

2024/2025 BOARD OF DIRECTORS

Paul Skeggs, *Chair*
Laurie Burrows, *Vice-Chair, Treasurer*
Ashlee Gerard, *Secretary*
Alex Forsey

Derek Jackson
Bill Kerr
Stephanie Maragna
Erica Peres Murray

Adam Pinder
Dr. Laura Stone
Ila Watson, *CEO – SAH*
Teresa Martone, *Executive Director*

On the Cover: SAH Volunteer, Richard Webb, shared the story of his outstanding care experience in the October 2024 issue of SAH Foundation's donor impact newsletter. Richard is pictured with Ambulatory Care Nurse, Shannon Morrison, who went above and beyond to help him.

Read Richard's story here: www.sahfoundation.com/Richard

MISSION

Raising funds together to support outstanding care at Sault Area Hospital.

VISION

A community united to support the best possible healthcare for every person in Algoma.

VALUES

Integrity

We strive to always do the right thing.

Compassion

We are person-centered, approaching our work with patience and kindness.

Collaboration + Partnership

We succeed together.

Accountability

We take ownership of our actions and results.

Respect

We welcome diverse ideas, perspectives and contributions.

Excellence

We will innovate and adapt to continuously improve in our work.

\$5 MILLION EVERY YEAR

SAH Foundation has an ambitious goal: to provide \$5 million to Sault Area Hospital every year. Unlike hospital operations, **the cost of medical equipment isn't covered by provincial funding—it's up to our community to bridge the gap.** That's where you come in. Your support helps to replace aging equipment, purchase innovative technology, and expand services available in our community.

Medical equipment is advancing quickly. New technology continuously raises the bar for patient care, hospital efficiency, and staff safety. To keep up with these high standards, Sault Area Hospital must have the latest medical equipment.

As a supporter of SAH Foundation, you play a crucial role: With your help, together we enable our hospital to provide the best possible healthcare to every person in Algoma.

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

ABOUT US

OUR TEAM - 2024/2025



Teresa Martone
Executive Director



John R. Farrell
Donor Relations



Dionne Elgie
Donor Relations



Tristan Grandinetti
Financial Analyst



Lee Rendell
Donor Engagement
& Programs



Megan Wigmore
Communications &
Development



Ashley Cerra
Communications &
Development



Adriana Sagrak
Communications &
Marketing



Julie Hayes
Administrative
Development



Tasha Varpio
Donor Relations
(to October 2024)

OUR GREATEST NEED: MEDICAL IMAGING

Roughly 1 in every 5 dollars raised is invested in Medical Imaging at SAH.



Digital Radiography Rooms (\$1,543,777)

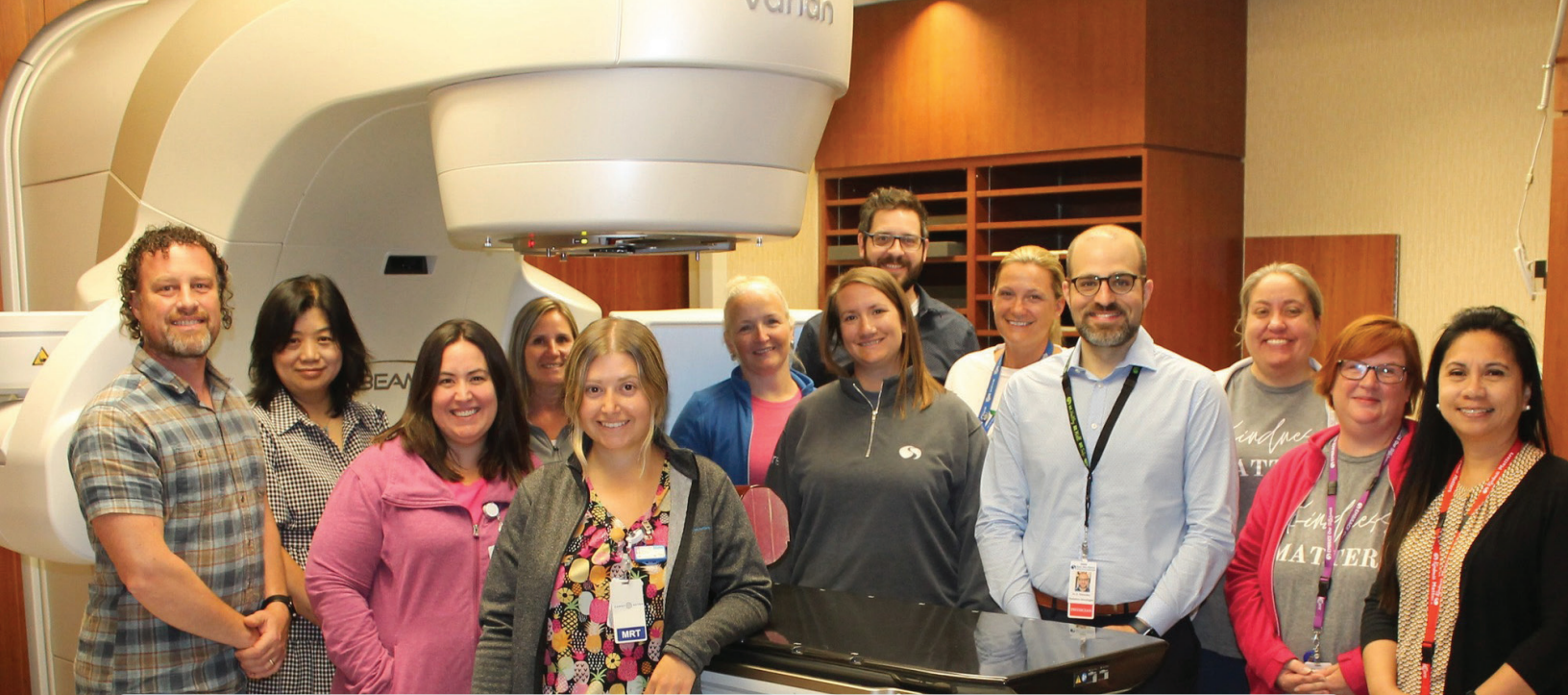
Imaging is often one of the first steps in a diagnosis, so it is a critical area of investment for our hospital. In August of 2024, SAH completed the replacement of all three Digital Radiography (DR) Rooms. These are the rooms where “x-ray” images are taken. The renovated and upgraded spaces have advanced technology, offering clearer images, mechanical movement to reduce strain on technicians, and improved long length imaging. The DR Rooms are critical for care, running 24 hours a day, 7 days a week.

Fluoroscopy Ultrasound for PICC Insertions (\$90,478)

This ultrasound unit is used during the placement of peripherally inserted central catheter (PICC) lines. Fluoroscopy is a type of medical imaging that shows a real-time, moving x-ray image. The ultrasound helps guide the PICC line, reducing the risk of complications.

SAH is the only site in the Algoma District where PICC lines are inserted!





Linear Accelerator (\$994,329)

In August of 2024, SAH completed construction on the new Linear Accelerator. After several months of downtime, radiation therapy was once again available – with new treatments! The upgraded system offers Stereotactic Body Radiotherapy, which delivers precise high-doses of radiation to cancer cells, protecting healthy tissues. While Cancer Care Ontario provided \$2.25 million in funding for the unit, community support covered additional project costs.



Thyroid Uptake System (\$47,495)

A specialized area of Medical Imaging at our hospital, Nuclear Medicine, received some much-needed equipment that keeps staff and patients safe! The thyroid uptake system plays an important role in measuring radioactive contamination in Nuclear Medicine. This helps keep our staff and patients safe while working with these materials. Without this tool, Nuclear Medicine would not be able to operate at SAH – it's critical to us to ensure the safety of our staff and patients!

Infant Isolettes (\$176,313)

SAH's Neonatal Intensive Care Unit (NICU) serves the entire Algoma District. It's critical for our tools to be up-to-date to care for the smallest patients at our hospital. Isolettes are one of the most commonly used pieces of equipment in the NICU. Like a special, enclosed bed, isolettes manage temperature, humidity and oxygen levels to keep babies warm and safe. This year, we were able to fund 4 new isolettes for our NICU – and we plan to continue to fund more in 2025/2026!



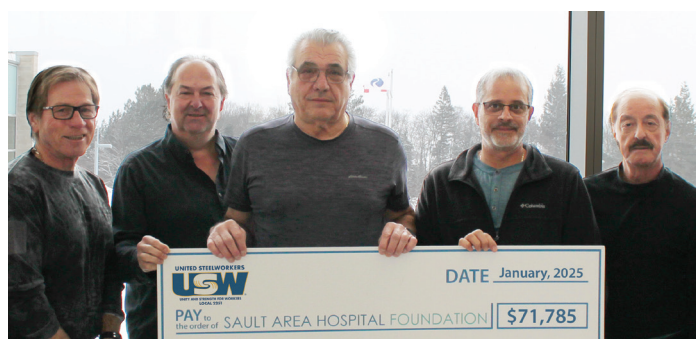


ALAMOS & FRANCO-NEVADA

This year, Alamos Gold Inc. and Franco-Nevada Corporation made an investment into the future of medical imaging for the Algoma District. The two organizations committed to a gift \$1M+ aligned to a future need in the Medical Imaging department. This significant gift will help preserve advanced imaging capabilities at SAH, which is critical to offering care close to home, in the Algoma District.

"Across Alamos Gold, we strive to be supportive partners in the communities in which we work. To support local health care delivery in Algoma District, our Island Gold District team is making a vital donation to Sault Area Hospital that will benefit patient care for years to come,"

John A. McCluskey,
CEO and President, Alamos Gold



STEELWORKERS MAKE GREAT NEIGHBOURS

Steelworkers Unions were big supporters of local care this year!

United Steelworkers (USW) Local 2724 were instrumental in SAH Foundation's GivingTuesday campaign in December, pledging \$50,000 to match gifts. The aim was to raising "\$100k in a day". The results? Over \$160,000 was raised to fund 49 new vital signs monitors across the hospital! USW Local 9548, was one of those who stepped up to support this initiative, contributing \$10,000 toward the target.

USW Local 2251 followed in January, making a \$71,785 gift to fund 2 neonatal CPAP units. These machines help support the breathing of small babies, providing oxygen so their little lungs don't have to work as hard. Once again, our local steelworkers have shown what it means to be great neighbors – and we're grateful for their continued support of SAH Foundation.





NORTHWAY ART STRUCTURE

On August 20, 2024, we celebrated the unveiling of a beautiful art structure by Northern Ontario artist Kathryn Corbiere (One KWE) commemorating the \$1 million gift Algoma Steel made to Northway Wellness Centre in 2022. Algoma Steel's gift supported the creation of two outdoor courtyards with therapeutic gardens, a covered and accessible staff entrance, and supplied artwork for the interior of the building.

The artist, Kathryn, shared as part of her artist's statement: "Made primarily with Algoma's steel, the work is designed to patina which means the work will change over time as it's exposed to various elements. I love this aspect of the sculpture, changing like we all do, through life, and in our processes of healing. The stainless steel wave of feathers flowing over the back of the hawk is representative of the St. Mary's River, a historically important and culturally significant waterway. The hawk carries the strength of the river on its back as it soars through the air at the Northway Wellness Centre. The sculpture is just like this Centre – created by people in the North for people in the North."



Donor Experience Survey

This year, a donor experience survey was sent out with tax receipts. A total of 231 donors participated in the survey.

SAH Foundation's work is to raise funds for medical equipment, and the majority of our survey respondents (58%) primarily give for that reason. However, the second-most-popular response was that donors gave to support the recruitment of "New Physicians" (51%).

Although the Foundation does not directly participate in physician recruitment, we are often part of the picture. For example, Dr. Kevin Smith, a locum physician who offers Interventional Pain Management, was able to practice at SAH thanks to the purchase of a Radiofrequency Generator funded by donors!

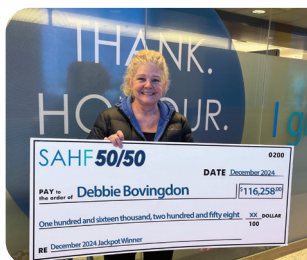


THIS YEAR, LOTTERIES & EVENTS RAISED **\$750,000⁺** FOR SAH FOUNDATION

WINNING WITH SAH FOUNDATION LOTTERIES

5 CAR DRAW

The 34th Annual Car Crawl raised over \$125,000 thanks to community support. One winner drove off in a brand-new Toyota Camry, while the other 4 took cash prizes.



SAHF 50/50

SAHF 50/50 gave away over \$1 million in prizes in 2024/2025, including 12 grand prizes and 17 early-bird prizes. 2025 marked the launch of “memberships” – where supporters could automatically purchase tickets each month. After expenses, 50/50 raised over \$360,000 in 2024/2025.

SPLIT THE POT

In early 2024, SAH Foundation joined other Ontario Hospitals for Split the Pot (STP): a multi-hospital lottery that “splits” the jackpot among the lucky winners! This year, our supporters ensured SAH Foundation was one of the top hospitals in the STP program, raising almost \$100,000.



2024/2025 SAH FOUNDATION EVENTS



HOLIDAY HOME TOUR

The Holiday Home Tour returned for its second year, treating guests to festive home decor, guided tours, and a holiday social. Guests began the tour at the Tap Room, and boarded buses for guided visits to four beautifully decorated homes throughout the city. After their tour, attendees enjoyed a holiday social, and an opportunity to connect with the homeowners to get inspiration for their own seasonal decor!



SKI THE TRAILS

The 14th Annual Ski the Trails event at Hiawatha Highlands was a snowy success! New this year, top fundraising prizes were given out for individual participants and teams. In addition, a Kilometer Challenge challenged participants to ski, snowshoe or fat bike the trails and log as many KMs as possible on the Strava app.

2024/2025 COMMUNITY EVENTS

So many groups and organizations came together in support of SAH Foundation this year, putting together athletic events (like fun runs and golf tournaments), performances, lotteries, car shows, and school fundraisers!

Thank you to the many groups, organizations and individuals who held, attended, or assisted with events.

NORTHLAND BARBERSHOP

Northland Barbershop Chorus presented its 57th annual show, "Till There Was You", on April 6, 2024, at the Sault Community Theatre Centre. The performance featured the 40-member chorus in a unique acappella production set in "Heaven's waiting room," blending music and storytelling. Proceeds from the event supported the Speech-Language Pathology Unit at SAH.



AN EVENING AT HOGWARTS

The fourth annual "An Evening at Hogwarts" fundraiser enchanted over 500 guests, raising

a record-breaking \$47,000 for Cancer Care at SAH. Held at The Machine Shop, the event featured immersive experiences like the "Wee Wizard Tour" for kids and a themed gala inspired by the 5th book in the series, "The Order of the Phoenix".



GOLF TOURNAMENTS

Each summer, multiple groups organize charity golf tournaments in support of SAH Foundation, with proceeds helping purchase critical medical equipment. In summer 2024, this included the G. Marconi Society, Arauco, SSM Professional Fire Fighters Association, and family and friends of Mitch Prpich.

RUN THE GREAT LAKES

The 25th annual Run the Great Lakes attracted over 560 participants, making it the city's largest race to date! Runners, walkers, and families enjoyed 1K, 2K, 5K, and 10K routes along the St. Mary's waterfront. The event raised more than \$30,000 each for ARCH Hospice and SAH Foundation, bringing total funds raised over the years to \$150,000+.



COMMUNITY EVENT DONORS

Algoma Makers Markets
An Evening at Hogwarts Volunteer Committee
Arauco Staff BBQ
Fit Bodies Fit Minds
Funding Innovation Inc.
Jacob's Golf Tournament
The G. Marconi Society Golf Classic Committee
Northland Barbershop Chorus
Mitch Prpich Memorial Golf Tournament
Run the Great Lakes
Sault Area Hospital Fundraising Committee
Sault Ste. Marie Firefighters Association's Charity Golf Tournament
The Sault Ste. Marie Queen Street Cruise
St. Mary's College Student Council
Tim Horton's (SAH) – Smile Cookies

LOTTERIES & EVENTS

Interested in holding an event to support SAH Foundation?

Contact us at 705-759-3848 or email foundation@sah.on.ca for more information.

24/25 ANNUAL DONORS

10

\$100,000+

Alamos Gold Inc. & Franco-Nevada Corporation
M.C. Hollingsworth
Dr. Lou & Mae Lukenda Charitable Foundation
Jim Penfold & Doreen (Guerriero) Penfold

Sault Area Hospital Foundation is proud to recognize and celebrate our 2024/2025 donors.

We are enormously grateful to the many donors who made generous gifts in support of outstanding care at Sault Area Hospital between April 1, 2024 and March 31, 2025.

Your support is ensuring that Sault Area Hospital has the vital capital equipment it needs to provide the best possible healthcare for every person in Algoma – thank you!

\$50,000 - \$99,999

Dale G. Harrison
Sandra Hollingsworth
Bob & Jackie McEwen
The SIS Group Inc.
George Stone & Sons General Contractors
Tenaris
United Steelworkers Local 2251
United Steelworkers Local 2724

\$10,000 - \$24,999

Arauco
Dr. Douglas & Lynda Bignell
The Estate of Glenda Candido
Doris Fournier
Lynn Hollingsworth Jr. & Jocelyne Boutin
Terry & Diane Kelly
Dr. Bridget Lamberts
Ledcor Group
Dr. John & Anne Marrack

Chris & Karen McCleave
Dr. Adam Parent & Dr. Joanna Lamberts
Gary & Marie-Lynne Potvin
Krista L. Ryall
& Late John R. Myles
Kate Sillberg,
Andrew Belleau & Family
Dr. S. Smith & Dr. L. Sharp
The Estate of Joan Tremblay
United Steelworkers Local 9548
Anonymous (1)

\$25,000 - \$49,999

Robert Brooks
Evolugen by Brookfield Renewable
John & Laurie Hollingsworth
John & Michelle Martella
Jamie & Ann Melville
Mike Moore & Sons Construction & Employees
Rotary Club of Sault Ste. Marie
Royal Canadian Legion Branch #25
Joe & Romina Ruscio
Alan & Marilyn Sloan
Dr. Silvana Spadafora & John Febbraro

\$5,000 - \$9,999

Big Arrow Variety
Cintas Corporation
The Estate of Richard Crowle
Robert Delaney & Joanne Caple
EllisDon Facilities Services (SAH) Inc.
Fengate Asset Management
F. John Giguere
The Estate of Dr. David H. Gould
Hay Family Charitable Giving Fund
Allen Hugli
Dr. Marc & Vija Jacqmin
Ken & Margaret Lajoie
Roland & Barbara Lajoie
Lyons Timber Mart
Scott MacGillivray
Alice & Murray Maitland Foundation
Marie McCulligh

McDougall Energy *(In-Kind gift)*
Grant Mervyn
Dr. Paul Mozarowski *(In-Kind gift)*
Dr. Page & Joyce Nicolson
Darlene Pellarin
Petsmart *(In-Kind gift)*
Anthony & Laurie Pucci
Royal Canadian Legion Foundation
Ontario Command
Jack & Luningning Schikofsky
Dr. Bradley & Kerith Slagel
Paul & Judie Soltys
Reg St. Amour
Gabriel & Patricia Stefanizzi & Family
Justine Whitehead
Anonymous (4)

SAH Foundation strives to ensure the accuracy of our donor records.
Should you wish to change how your giving is recognized in the future, please contact us at 705-759-3848 or foundation@sah.on.ca.

\$2,500 - \$4,999

Marc Ayotte
Ken Baldwin
& Mary-Lynn Murphy
David & Ruth Beaumont
Lloyd & Wendy Beilhartz
Andrea Bobenic
Jeff D. Broadbent

The Estate of
Angelo Cerasuolo
Justin R. Comeault
Marianne Daly
Wendy Gardiner
Dr. Keith & Dr. Barbara Good
Mike Goos
Maureen Grawbarger
Jayne Griffith

Aldo Guzzo-Foliaro
Dr. Linda Hadley-Piscopo
Iron Workers Local 786
Chris Jollineau
Steven Jollineau
Dr. Christine Macie
Maximus Rose Living
Benefits Inc.
The Estate of J.A. McPhail

Joseph & Carole Meating
MicroAge
Michel & Susan Ouellette
Harvey & Ida Robbins
Anne Vekich
Wishart Law Firm LLP
Mert & Pat Wright & Family
Anonymous (5)

\$1,000 - \$2,499

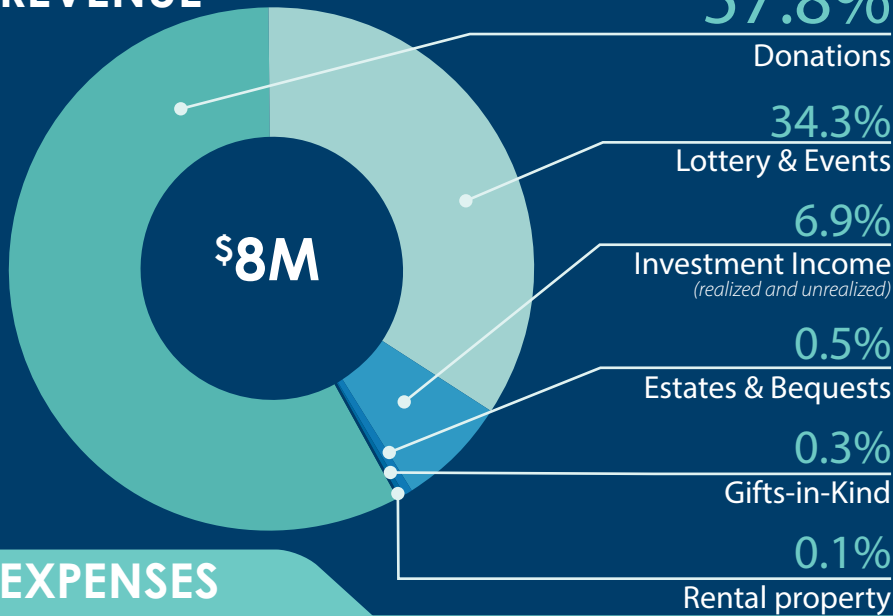
Alfano Bros. Auto Body
Algoma Bicycle
Company *(In-Kind gift)*
Carol & Syl Allard
Assante Capital
Management Ltd.
Patricia J. Assiginack
Bruce & Marion Avery
Dr. Anis Aziz
Christopher Barnes
& Debbie Romani
Winona Barron
Leonard Bartlett
Robert & Maria Battisti
Chris & Tammy Beilhartz
Sam & Anna Biasucci
Stan & Grace Black
Michael & Rhonda Buckley
Rosa Caputo
Andy & Lorraine Carmichael
Bud Carruthers
& Marianne Perry
Rose Cavaliere
Joe Churcher
& Frances Fisher
Philippe Cloutier
Tom & Mary Coulterman
Kerwood & Mary Coventry
Department of Anaesthesia
(Sault Area Hospital)
Jackie Depasquale
Sherrill Dewar
Dominion Sea Enterprises

Dr. Michael Bodnar
Dr. Mark Edwards
Elettra Marconi Society
Elizabeth Rebekah Lodge
No. 339
The Estate of Clelia Mary Peres
Mary Anne Foley
Don & Donna Ford *(In-Kind gift)*
Sergio Gallo
Ralf & Renate Glas
Ronald Godfrey
Paul & Cheryl Gougeon
Darlene Govett
Roxie & Debbie Graystone
Janice Greco
Robert & Linda Greco
Dr. Nadim & Dania Haidar
Charlotte Haldenby
Anne Harris
Heather & John Heintzman
Peter Holmes
Floyd & Wenda Honsberger
Jamie & Mary Horbatuk
Dr. Frank & Mary Ianni
IDEA Inc.
Dr. Andrew Ip
& Dr. Julia Robertson
Brian & Suzanne Irwin
Mike & Elsie Ivic
William & Kathryn Johnson
John Keast & Jean Hershey
James & Diane Kells
Patricia & Bill Kerr
Gary Kerton
Eric Kirby
& Linda MacDonald
Blaine & Nancy Konzuk
John & Cathy Kukurin
Erkki & Cathy Kurkiniemi
Jack & Rosalie Lalonde
Dr. K. Lock & May Lam
Valerie Smith
Dr. Matthew Laviolette
& Jessica Bokhout
Bob & Marie Lonergan
Joseph & Edith Lucchetti
Antonio & Maria Maione
David & Betty-Lou Mancuso
Diane Marshall
Pamela McCurry
John Douglas
& Valerie McLeod
Arthur & Janet Morris
Dr. Hayden Murray
& Erica Peres Murray
Peter & Dorothy Nixon
Lois O'Brien
Elizabeth Owen
Dr. Gary Palmer
& Dr. Robin Lewis-Palmer
Jane Patterson
Andy & Cheryl Pavoni
Willard Pine
Eric Pino
Dr. David & Rosemary Poitevin
David & Elizabeth Riddick
Dr. John & Linda Robertson
Bob & Nancy Rogers
Steve & Kelly Rome

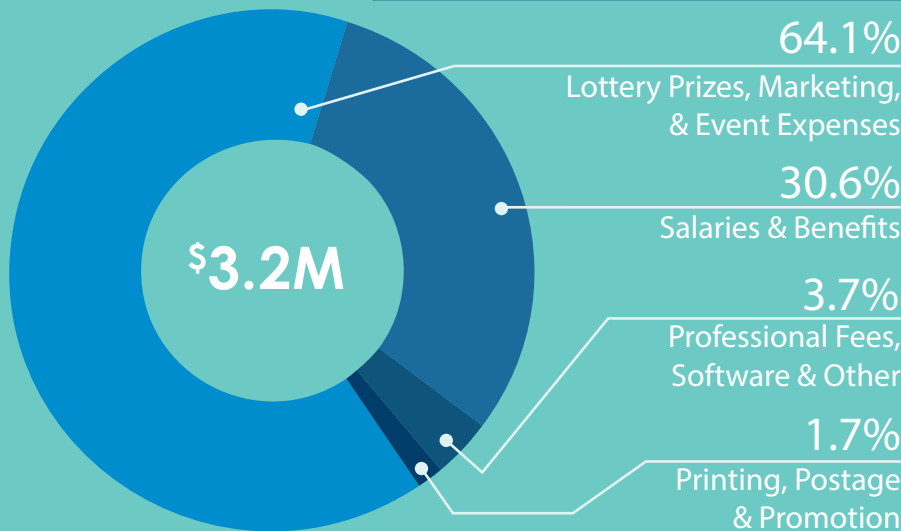
Philip Routh
Catherine Santa Maria
Wes Seabrook
Dominic & Mary Silveri
Joanne & Rosario Sirianni
Paul Skeggs
Dr. Matt Solomon & Dr. Lisa Perry
Carol & John Spadoni
Francis St. Jules
Greg & Pan St-Aubin
Dr. Laura & Michael Stone
Rodney Stone
Bruce Inkster
& Peggy Storey-Inkster
Val & Jean Suriano
Brad & Patricia Sutherland
TD Bank Financial Group
Team Essentials
The Water Tower Inn *(In-Kind gift)*
Ralph & Carol Thomas
Guy & Susan Traficante
Betty Ruth Tuckett
Allison Vance
Village Media
Glen & Sharon Wasyliniuk
Ila Watson
Dr. William & Jeannette
Waymouth
Richard & Marilyn Webb
Dr. Janice Willett
Ron & Darlene Withers
Kaitlyn Wood
Greg & Katie Zambusi
Anonymous (3)

FINANCIALS

REVENUE



EXPENSES



2024/2025 RESULTS

Donation revenue was the largest source of income for SAHF – almost 60% of revenue came from donations.

Lottery and Events (like SAHF 50/50 and 5 Car Draw) also represent a significant source of income, but have high expenses tied to them. Lottery prizing and event expenses make up 2/3 of SAHF's overall expenses.

Overall, a total of \$4.8 million (revenue after expenses) was raised in 2024/2025.

Thank you to all who contributed to this year's success!

\$4.8 MILLION

AVAILABLE FOR DISBURSEMENT

DISBURSED 2024/2025:

Medical Imaging
\$2,360,405

Cancer Care
\$1,012,487

Hospital Wide
\$546,766

Surgical
\$310,743

Women & Children's Health
\$226,709

Pharmacy
\$155,069

Critical Care
\$99,471

Mental Health
\$91,308

Laboratory
\$87,875

Emergency Department
\$55,418

Renal
\$53,305

Ophthalmology
\$41,182

Biomedical Engineering
\$33,913

\$5 MILLION DISBURSED IN 2024/2025*

*Timing of equipment purchases will span fiscal years – see "Deferred Funding" for details.

2025/2026: CURRENT NEEDS

\$3.4 MILLION FOR 40+ NEW PIECES OF MEDICAL EQUIPMENT

For 2025/2026, more than 40 priority pieces of equipment will be purchased for departments across Sault Area Hospital.

In recent years, there has been an need for urgent replacement of items that stop working unexpectedly. This year’s budget includes \$350,000 allocated for these “emergency purchases”.

Medical Imaging \$1,354,118	Ambulatory Care \$186,748	Laboratory \$141,711
Hospital-Wide \$1,024,970	Critical Care \$178,511	Allied Health \$43,631
Surgical \$306,043	Women & Children’s Health \$166,703	Biomedical Engineering \$24,375

\$2.1 MILLION DEFERRED FUNDING FROM 2024/25

While work is done each year to bring countless pieces of new equipment into our hospital, delays in the procurement process can mean funding is deferred to the next fiscal year.

This included funding for projects that have already started in:

Medical Imaging \$542,042	Mental Health \$125,235
Laboratory \$414,440	Ambulatory Care \$75,908
Women & Children’s Health \$323,400	Surgical \$45,144
Hospital-Wide \$296,241	Rehabilitation \$21,467
Critical Care \$271,575	Pharmacy \$21,152

\$1.5 MILLION FINANCED EQUIPMENT

High-cost items and bulk purchases of equipment needed across the hospital are often financed over multiple years to ensure SAH Foundation can cover significant investments alongside other equipment needs of Sault Area Hospital.

For 2025/2026, this includes payments toward the following projects:

2023 <ul style="list-style-type: none"> Interventional Radiology Suite Cardiac Catheterization Lab Fluorology Room 	2021 <ul style="list-style-type: none"> Sterile Processing Picture Archiving
2022 <ul style="list-style-type: none"> MRI Patient Monitors Medication Dispensing Cabinets Surgical Instruments 	2020 <ul style="list-style-type: none"> OR Integration Medication Packager
	2019 <ul style="list-style-type: none"> Smart IV Pumps Defibrillators
	2018 <ul style="list-style-type: none"> Anaesthesia Care Stations

\$7 MILLION TO BE PROVIDED TO SAULT AREA HOSPITAL IN 2025/2026

2024-2027 STRATEGIC PLAN UPDATE

In April 2024, SAH Foundation launched a 3-year strategic plan, with three strategic directions: Community Education, Growing our Donor Communities and Strengthening Operations.

Priority initiatives are helping SAHF to maintain focus and continue to generate support for Sault Area Hospital by ensuring our community has a clear understanding of the need to support, providing opportunities to connect their support in ways that are best for them and exploring other innovative ways to raise the funds that bring in critical medical equipment.

STRATEGIC DIRECTIONS

1 COMMUNICATING IMPACT

We will increase strategic communication to support awareness, sharing the vital need for fundraising and the difference donations make for our hospital.

2 CULTIVATING RELATIONSHIPS

We place people and community at the heart of our work, and will continuously build pathways for stable, ongoing support.

3 STRENGTHENING OPERATIONS

We will use funds for the greatest impact at our hospital, develop sustainable revenue sources, and provide our team with the tools for success.

PRIORITY INITIATIVES

Community Education

We will deepen awareness of what SAHF does as the sole source of funds for medical equipment at our hospital.

Grow Our Donor Communities

We will develop donor-focused programs and events to promote continuous support for our hospital, at all levels.

Long-Term Sustainability

We will build resilience in our team and Foundation, adapting to meet the evolving equipment needs of our hospital.

MEASURES OF SUCCESS

Increase Ambassador Network

Increase Community Presence

Increase Supporter Engagement

New Programs/ Events Introduced

Retention and Skills Growth of Team

Increase Revenue

STRATEGIC PLAN IN ACTION



SAH Foundation is focused on giving more community presentations, and being part of community events.

If your group or organization would like a presentation, contact us!

COMMUNICATING IMPACT: COMMUNITY EDUCATION

Take 5: Love Local with the SSMCOC

The Foundation hosted a "Take 5" event in collaboration with the Sault Ste. Marie Chamber of Commerce (SSMCOC). Over 100 Chamber members had the unique opportunity to interact with donor-funded medical equipment. They also had the chance to tour the Algoma District Cancer Program and see the new Linear Accelerator (LINAC) machine for radiation therapy or visit the new Cardiac Catheterization Lab. Equipment highlighted at the event included an infant isolette, endoscopic surgical tools, IV pump, heart monitor and vein viewer.



Over 385 SAH Staff gave almost \$70,000 through payroll donations this year.

This is an increase of almost \$10,000 over last year!

CULTIVATING RELATIONSHIPS: GROW OUR DONOR COMMUNITIES

Employee Giving

SAH staff understand how critical it is to have the right tools to provide outstanding care. That's why so many of our team members choose to give back through the Employee Giving Program. This year, enhancements to the program included more outreach through a staff appreciation event, and special gifts for SAH staff who commit to making a payroll donation.

STRENGTHENING OPERATIONS: LONG-TERM SUSTAINABILITY

Endowment Policy

In early 2025, SAH Foundation Board approved a new Endowment Policy; a way to generate long-term, sustainable funding for SAH Foundation. When a donor chooses to make an endowed gift, their gift is given specifically to be safely invested. That initial gift stays intact, but the income generated from it can be used each year to support our work – creating an ongoing source of funding for our hospital.

Named Endowments – named by the donor who made the initial gift – can be established with a gift of \$100,000 or more, and can be directed to supporting ongoing needs at the hospital overall, or in a specific area.

Please reach out if this is something that interests you.

We'd be happy to walk you through our new Endowment Policy in more detail.

Contact us anytime!
We're always happy
to hear from you.

SAULT AREA HOSPITAL FOUNDATION

750 Great Northern Road
Sault Ste. Marie, ON P6B 0A8
705-759-3848

foundation@sah.on.ca
sahfoundation.com
Charitable Registration 119095065 RR0001