



2018/2019 ANNUAL REPORT

SAULT AREA HOSPITAL
FOUNDATION

INTRODUCTION



TERESA MARTONE
Executive Director

It's been a great year for Sault Area Hospital Foundation.

This year marked one of our most successful fundraising years yet, with over \$3.7 million in gross revenues.

While we're thrilled to see the community lending such incredible support to the cause, we know **the need at Sault Area Hospital is still far greater than what we've been able to raise so far.**

It's estimated that, over the next 10 years, our hospital will need over \$50 million in new medical equipment. But **it's so much more than just "equipment"**. It's giving new parents the assurance their baby has been born healthy; its helping a senior recover from a stroke; and it's saving your neighbour's life when they come into the ER having a heart attack. Your donations ensure you, your friends and your family all get the care you deserve, close to home.

When we take care of our hospital,
it can take care of us **when we need it most.**

Just like any long journey takes thousands of small steps, raising millions of dollars takes countless small donations. It doesn't matter how much you gave – if you supported Sault Area Hospital Foundation last year, **I want to express a very sincere thank you.**

You're already part of our journey, helping fund incredible and life-saving initiatives like the expansion of our Cardiac Care Program (*see page 5*). None of this would be possible without the support of thousands of individuals, businesses, service clubs, and grants. **Truly; we couldn't do it without you.**

OUR TEAM (L-R)

Megan Wigmore
Communications & Development

Katelin Soltys
Administration & Development

Melissa Watson
Donor Relations

Tasha Varpio
Community Engagement

Christie Briglio
Financial Analyst

Logan Costa
Communications & Development

Giselle Chiarello
Donor Relations



CONGRATULATIONS, CHERYL PAVONI!

Cheryl retired in 2018 after 30 years with Sault Area Hospital Foundation.

SAULT AREA HOSPITAL FOUNDATION

Excellent healthcare starts with our community.

The Sault Area Hospital Foundation purchases medical equipment for our local hospital; **but not without the support of our community.**

The equipment that is identified each year by the Capital Planning and Acquisition Committee is needed to ensure local patients receive the best possible care, here at Sault Area Hospital.

Every dollar stays local and helps ensure not only yourself, but your family, friends, and everyone else in the Algoma District have access to quality care, close to home.

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.

ABOUT US

2018/2019 BOARD OF DIRECTORS

Elaine Pitcher, *Chair*
Rob Battisti, *Treasurer*
Barry Bailey

Maria Coccimiglio
Dr. Philip Dopp
Anthony Pucci

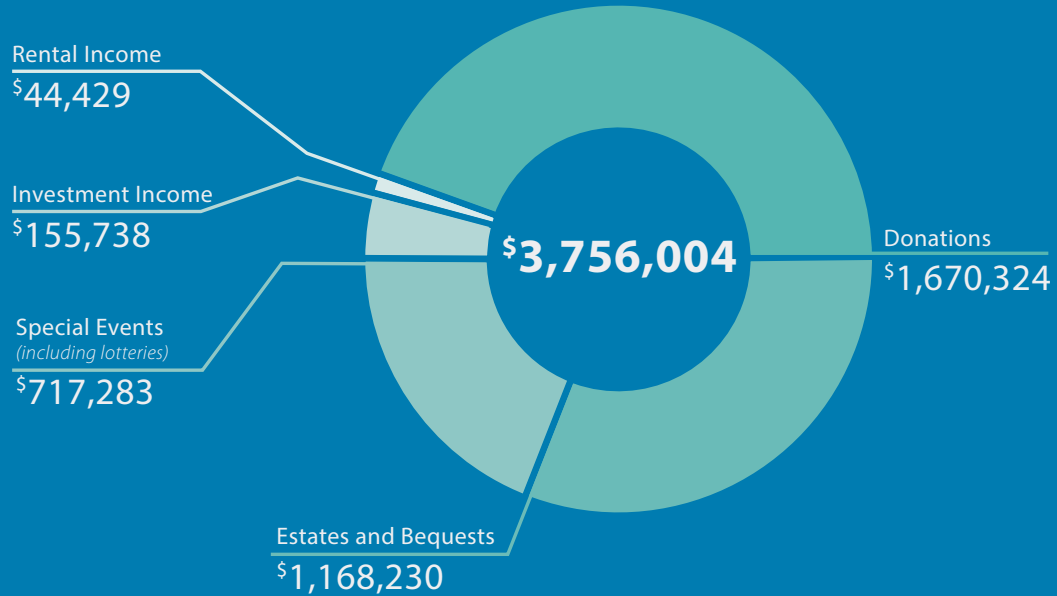
Amy Wheeler Reich
Peggy Storey-Inkster
Ila Watson



FINANCIALS

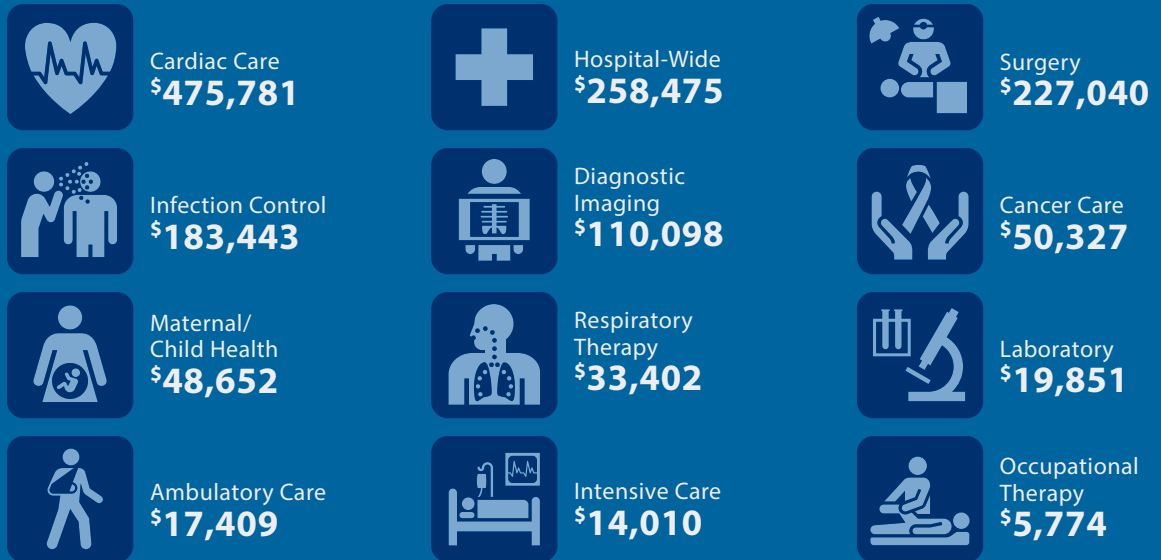
REVENUES

Thanks to the incredible generosity of those who love our community and our hospital, we've had one of our best years to-date at Sault Area Hospital Foundation.



DISBURSEMENTS

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



Between April 1, 2018 and March 31, 2019, Sault Area Hospital Foundation disbursed **\$1,444,262***

*Due to timing, disbursements can cross fiscal years. Additional funds raised this year for the Cardiac Care Program will be disbursed over the next several years as the program expands.

Our Hospital needs our support, now more than ever.

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 Hospital in 2011 is nearing need for replacement.

Our community purchases this equipment, through donations to Sault Area Hospital Foundation.

Between April 1, 2019 and March 31, 2020, Sault Area Hospital Foundation plans to disburse

\$2,041,817

It's not just equipment.

These aren't just dollar amounts.

These are safe deliveries, successful rehabilitations, cherished mobility, positive outcomes, and saved lives.

These are the tools our caregivers need to ensure you get the care you deserve.

All here, close to home.

2019/2020 NEEDS



Hospital-Wide
\$448,787



Surgery
\$374,787



Laboratory
\$362,729



Diagnostic Imaging
\$326,147



Maternal/Child Health
\$137,450



Ambulatory Care
\$116,400



Pharmacy
\$59,782



Intensive Care
\$55,202



Renal
\$54,813



Mental Health
\$41,000



Speech/Language Pathology
\$30,792



Cancer Care
\$25,781



Geriatric Program
\$8,147

CAPITAL NEEDS

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OUR STORIES

“Thank you from the bottom of my stented heart.”

*Christine Paul, RN
Cardiac Catheterization Unit*



In August 2018, Sault Area Hospital started performing Percutaneous Coronary Intervention (PCI), also known as Angioplasty, locally.

The procedure involves using a catheter to insert a stent, which opens up clogged blood vessels in the heart. The project had been long desired by local healthcare professionals, and was clearly needed to keep patients local for essential and lifesaving care.

Before cardiac stenting was introduced, the catheterization lab was running four days a week. The lab was only used to diagnose cardiac issues before sending patients to another centre for the stenting procedure.

Since their first stenting procedure, the lab has expanded to offer services five days a week, and has kept over 300 patients in Sault Ste. Marie for care.

Many of these stenting procedures were planned and scheduled to proactively open blockages before they lead to further health issues.

Some, however, were emergencies. For those cases, if cardiac stenting services had not been available here, the outcome could have been very different for these patients.

This program is only possible because of the support of our community. The program would never have grown to where it is now, and would not have impacted so many lives, without the donations in support of the expansion.

While so many stepped up to make this program possible, a special thank you to Dale Harrison, the Lou and Mae Lukenda Charitable Foundation, and the Sault Area Hospital Volunteer Association for their generous gifts to this program.

Over the next few years, the Cardiac Care Program is working toward opening a second catheterization lab, recruiting a full-time interventional cardiologist, and offering the service 24/7.



“This is the best investment I’ve ever made.”

*Dale Harrison, Retired CFA
Major Donor to the Cardiac Care Program*



Celebrating Joe Orazietti's Commitment to our Hospital

Joe Orazietti served countless hours as volunteer chair of Sault Area Hospital Foundation's 5 Car Draw. Over the last 28 years, Joe has helped to sell over 350,000 tickets, helped to give away 143 vehicles, and most importantly, helped to raise over \$3.7 million to support our local hospital.

Sault Area Hospital Foundation's Board of Directors recognized Joe this year with a plaque celebrating his years of dedication. It is displayed outside of the SAH Auditorium – where the 5 Car Draw takes place each year.

Although Joe has stepped down as Volunteer Chair of the draw, the 5 Car Draw continues to raise vital dollars to help purchase medical equipment for SAH.

"I want people to continue to buy tickets and support an amazing draw," said Joe. "The funds ensure access to great care, right here in Sault Ste. Marie. That means the world to me."



In the summer of 2018, Ainslee Medaglia ran a lemonade stand. She took the proceeds and purchased toys for kids in care at our Hospital.

Tim Hortons Canada was inspired by Ainslee's generosity, and made a \$10,000 donation to Sault Area Hospital Foundation in her honour.

Thank you to Ainslee for inspiring us with your pure heart. Also, thank you to Tim Horton's Canada for recognizing Ainslee's efforts with a generous act of your own. Thanks to these donations, children of all sizes can continue to get exceptional care close to home.



Joe Orazietti (far right) and his family at the unveiling of the recognition plaque.



CT Scanner Update

Since its installation in Spring of 2018, the new CT Scanner has performed almost 19,000 scans, supporting the care of over 17,000 patients at Sault Area Hospital.

Our community paid for this piece of equipment.

OUR STORIES





SAULT AREA HOSPITAL FOUNDATION

750 Great Northern Road
Sault Ste. Marie, ON
P6B 0A8

705-759-3848
foundation@sah.on.ca
sahfoundation.com