

2022 Foundation Impact & Performance Report



Pecola Hunter runs a daycare and needs to stay healthy and energetic for the families that depend on her. Thanks to our donors, she gets diabetes medications and supplies from Mercy Health's Prescription Assistance Program in Youngstown, Ohio. Read Pecola's story on page 33.

Recognized for fourth consecutive year as High Performer in Overall and Health System categories for net fundraising returns in top 75th percentile of U.S. and Canadian reporting organizations



From Our Board Chair & President

Dear donors, board members, leaders and Foundation team,

We are proud to celebrate and acknowledge you for a highly successful 2022. For the fourth straight year, the Bon Secours Mercy Health Foundation has exceeded our fundraising revenue target and has been recognized as an Association of Healthcare Philanthropy (AHP) high performer in both the Overall and Health System categories. Both achievements are testament to the dedication and expertise of our staff and board volunteers.

Fundraising revenue totaling over \$92.52 million last year exceeded our goal at 107.5%. Most importantly, the Foundation provided **more than \$62.18 million in philanthropic support** to or on behalf of the BSMH ministry to save and improve lives and create healthier communities.

Fundraising is an art and a science. Over the last few years we have adopted new processes and strategies that tap into the most dependable, effective sources of giving to best support local fundraising and the local needs of the communities we serve. Our results and achievements are a product of our unified, deliberate focus.

Some other notable accomplishments in 2022:

- Richmond’s Rappahannock General Hospital campaign exceeded its \$15 million target and extended its goal to \$20 million.
- A new property LLC entity was established to receive and hold gifts of real estate.

- A video storytelling strategy was launched for all markets, with nearly 60 videos produced featuring patients/beneficiaries of care, donors, and construction-related fundraising projects. A library of all videos is on our YouTube channel.
- We completed phase one of our new GiveBSMH.org website and online Supporter Center that launched January 16, 2023.
- A Donor Advised Fund (DAF) program was launched with 5 funds established by the end of 2022. A DAF allows donors to establish a fund and make disbursements from their DAF to our Foundation and other charities. An online DAF self-service portal will go live early in 2023.
- A new Charitable Gift Annuity program was implemented, with \$686,304 and 12 annuities in our CGA pool. The administration of the CGA program was outsourced to PG Calc for more automated payouts and reporting.
- We gained many actionable insights from a perception study of donor and non-donor audiences. Some findings include donors prefer to receive information by email but want to donate by mail; top charitable interest is caring for the less fortunate; patients view BSMH as a business rather than a nonprofit health care charity.
- We recorded 132,000 donations with 99.6% accuracy and implemented new AHP-standard gift processing metrics while maintaining our AHP High Performer status.

BON SECOURS MERCY HEALTH Foundation

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Space doesn't allow for highlighting the countless achievements of our team and board members last year. But every accomplishment provides meaningful support for the great work and successes of our fundraisers, both staff and volunteers. And our successes translate into crucial philanthropic funding for BSMH programs and services that provide the lifesaving, life-improving impact on which our patients and clients depend.

To every donor, board member, leader and Foundation team member, we are grateful for your commitment and expertise. Every community across Bon Secours Mercy Health's footprint is a better, healthier place to live because of you.

With gratitude,

John Harris

John Harris, III

Chair, Bon Secours Mercy Health Foundation
Board of Directors

Tim Koder

Tim Koder

President, Bon Secours Mercy Health Foundation
President & CDO, Mercy Health Foundation
Greater Toledo



John Harris, III



Tim Koder



WATCH: BSMH Foundation Impact Video 2022

[Click Subscribe to follow our YouTube channel](#)



Scan QR code
to watch video

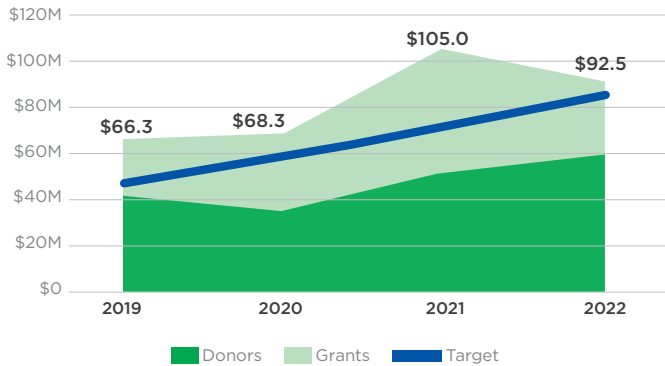
Foundation Impact Report

CONSOLIDATED RESULTS & MARKET PERFORMANCE

Target: Raise \$86.05 million
Stretch goal: \$93.90 million

REVENUE & TARGET TREND

\$ IN MILLIONS

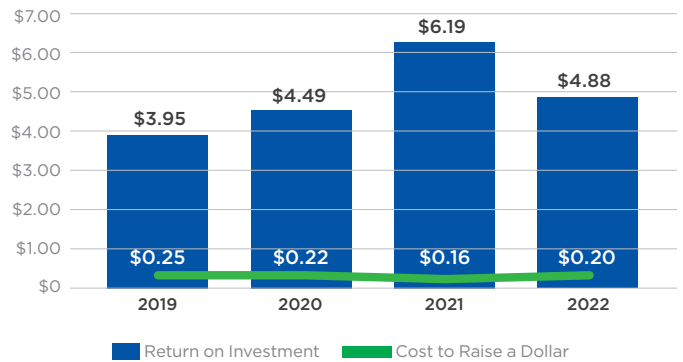


Results include grant revenue



Target: \$3.85 return on investment
Target: \$0.26 cost to raise a dollar

RETURN ON INVESTMENT AND COST TO RAISE A DOLLAR



Results include all costs; the AHP standard only measures direct fundraising costs



TOTAL DOLLARS RAISED	GOAL	2022	% of Goal	
BSMH Foundation Total:	\$86.05	\$92.52	107.5%	
Baltimore	\$5.00	\$4.72	94.4%	
Charleston	\$8.75	\$9.39	107.3%	
Cincinnati	\$6.10	\$5.27	86.5%	
Greenville	\$5.50	\$4.63	84.3%	
Hampton Roads	\$1.30	\$1.90	146.5%	
Irvine	\$0.80	\$0.42	52.7%	
Lima	\$1.40	\$1.88	134.3%	
Lorain	\$2.75	\$4.35	158.4%	
Paducah	\$1.00	\$2.13	213.2%	
Richmond	\$11.00	\$12.05	109.6%	
Springfield	\$1.45	\$1.88	129.8%	
Toledo	\$15.50	\$16.57	106.9%	
Youngstown	\$7.00	\$7.89	112.7%	
Home Office	\$12.50	\$15.17	121.4%	
Ministry Grants	\$6.00	\$4.24	70.7%	

PROGRESS KEY: = > 100% = 91.7%-99.9% < 91.6%

ROI & CTRD	CTRD BUDGET	CTRD	ROI BUDGET	ROI	
BSMH Foundation Total:	\$0.26	\$0.20	\$3.85	\$4.88	
Baltimore	\$0.09	\$0.11	\$11.43	\$9.19	
Charleston	\$0.25	\$0.35	\$4.01	\$2.85	
Cincinnati	\$0.14	\$0.18	\$6.99	\$5.51	
Greenville	\$0.09	\$0.09	\$10.73	\$10.83	
Hampton Roads	\$0.38	\$0.23	\$2.60	\$4.37	
Irvine	\$0.00	\$0.01	\$240.57	\$179.68	
Lima	\$0.25	\$0.11	\$4.02	\$9.03	
Lorain	\$0.24	\$0.16	\$4.11	\$6.29	
Paducah	\$0.30	\$0.15	\$3.29	\$6.73	
Richmond	\$0.14	\$0.12	\$6.96	\$8.41	
Springfield	\$0.26	\$0.18	\$3.80	\$5.58	
Toledo	\$0.08	\$0.04	\$12.25	\$26.02	
Youngstown	\$0.15	\$0.13	\$6.70	\$7.83	
Home Office	\$0.66	\$0.45	\$1.51	\$2.33	

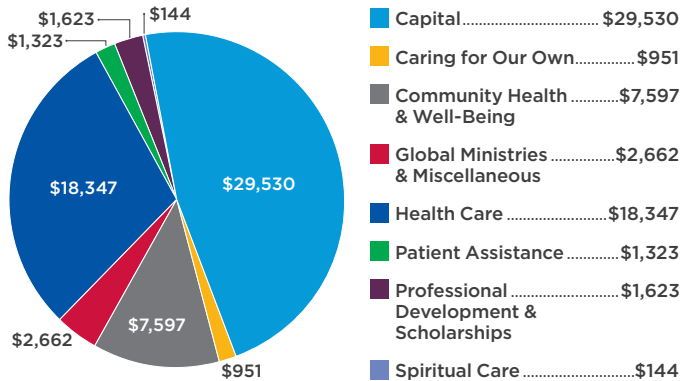
PROGRESS KEY: = Met/exceeded target Short of target



Target: Provide \$47.86 million in fund distributions to or on behalf of Bon Secours Mercy Health

**MINISTRY PHILANTHROPIC SUPPORT
\$62.18 MILLION**

\$ IN THOUSANDS

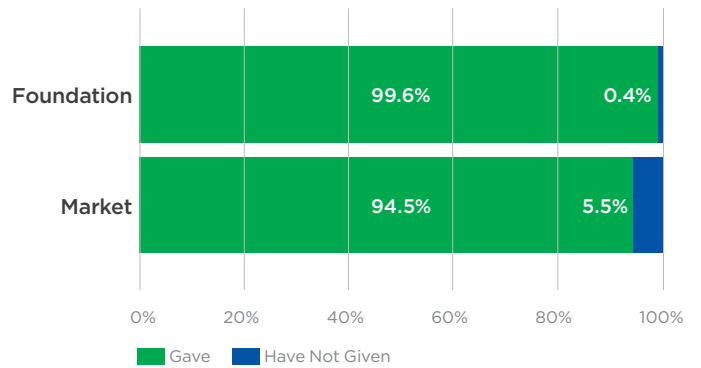


Includes additional grant support to the ministry



Target: 100% Foundation board giving participation

BOARD GIVING PARTICIPATION



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)	GOAL	2022	% of Goal Reached	
BSMH Foundation Total:	\$47.86	\$62.18	129.9%	
Baltimore	\$3.00	\$3.59	119.7%	
Charleston	\$5.25	\$6.39	121.7%	
Cincinnati	\$3.66	\$4.26	116.5%	
Greenville	\$3.30	\$3.45	104.6%	
Hampton Roads	\$0.78	\$1.19	152.6%	
Irvine	\$0.48	\$0.01	2.1%	
Lima	\$0.84	\$4.06	482.8%	
Lorain	\$1.65	\$1.85	112.3%	
Paducah	\$0.60	\$1.01	167.6%	
Richmond	\$6.60	\$10.72	162.4%	
Springfield	\$0.70	\$1.18	168.42%	
Toledo	\$9.30	\$10.68	114.8%	
Youngstown	\$4.20	\$6.81	162.2%	
Home Office	\$7.50	\$6.98	93.1%	

BOARD GIVING	Foundation Board			Market Board		
	GOAL	2022		GOAL	2022	
BSMH Foundation Total:	100%	99.6%		100%	94.5%	
Baltimore		100.0%			88.9%	
Charleston		100.0%			78.6%	
Cincinnati		93.3%			100.0%	
Greenville		100.0%			80.0%	
Hampton Roads		100.0%			100.0%	
Irvine		100.0%			100.0%	
Lima		100.0%			100.0%	
Lorain		100.0%			100.0%	
Paducah		100.0%			100.0%	
Richmond		100.0%			86.7%	
Springfield		100.0%			100.0%	
Toledo		100.0%			85.7%	
Youngstown		100.0%			100.0%	
Home Office		100.0%			100.0%	

PROGRESS KEY: = >100% = 91.7% - 99.9% = <91.6%

PROGRESS KEY: = >100% = 91.7% - 99.9% = <91.6%



Foundation Impact Report

FINANCIAL OVERVIEW

Operating Performance YTD December 2022 (unaudited)

U.S. dollars in thousands

	ACTUAL	BUDGET	VARIANCE	PRIOR YEAR
NEW REVENUE RAISED	\$92,521	\$86,050	\$6,471	\$105,016
Operating Expenses				
Employment Expenses	\$14,311	\$16,019	\$1,708	\$12,808
Purchased Services	\$2,860	\$4,663	\$1,802	\$2,792
Supplies, Utilities, Travel, Other	\$1,246	\$984	(\$262)	\$931
Miscellaneous	\$549	\$319	(\$230)	\$439
Total Operating Expenses	\$18,967	\$21,985	\$3,019	\$16,977
Return on Investment	\$4.88	\$3.91		\$6.19
Cost to Raise a Dollar	\$0.21	\$0.26		\$0.16
Ministry Support	\$62,177	\$51,630	\$10,547	\$56,127

*Includes Roper St. Francis Foundation

Consolidated Balance Sheet December 2022 (unaudited)

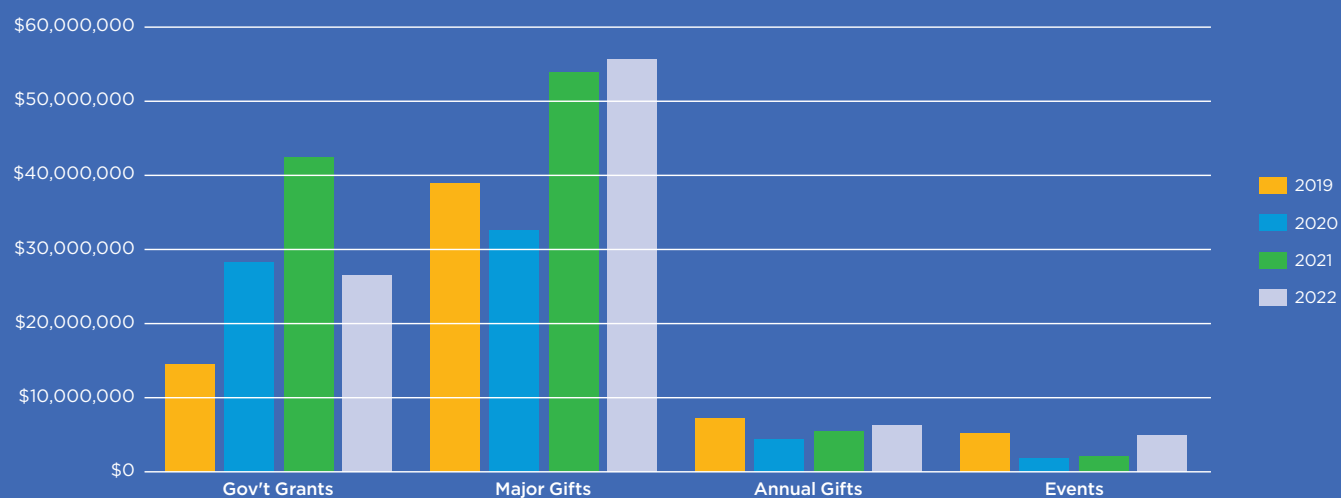
U.S. dollars in thousands

ASSETS	
Current Assets	
Cash and Cash Equivalents	\$2,114
Other Receivables	\$8,742
Prepaid Expense and Other Current Assets	\$362
Total Current Assets	\$11,217
Investments	\$337,012
Property and Equipment - Net	\$679
Other Assets	\$4,879
Total Assets	\$353,788

LIABILITIES AND FUND BALANCE	
Current Liabilities	
Accounts Payable	\$6,336
Other Current Liabilities	\$335
Other Long-term Liabilities	\$619
Total Liabilities	\$7,290
Net Assets	
Without Donor Restrictions	\$155,540
With Donor Restrictions	\$190,958
Total Net Assets	\$346,499
Total Liabilities and Net Assets	\$353,788

*Excludes Roper St. Francis Foundation

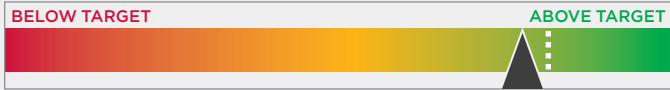
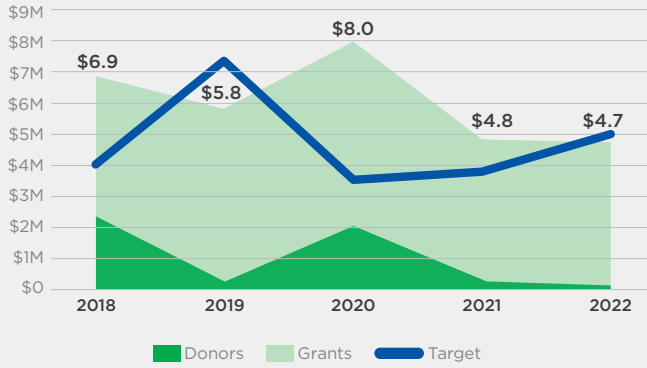
4-YEAR FUNDRAISING REVENUE BY SOURCE



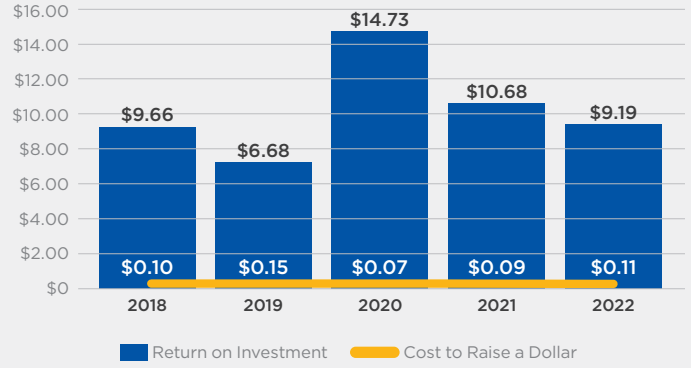
Bon Secours Baltimore Foundation

Baltimore, MD

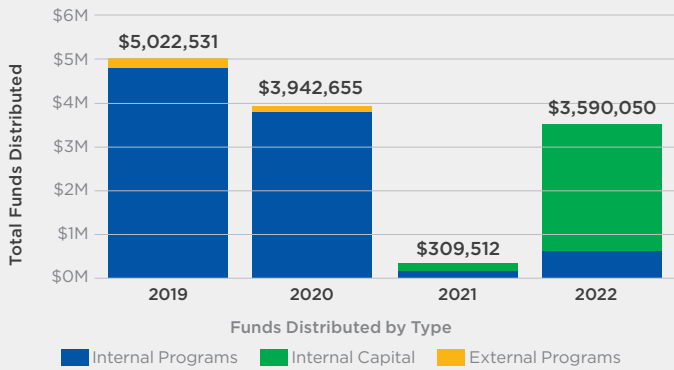
REVENUE & TARGET TREND
\$ IN MILLIONS



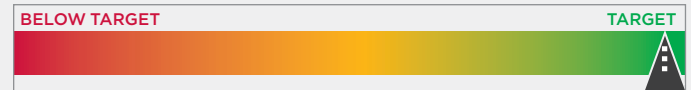
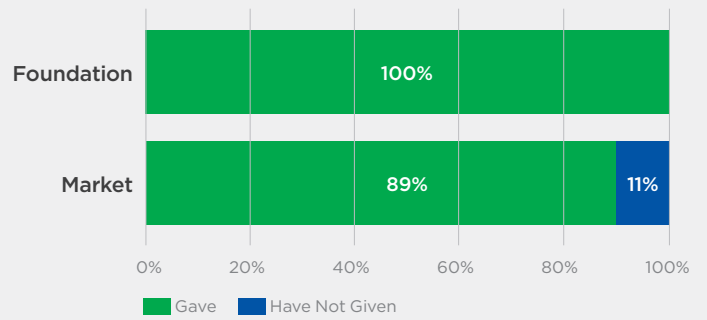
ROI AND COST TO RAISE A DOLLAR



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)



BOARD GIVING PARTICIPATION



Donors saved Kay from being homeless

After Kay Frances Miller's husband passed away, all the burdens from their life together fell on her. She found it harder and harder to make ends meet by herself, and she soon faced the very real possibility of homelessness. Donations to Bon Secours Baltimore Foundation rescued her from a dire situation.

“I'd probably be out on the street trying to find a place to live if not for Bon Secours,” says Kay. “As a kid, I had to worry about where I was going to live. I didn't know what was going to happen to me. Now I feel comfortable and I'm very thankful.”

Bon Secours Community Works in West Baltimore is committed to helping seniors, low-income families and people with disabilities find affordable housing. But they can't do it without support from Bon Secours Foundation donors.

“I stay by myself, but even though I'm alone, I feel safe. It's just beautiful. I like everything about my apartment and I'm just happy being there,” she says.

Not only do donations provide safe, clean, affordable housing for people with no other options, they also provide resources to help tenants get the most out of their lives. Resident Service Coordinators like Sterling Brunson help Kay find transportation to her medical appointments and assist her with technology so she can stay in touch with her family out of state.

“Mr. Sterling is very nice. He explains everything to me. I depend on him, you know, to help me. And he does. He helps all of us in the building out a whole lot, and we really appreciate everything that Bon Secours does for us.”

Kay Francis Miller enjoys living in a comfortable apartment in a Bon Secours affordable housing development in West Baltimore.



WATCH: Tim and Katy donate to the Bon Secours Baltimore Foundation and help with the Urban Garden so West Baltimore residents have fresh, healthy foods.



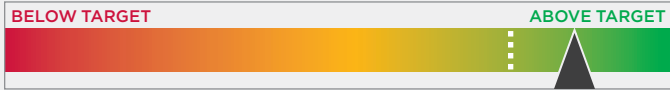
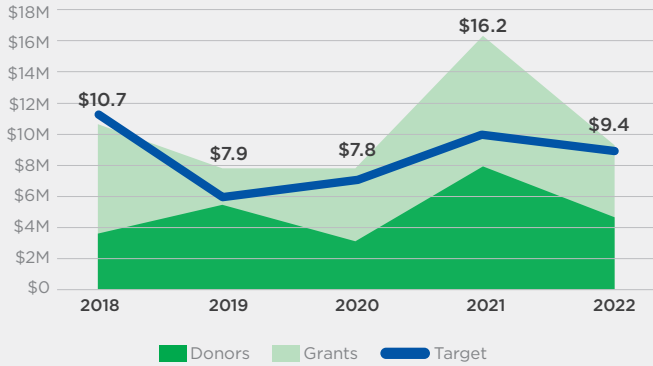
Click or scan the QR code to watch Tim and Katy's video

Roper St. Francis Foundation

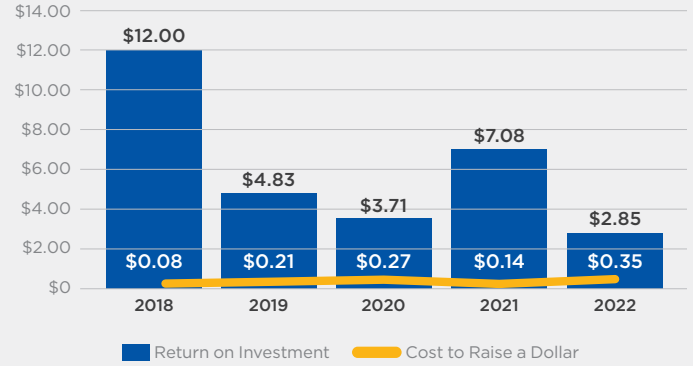
Charleston, SC

REVENUE & TARGET TREND

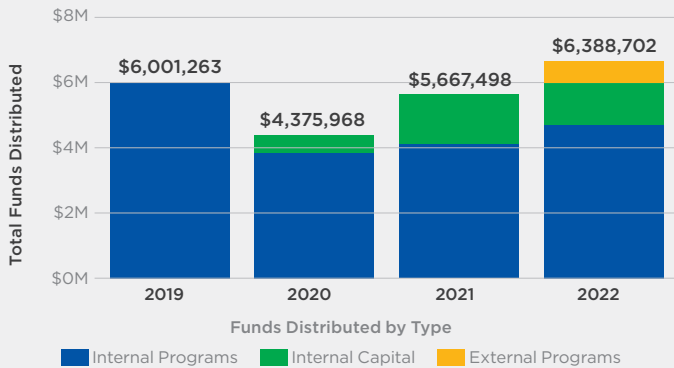
\$ IN MILLIONS



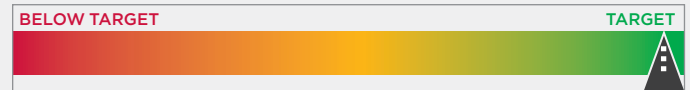
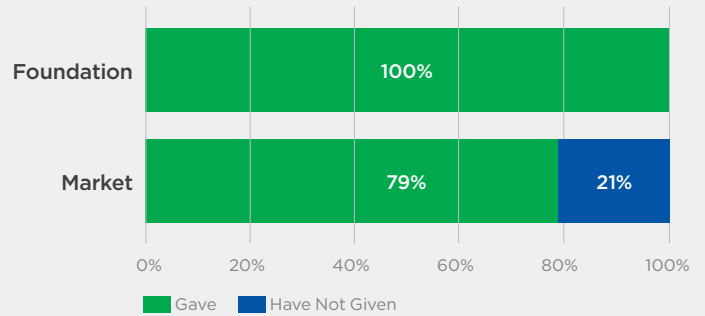
ROI AND COST TO RAISE A DOLLAR



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)



BOARD GIVING PARTICIPATION



STORIES OF IMPACT

Roper St. Francis Foundation
Charleston, SC

Donor support for the Teammate Assistance Fund helped Susan focus on her recovery, not her bills.



Donors helped Susan when she couldn't work during breast cancer treatments

Soon after turning 40, Susan had her first-ever mammogram. She was met with the three words one prays to never hear: "You have cancer."

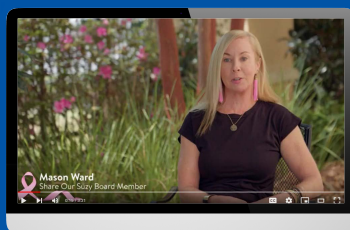
Susan's treatment journey was long and grueling. While she felt fortunate to be diagnosed with triple-positive breast cancer – a bad but treatable form of breast cancer – she knew she had a long road ahead.

After biopsies and a mastectomy, doctors found cancer in her lymph nodes. Susan had them removed, and then started a six-month run of four types of chemotherapy, six more months of two types of chemo, 28 days of radiation, and finally another surgery to have a total hysterectomy.

Susan's battle with cancer forced her to miss a full year of work. As an associate at Roper St. Francis, she was able to use the Teammate Assistance Fund to cover the cost of her mortgage during this time.

"Thank you to each and every one of you who have given to this fund. You are amazing. You've taken a great burden off of me during my time of need. Thanks to your support, I had the peace of mind to focus on my healing and not worry about how I would pay for my family's home."

Today, Susan is cancer-free and wants to encourage everyone to make their annual wellness screenings a priority. She knows better than most that early detection is the key to recovery.



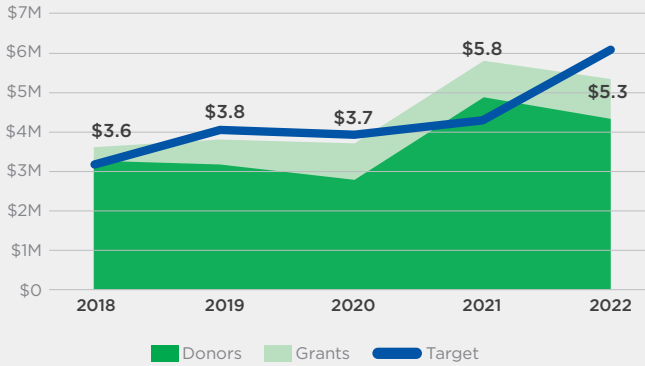
WATCH: Share Our Suzy helps breast cancer patients with the financial stress of a long, difficult cancer battle.



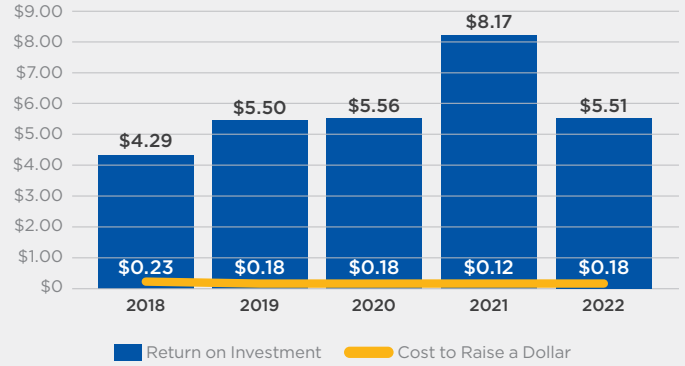
Click or scan the QR code to watch Mason Ward's video about Share Our Suzy

Mercy Health Foundation Cincinnati, OH

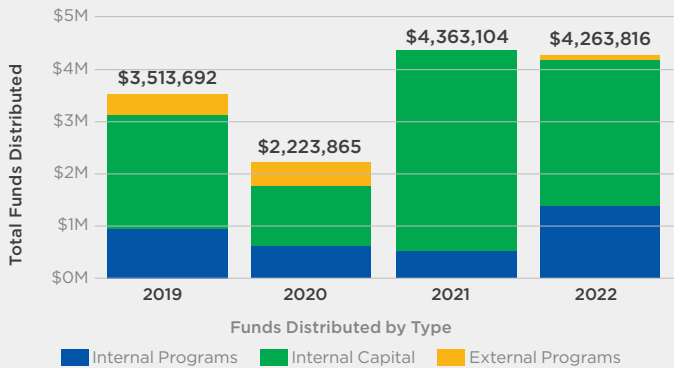
REVENUE & TARGET TREND \$ IN MILLIONS



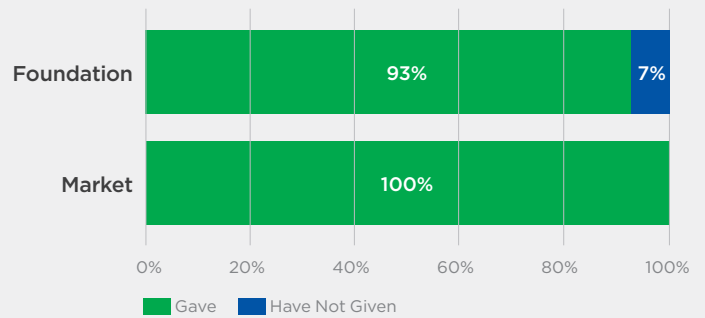
ROI AND COST TO RAISE A DOLLAR



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)



BOARD GIVING PARTICIPATION





STORIES OF IMPACT

Mercy Health Foundation
Cincinnati, OH

Donations to the Mercy Health Foundation provide hotel stays for cancer patients like Melanie, who need to be close to the hospital for treatments and daily appointments.

Melanie had a free place to stay while recovering from a bone marrow transplant

After Melanie Rose was diagnosed with myelodysplastic syndrome (MDS), she spent months waiting for a bone marrow donor. After finally receiving a transplant, doctors needed to keep a close watch on her with daily appointments to track her progress and monitor for complications.

It was a burden on Melanie and her family to make the two-hour round-trip drive from home to the hospital each day, and too expensive to stay in a hotel for weeks.

Fortunately, when Melanie needed help, donors came to her rescue. Covering the cost of a hotel stay for those first critical days made all the difference.

“I spent 62 days in the hospital, including 40 at The Jewish Hospital — Mercy Health,” Melanie says. “I’m so grateful we didn’t have to worry about the hotel. It is such a great thing to do for people when there are already so many things to worry about.”



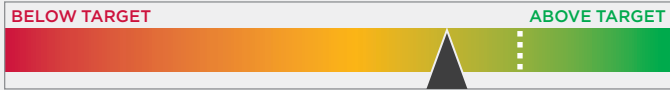
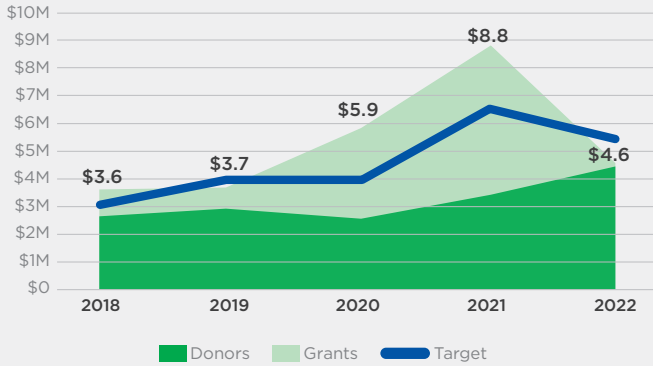
WATCH: A mobile mammography visit detected Erin’s breast cancer in an early and treatable stage.



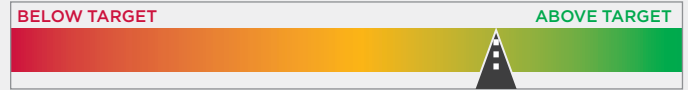
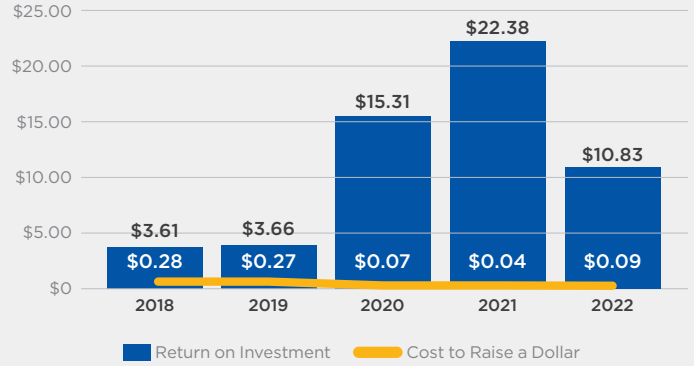
Click or scan the QR code to watch Erin’s video

Bon Secours St. Francis Foundation Greenville, SC

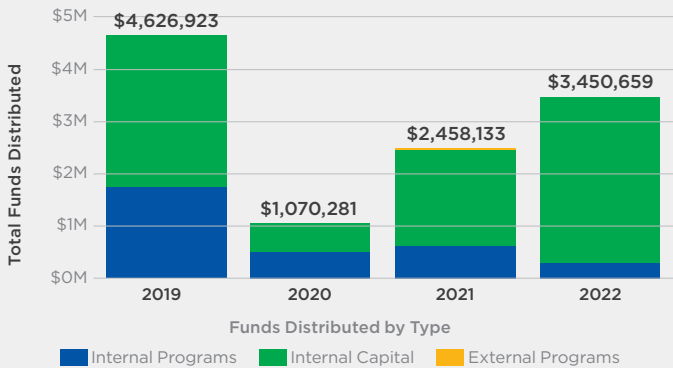
REVENUE & TARGET TREND \$ IN MILLIONS



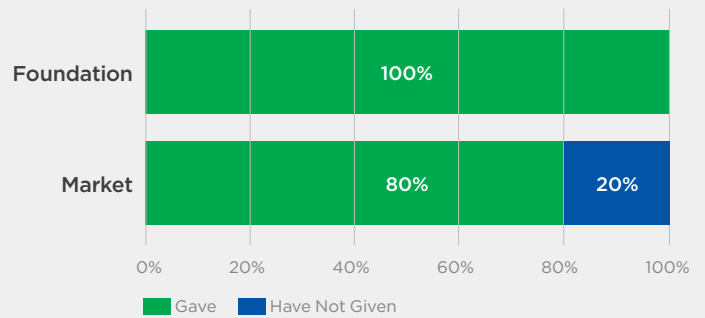
ROI AND COST TO RAISE A DOLLAR



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)



BOARD GIVING PARTICIPATION



Donor-supported Rehab Therapy is helping Vardrey keep his Parkinson's under control

It's easy to be a workaholic when you're doing the Lord's work, but a lack of work/life balance isn't healthy in any profession. For Dr. Vardrey E. Fleming, Sr., founder and Pastor of Bethel Bible Missionary Church for the last 46 years, those seven-day work weeks were catching up to him.

"I lived every day of my life serving the Lord, or at least I used to," Dr. Fleming says. "By age 72, I noticed changes in my ability to walk and speak. In my search for answers about my decline in health, I was referred to a neurologist who diagnosed me as having Parkinson's Disease."

Thanks to generous donations, Dr. Fleming received physical and speech therapy at the Diane Collins Neuroscience Institute at Bon Secours St. Francis.

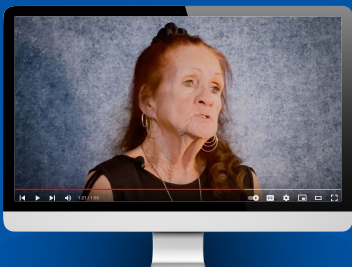
"They went to work as soon as I was diagnosed," he says. "The service they provided was immediate and compassionate and thorough. Their passion and dedication to my healing got my Parkinson's under control."

Today, Dr. Fleming remains active in the church. He also serves as Chaplain for the Greenville County Sheriff's Office, President of the West Greenville Neighborhood Association, and as consultant for Greenville Dreams, while also volunteering with Surgeons For Sight. He just doesn't work quite as hard as he used to.

"I'm feeling great. I've been blessed thus far with not having tremors. As long as I keep doing my exercises and not overdoing it, my health is good — all thanks to the wonderful care I received at the Diane Collins Neuroscience Institute at Bon Secours St. Francis."



Dr. Vardrey Fleming found several resources at the Diane Collins Neuroscience Center at Bon Secours St. Francis to diagnose and help manage his Parkinson's disease symptoms.



WATCH: Carol and her late husband were grateful to get free medical care after his near-fatal accident. They decided to leave their estate to Bon Secours so others can get help even when they're uninsured.



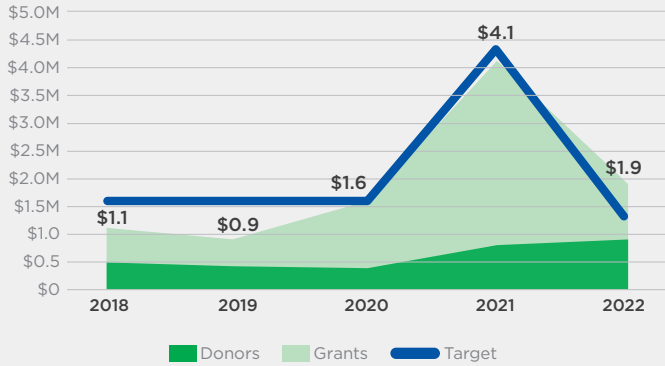
Click or scan the QR code to watch Carol's video

Bon Secours Hampton Roads Foundation

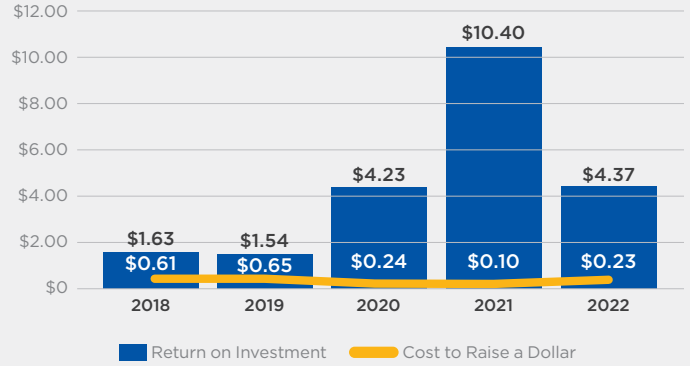
Hampton Roads, VA

REVENUE & TARGET TREND

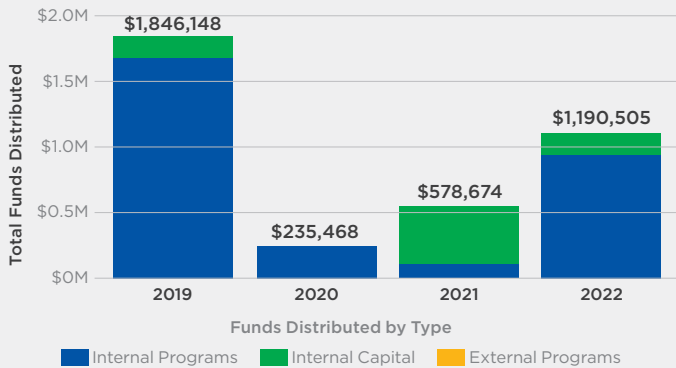
\$ IN MILLIONS



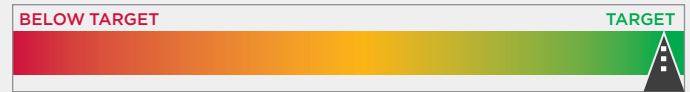
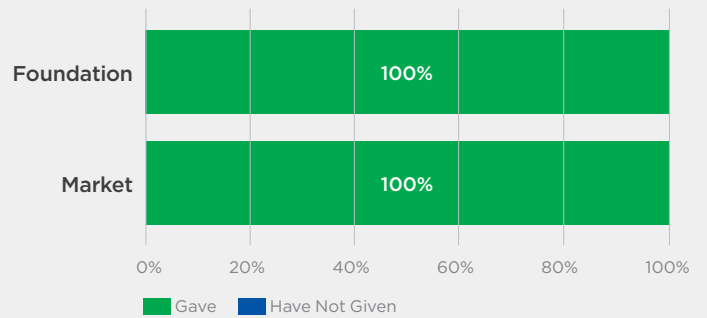
ROI AND COST TO RAISE A DOLLAR



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)



BOARD GIVING PARTICIPATION





STORIES OF IMPACT

Bon Secours
Hampton Roads
Foundation

Hampton Roads, VA

Sandra Fuller is grateful for donors who help provide the latest medical equipment to monitor her health. She credits upgraded technology and the donors who funded it with saving her life when her breast cancer was diagnosed in an early and treatable stage.

The Women's Imaging Center has the latest equipment to monitor Sandra's health, **thanks to donors**

Ever since donor-funded 3D mammography detected Sandra Fuller's breast cancer, she has trusted the Women's Imaging Center at Bon Secours to monitor her health.

Her cancer was caught early and she was able to make a full recovery. Now she turns to the Women's Imaging Center with the latest equipment to keep her overall health in check. New bone density equipment was recently purchased with the help of donations, so tests can measure the strength of Sandra's bones.

"The first time I had a bone density test, I thought it was going to be invasive, but I got to the Women's Imaging Center, and it was so easy," she says. "I'm very comfortable when I go over there."

Sandra is grateful to Bon Secours Hampton Roads Foundation donors for providing the 3D mammography and bone density screening technology to keep her and others like her healthy.

"It's good to know there are organizations and people who care about those they've never met before, and their main concern is just helping women who need it."

"I appreciate everything they have done. I was so thankful they had all the donations to help people like me," Sandra says.



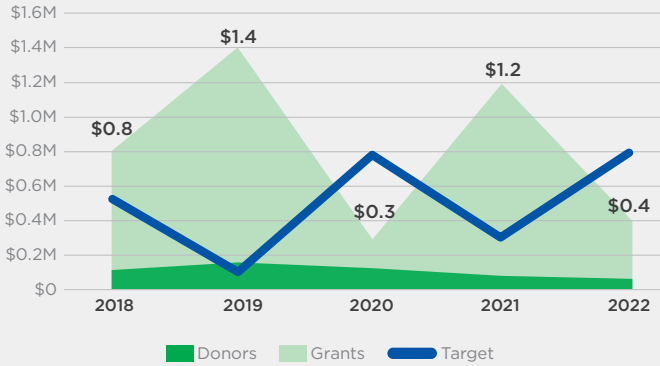
WATCH: Paul Kaplan got life-saving treatment for COVID at his local Bon Secours Southampton Medical Center, thanks to donors.



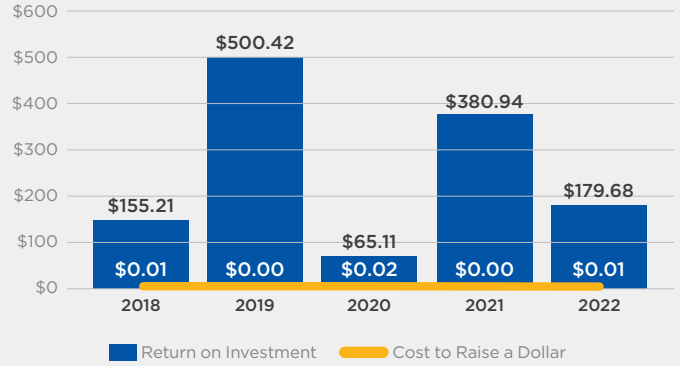
Click or scan the QR code to watch Paul's video

Mercy Health Foundation Irvine Irvine, KY

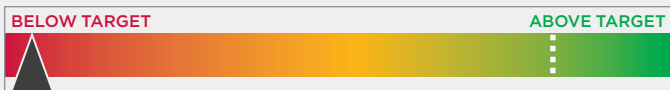
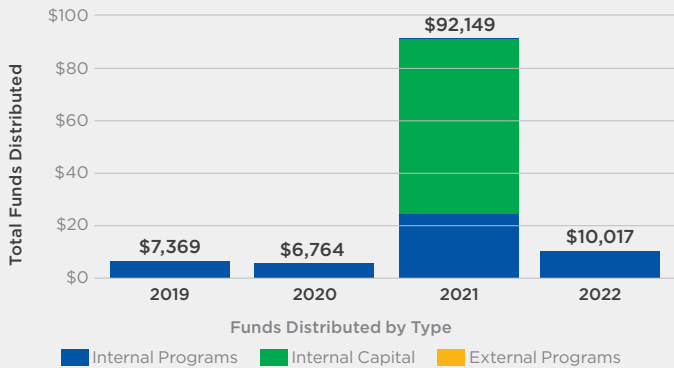
REVENUE & TARGET TREND \$ IN MILLIONS



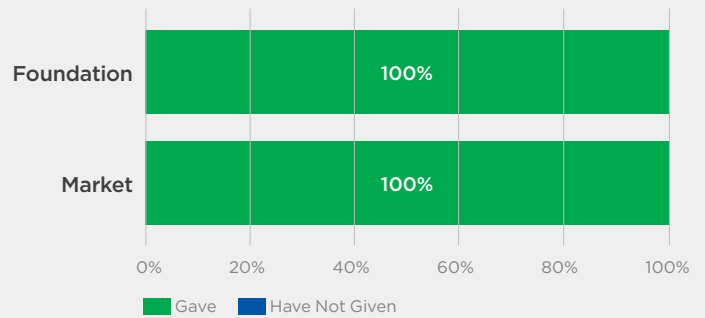
ROI AND COST TO RAISE A DOLLAR



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)



BOARD GIVING PARTICIPATION



Donors provided a new patio space at the hospital that aided Janice's recovery

It was May when Janice Brewer suffered a stroke — right in the prime blooming season of her flower gardens at home.

While she recovered in the hospital, she was still able to enjoy being outside in nature because of donations used to renovate the patio area at Mercy Health — Marcum and Wallace Hospital in Irvine, KY.

Janice's granddaughter, Brooke Mays, says it was difficult for her grandmother to be inside all the time but having access to the outdoor area made a real difference in her recovery.

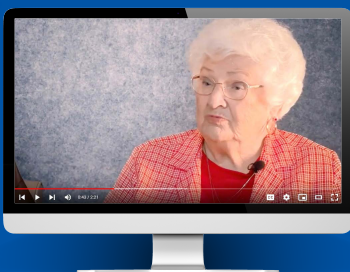
"She was really missing being at home," Brooke says. "She was just getting a little down. It helped that there was a birdfeeder just outside her window, and we all sent her photos of her flower garden, but it wasn't the same as being outside."

The rebuilt patio not only boosted Janice's spirits with nature, but it also provided a space where she could safely visit with family and friends that might not be able to go inside the hospital.

"Because of COVID restrictions, the youngest members of our family couldn't visit her inside," shares Brooke. "But the patio allowed all of us to visit. Being able to get outside in such a pleasant setting absolutely helped with her recovery."

"Thank you for allowing her to experience a little of what she enjoys at home while she was away."

An avid gardener, Janice Brewer's recovery after a stroke was a little easier because she could spend time outdoors and surrounded by nature on the hospital's new patio.



WATCH: Donors help patients like Onnaleen Muncie pay for life-saving medications they couldn't afford otherwise.



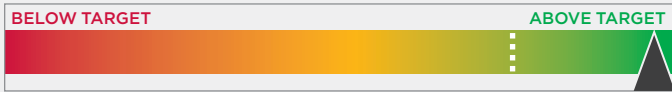
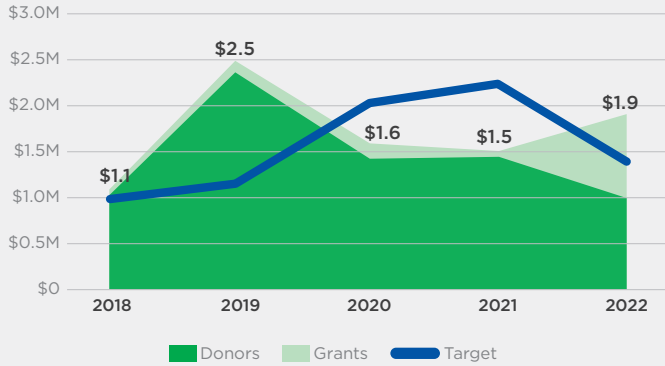
Click or scan the QR code to watch Onnaleen's video

Mercy Health Foundation Greater Lima

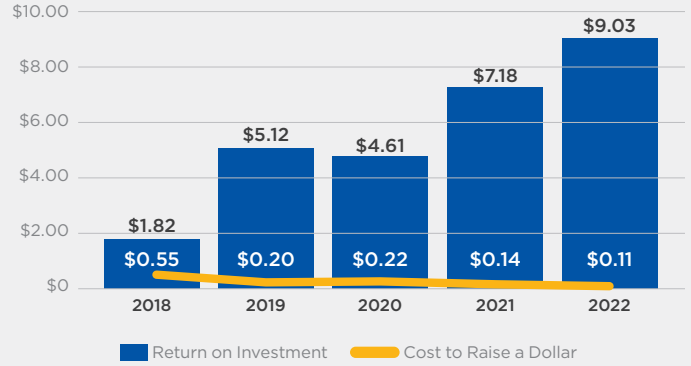
Lima, OH

REVENUE & TARGET TREND

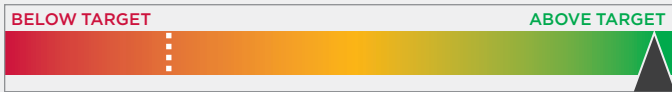
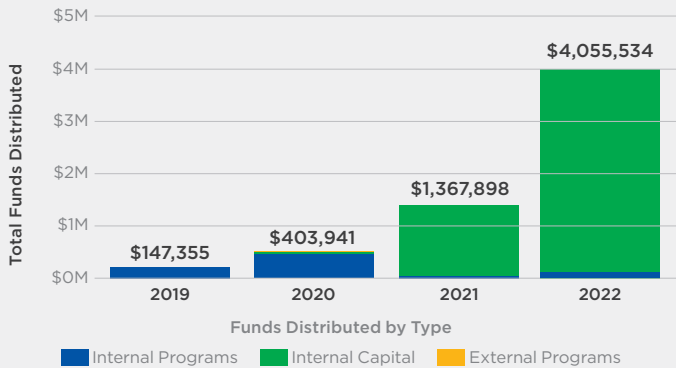
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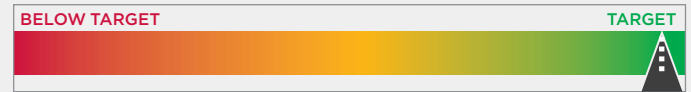
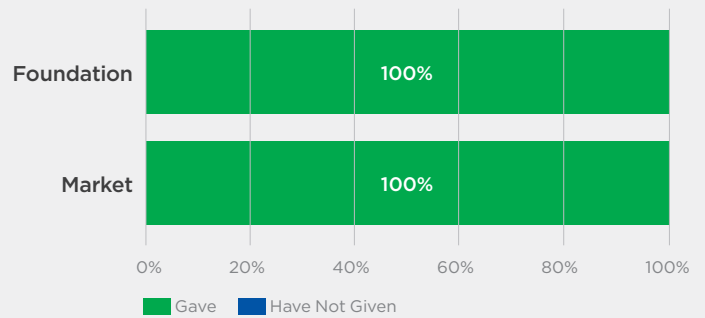
ROI AND COST TO RAISE A DOLLAR



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)



BOARD GIVING PARTICIPATION



STORIES OF IMPACT

Mercy Health Foundation
Greater Lima
Lima, OH

Donations provide cutting-edge advancements in neuroscience services at St. Rita's, meaning Kevin Buettner got the critical, time-sensitive care he needed when he had a stroke.

Kevin got fast, life-saving treatment for a stroke, thanks to donors

During a family gathering on Palm Sunday, Kevin Buettner started feeling a bit dizzy, and just not quite right. His family knew something was wrong when he asked them to call for an ambulance. Kevin was having a stroke as he was rushed to the hospital.

"Everything got worse during the ride," he says. "I don't remember much after that, but when it comes to a stroke, timing is everything. It really worked out for me."

Donations to Mercy Health Foundation Greater Lima support neuroscience services at Mercy Health — St. Rita's Medical Center in Lima, Ohio. Those services not only saved Kevin's life with immediate treatment, but also helped him bounce back quickly.

Kevin's children, Collin Buettner and Monica Simpson, want everyone to know how grateful they are for Mercy Health Foundation donors.

"The care my father received was phenomenal, and I'm so proud of him for fighting every day," says Collin. "I'm extremely thankful for so many people, from the paramedics to the ER team, to all of the nurses and doctors who helped and got him into surgery."

"There are no words that could ever express how grateful I am for the team that saved my dad's life," Monica says. "Not only physically, but for giving me back my dad the way he has always been."



WATCH: Donations fund a Community Advocacy & Diversity Outreach Coordinator staff position at Mercy Health in Lima, OH, where Abe Frieson is helping with community outreach programming through partner organizations like My Brother's Keeper.



Click or scan the QR code to watch Abe's video

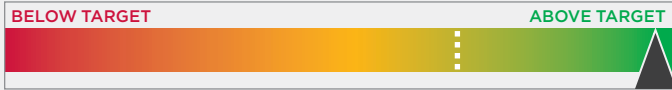
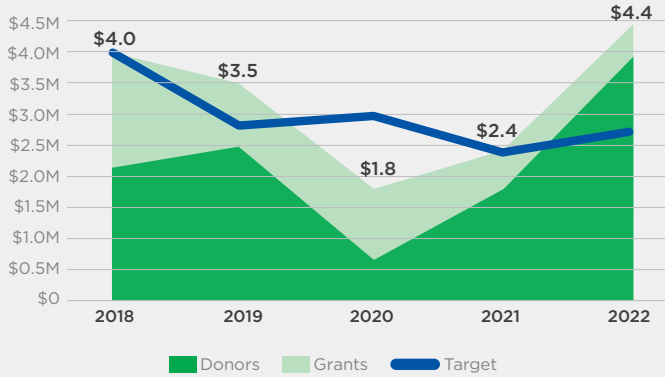


Mercy Health Foundation Lorain

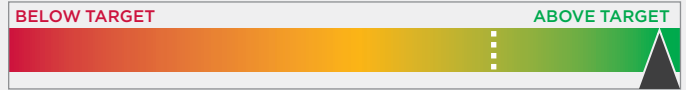
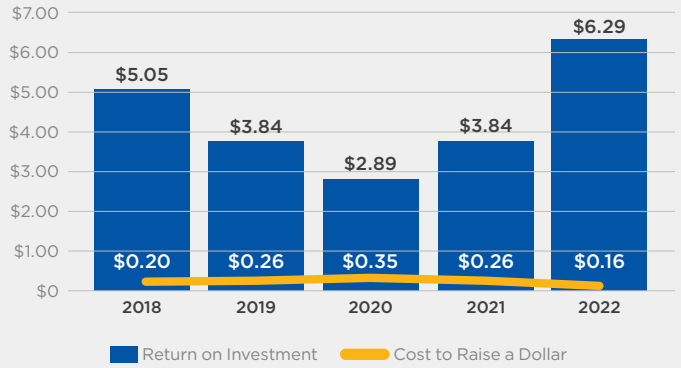
Lorain, OH

REVENUE & TARGET TREND

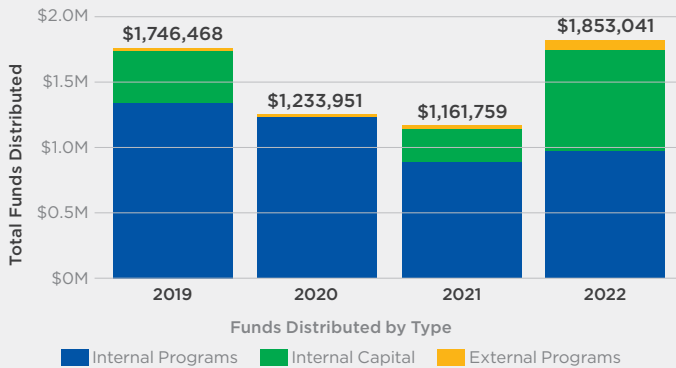
\$ IN MILLIONS



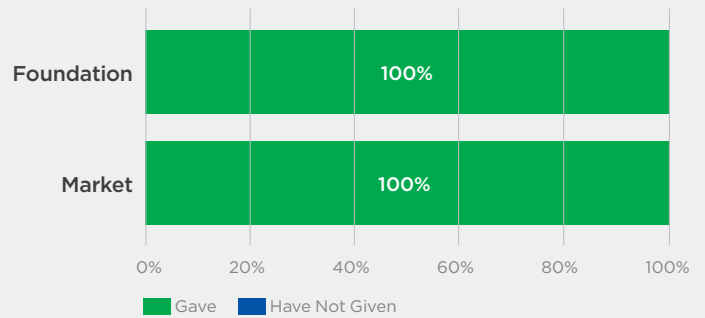
ROI AND COST TO RAISE A DOLLAR



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)



BOARD GIVING PARTICIPATION



Donors give Jessica the support she needs as she battles a rare form of breast cancer

Jessica Resor felt the full impact of the Mercy Health — Lorain Cancer Center from the very beginning of her cancer journey.

“When I went for my first mammogram — and really from the minute I got there — they just took control so quickly,” she recalls. “They took such good care to get things scheduled so quickly for me.”

Now that Jessica is undergoing aggressive treatment to fight a rare form of breast cancer, she is grateful for the generosity shown to the Lorain Cancer Center and its state-of-the-art technology and support services.

“It was really nice to meet with social workers, because they were able to answer questions,” she says.

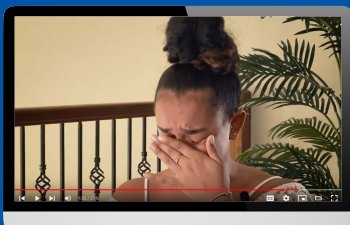
“As needs arise, I know who to call. To talk to someone who knows what to expect and what you are going through is helpful because they understand and can give you direction. They’re here because of the Foundation’s donors.”

Jessica knows she has a year of challenging treatment ahead of her, but she is thankful she has so much support behind her.

“There are truly selfless people willing to help complete strangers, and it’s been a real blessing. Donors are taking time to help someone they may never see or know, but they are making a huge impact in their life. The donation is giving me peace of mind, support and answers.”



Jessica Resor is grateful for Mercy Health Foundation Lorain donors who support the life-saving cancer treatment she is receiving at the Cancer Center.



WATCH: The donor-funded Resource Mothers program provides baby care items, parenting education, ongoing support and encouragement for moms like Xiomara to help Lorain families start out strong.

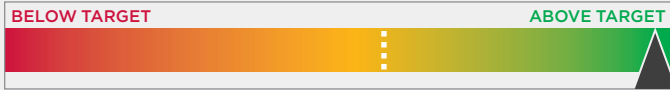
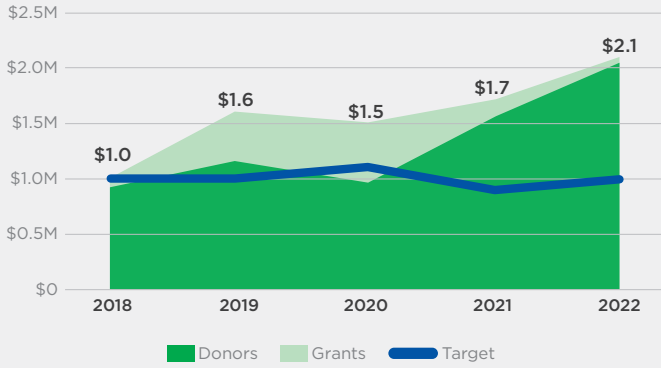


Click or scan the QR code to watch Xiomara’s video

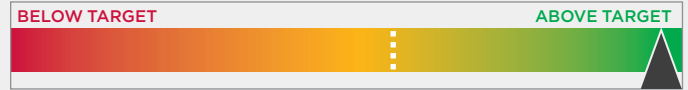
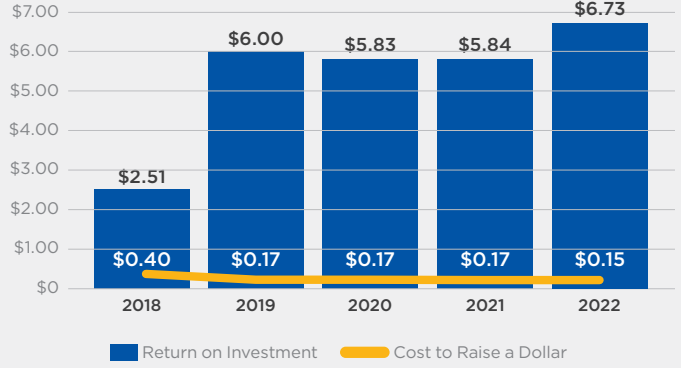
Mercy Health Foundation Lourdes Paducah, KY

REVENUE & TARGET TREND

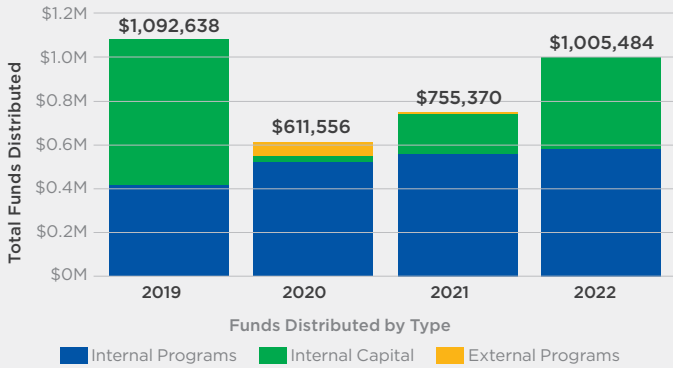
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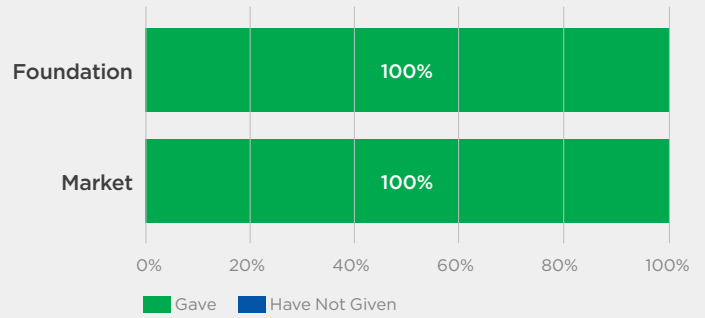
ROI AND COST TO RAISE A DOLLAR



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)



BOARD GIVING PARTICIPATION



STORIES OF IMPACT

Mercy Health Foundation
Lourdes
Paducah, KY

Donations to Mercy Health Foundation Lourdes were used to upgrade equipment in the rehabilitation unit where Jim's team of therapists helped him regain skills for daily living after he was injured during a tornado in Mayfield.

With help from donors, Jim learned how to walk again after he was injured during a tornado

A December tornado tore through Mayfield, Kentucky, and trapped Jim beneath 15 feet of rubble for six hours. When he was rescued, he was rushed to a nearby hospital and treated for crush injuries to his legs and left arm.

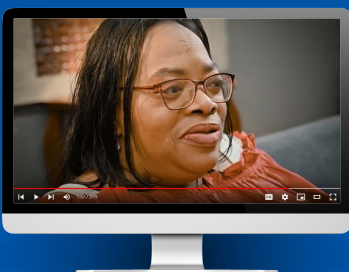
Once Jim was well enough, he transferred to Mercy Health — Lourdes Hospital's Diller Inpatient Rehabilitation and Therapy where our donors' gifts have funded equipment and renovations that were instrumental in his recovery.

"I wasn't even capable of getting around in a wheelchair when I got there, but they helped me learn to operate it," Jim says. "Then the physical therapists got me walking with the walker. I learned how to get back to everyday life like shaving, brushing my teeth and taking a shower. I cooked and did laundry, too."

After just two weeks, Jim left the hospital's rehabilitation unit shortly before his 58th birthday, excited to reunite with his sons and dog at his home which was spared in the tornado.

"I am getting my strength back and hope to recover enough to be completely on my own, so I don't have to be a burden on anyone. It's going to be a long journey, but every day it will get a little bit better."

"I appreciate and am thankful for everyone that had anything to do with my rescue and my recovery. My heart goes out to them."



WATCH: Donations to the Outpatient Mission Fund help patients like Felicia Williams with transportation, medications, equipment and other medical needs.



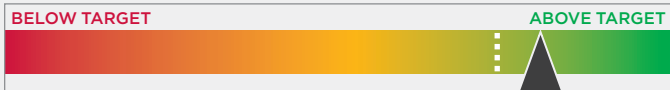
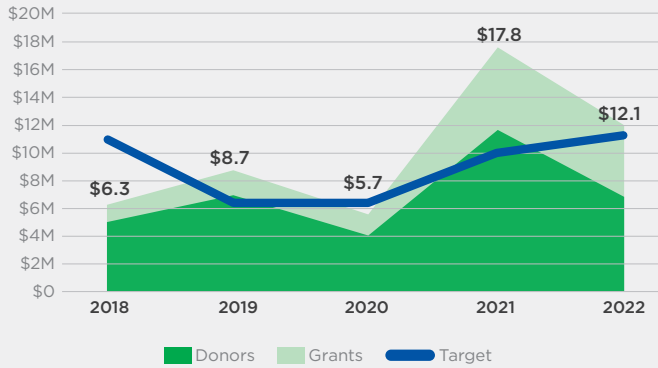
Click or scan the QR code to watch Felicia's video

Bon Secours Richmond Health Care Foundation

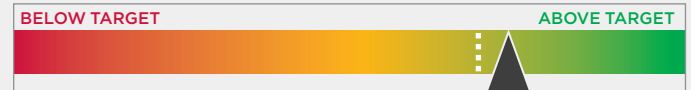
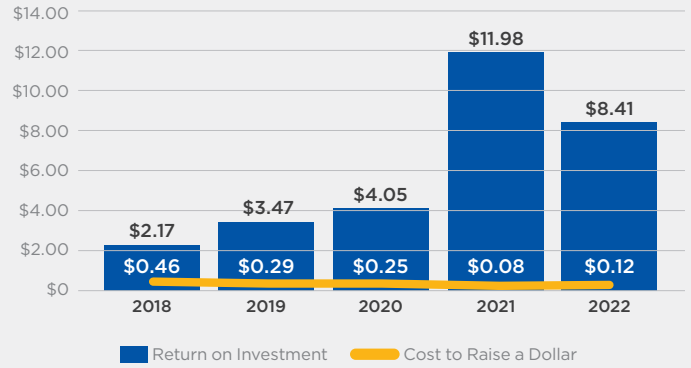
Richmond, VA

REVENUE & TARGET TREND

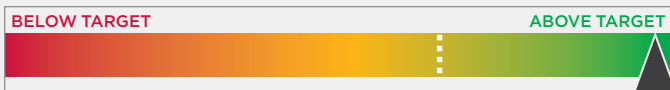
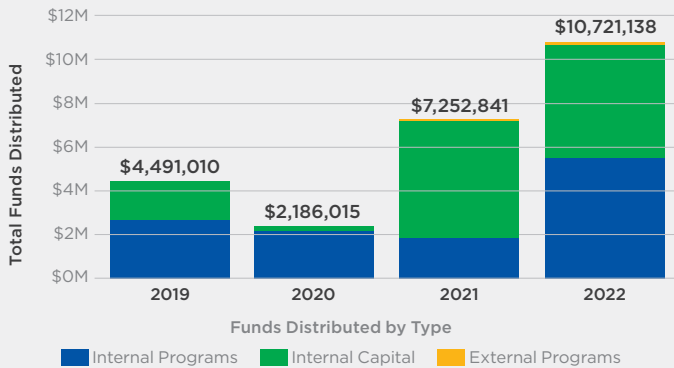
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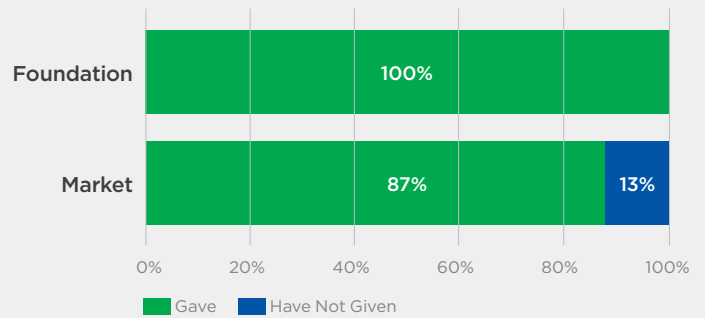
ROI AND COST TO RAISE A DOLLAR



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)



BOARD GIVING PARTICIPATION



Donor-funded Noah's Children helps Danny Martin and his family during their greatest challenges

'No Martin left behind' is a motto of hope for the Martin family. They say it at the dinner table as a reminder to support and encourage one other.

Danny's youngest daughter, Aa'drian, suffered a brain injury at birth, leaving her fully dependent. When his wife left the family, Danny sought assistance from Noah's Children to help him raise Aa'drian and her siblings, Bre'Anna, Ta'lor and Jeremiah, who suffers from cerebral palsy.

"Nothing I could say about Noah's Children would be enough," he says. "They created opportunities for me to care for the siblings of a dependent child, so they don't feel left out."

"With my family falling apart the way it did, they put my mind at ease from the everyday pressure of trying to make a happy home."

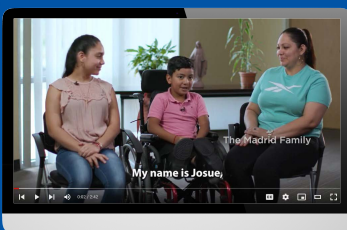
Noah's Children, central Virginia's pediatric palliative care program of Bon Secours, delivers holistic, compassionate and comprehensive care by providing for the physical, emotional, social and spiritual needs of patients and their families. For Danny, it was the blessing he needed.

"I've never wanted anyone to give me help," he says. "I wanted to be the one giving the help. But, in our time of need, this organization has been remarkable."

Today, Danny is grateful to have his family together and moving forward. In his prayers, he thanks generous donors for making Noah's Children possible.

"They're helping us keep our family motto going strong. It's been one heck of a journey."

Donations to Bon Secours Richmond Health Care Foundation for Noah's Children help Danny Martin take care of Aa'drian, his six-year-old daughter with special needs. Support from the Noah's Children team lets Danny spend quality time with his other children and make a happy home for his family.



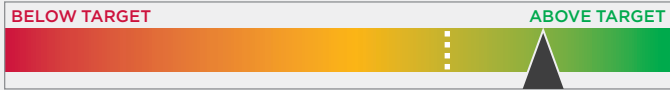
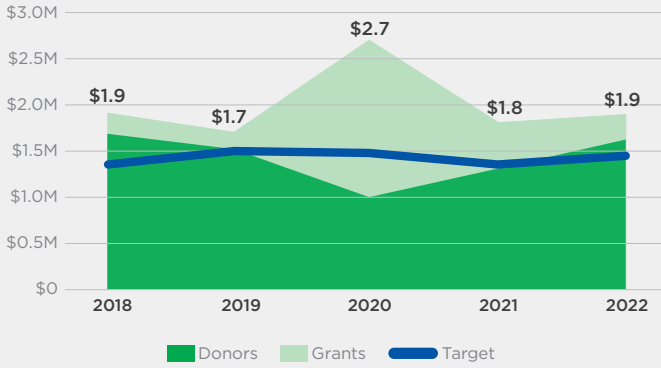
WATCH: Through the donor-supported Care-A-Van Mobile Health Clinic, Josue Madrid's family gets free health care, equipment and other services they need to care for Josue and his medical condition so he can thrive.



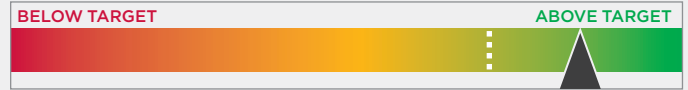
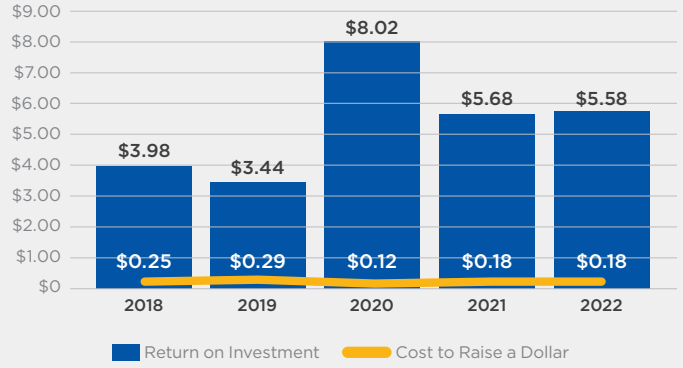
Click or scan the QR code to watch Josue's video

Mercy Health Foundation Clark & Champaign Counties Springfield, OH

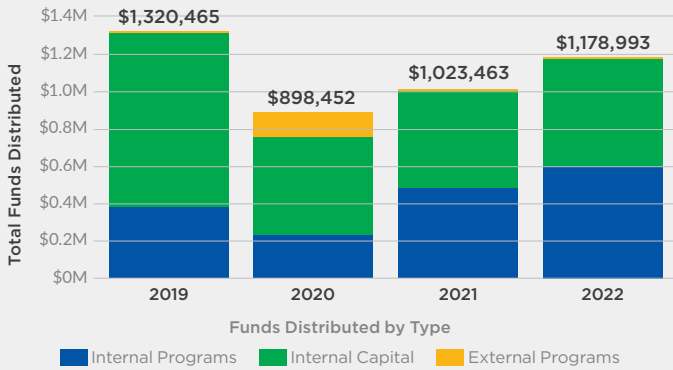
REVENUE & TARGET TREND \$ IN MILLIONS



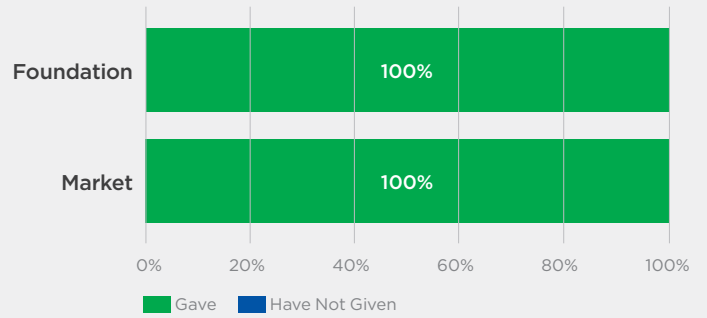
ROI AND COST TO RAISE A DOLLAR



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)



BOARD GIVING PARTICIPATION





STORIES OF IMPACT

Mercy Health Foundation Clark & Champaign Counties

Springfield, OH

Donations to Mercy Health Foundation Clark & Champaign Counties for pediatric rehab are helping Kaiden be more active, confident and increase his strength.

Kaiden has life-changing pediatric rehab close to home, **thanks to donors**

At just nine months old, Kaiden Johnson began pediatric rehab for his cerebral palsy. With therapy only available in Dayton at the time, his mom, Ashley, was driving them nearly an hour each way for appointments.

Now Kaiden is an active 12-year-old and Ashley is glad they switched to pediatric rehab at Mercy Health — Springfield, a facility supported with generous donations to Mercy Health Foundation Clark & Champaign Counties.

“It’s been life changing. The fact we can travel there in less than 10 minutes means he doesn’t have to miss half a day of school to go to therapy.”

Ashley says Kaiden is a typical boy who enjoys video games, sports and hanging out with his friends but, when he recently underwent major surgery on his legs, rehab once again became a top priority.

“They basically had to teach him how to walk again,” Ashley says. “Now he’s recovering and working on getting his strength back. I don’t know where Kaiden would be without equipment the donors provided. We’re so grateful.”

Throughout it all, Mercy Health’s pediatric rehab has become much more than just a service provider. They are friends now.

“Sometimes they even do special programs in the evening where they get kids together to do obstacle courses or sports,” Ashley says. “I see therapists and receptionists around town and at the grocery store, which really excites Kaiden because he’s so close to them. It’s so personal now.”



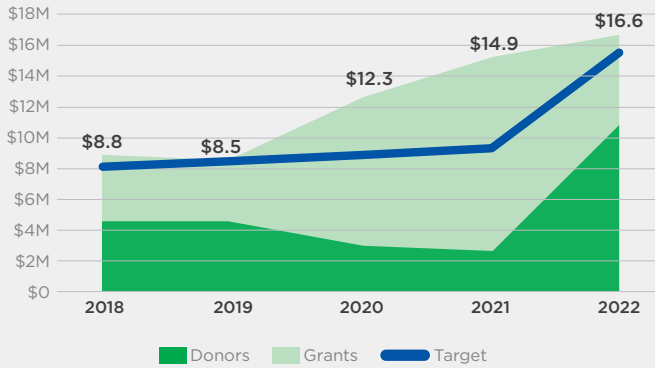
WATCH: Michael Evans depends on Foundation donors to help him with emergency needs during cancer treatment. Donations also provide counseling and oncology rehabilitation services to aid recovery.



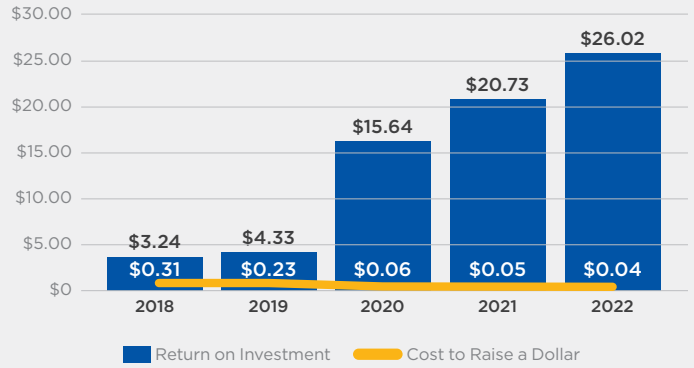
Click or scan the QR code to watch Michael's video

Mercy Health Foundation Toledo, OH

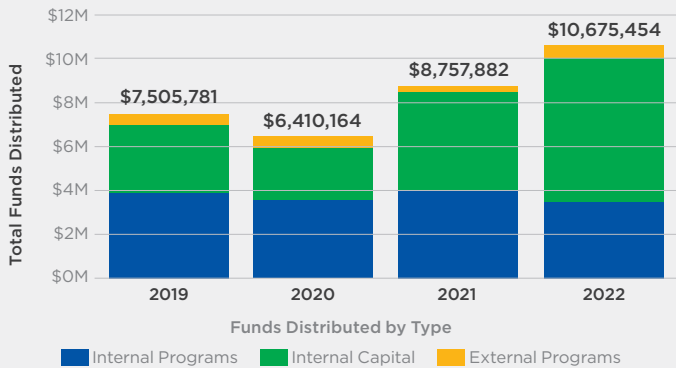
REVENUE & TARGET TREND \$ IN MILLIONS



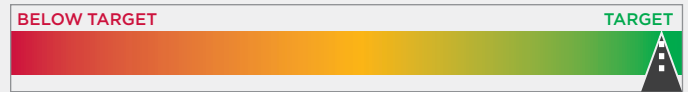
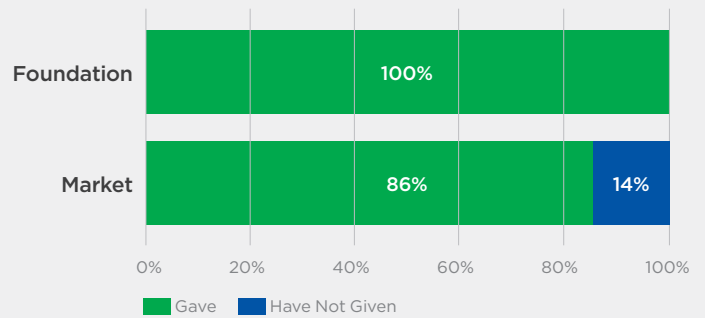
ROI AND COST TO RAISE A DOLLAR



PHILANTHROPY SUPPORT (FOUNDATION DISTRIBUTIONS)



BOARD GIVING PARTICIPATION





STORIES OF IMPACT

Mercy Health Foundation
Toledo, OH

Earl Rodriguez spent 10 days on an ECMO artificial lung machine that was purchased with donations to Mercy Health Foundation. The equipment allowed his lungs and heart to rest and heal.

Thanks to donors, an ECMO machine healed Earl's near-fatal lung injury after a motorcycle accident

When the staff at Mercy Health — St. Vincent Medical Center nickname a patient 'ECMO Earl,' something truly special has occurred. And our donors were part of Earl's lifesaving experience.

Earl and Nancy Rodriguez were traveling by motorcycle when they collided with a box truck. The couple were transported by Life Flight to Mercy Health. According to Earl's sister, Monná, who traveled from her home in Texas to care for her brother and sister-in-law, things weren't looking good.

"He was on a ventilator with nine broken ribs and a collapsed right lung," she says. "Everything was bad. No one thought he was going to make it."

As a last resort, Earl was placed on ECMO (extracorporeal membrane oxygenation). Donations to Mercy Health Foundation helped purchase this artificial lung technology that adds oxygen and removes carbon

dioxide from the blood, then warms and pumps the blood back in the body, allowing time for the heart and lungs to rest and heal.

Earl received ECMO treatment for 10 days and it repaired his body beyond everyone's expectations.

"Every doctor we've taken him to is amazed by his recovery," Monná says. "He survived because ECMO gave his body time to heal from within."

'ECMO Earl' and his wife are doing better today, and Monná is thankful for donors who make the best medical technology available in Toledo and the surrounding rural communities.

"It saved his life. I wouldn't have him today if it wasn't for ECMO. Had this not been available, he would have died in the hospital."



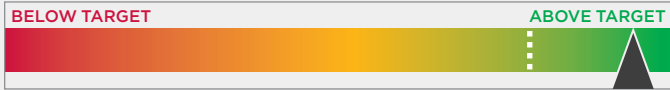
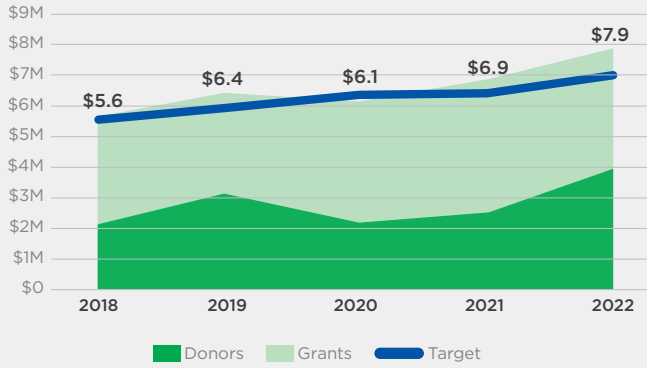
WATCH: A donor-funded driving simulator for neuro rehab helped Jordan regain his commercial truck driver's license after a motorcycle accident left him with a traumatic brain injury.



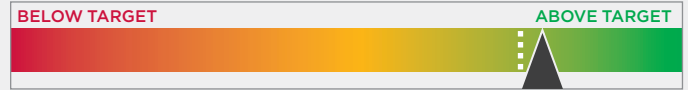
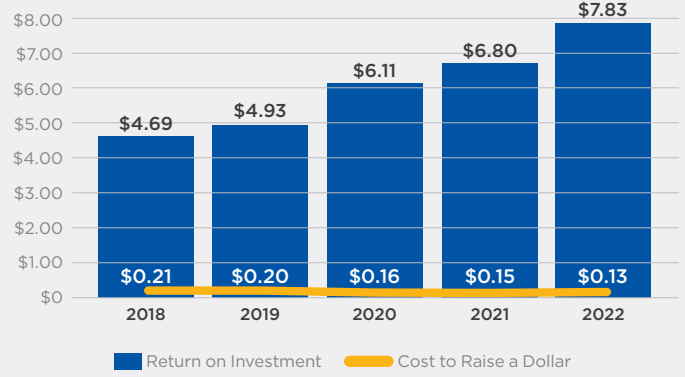
Click or scan the QR code to watch Jordan's video

Mercy Health Foundation Mahoning Valley Youngstown, OH

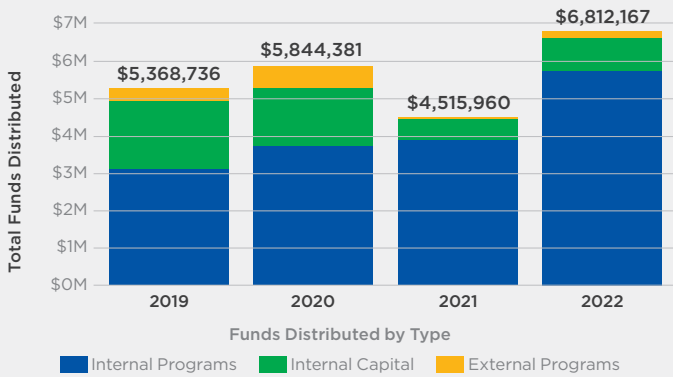
REVENUE & TARGET TREND
\$ IN MILLIONS



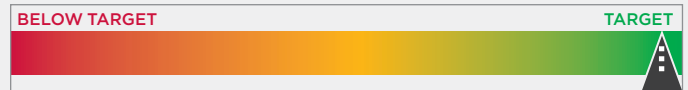
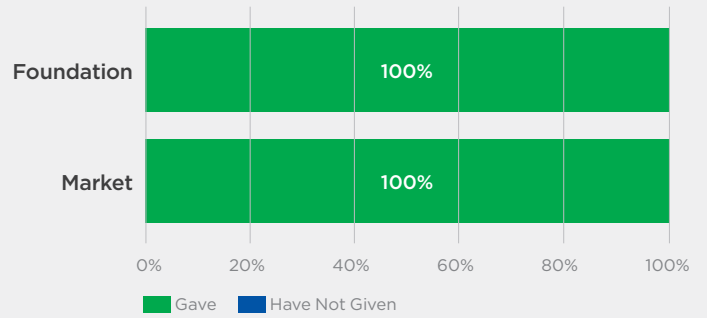
ROI AND COST TO RAISE A DOLLAR



**PHILANTHROPY SUPPORT
(FOUNDATION DISTRIBUTIONS)**



BOARD GIVING PARTICIPATION



Pecola gets the diabetes medications she needs to stay healthy, **thanks to donors**

Pecola Hunter runs a daycare program in her home. With nine children around every day, it's enough to keep her feeling young. But she needs three insulin medications to stay healthy and to control her diabetes.

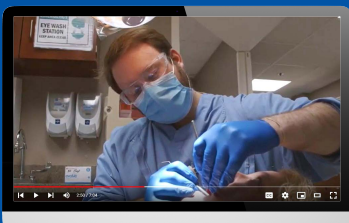
Thanks to our donors, Mercy Health's Prescription Assistance Program helps Pecola get the diabetes medications she needs but can't afford. She is thankful that her doctor told her about the program early in her diagnosis.

"There is no way I would be able to purchase my insulin," she says. "They help out with all of the cost and even provide needles. It's just a wonderful program."

Pecola no longer has the anxiety of needing life-saving medications and not being able to pay for them. She is grateful that donors help her maintain her health so she can help families in her area by caring for their children while they work.

"I cannot tell you how appreciative I am that the Prescription Assistance Program is in place. From the bottom of my heart and from the moon to the Earth, thank you!"

Donations for the Prescription Assistance Program at Mercy Health provide Pecola with free insulin and supplies to manage her diabetes.



WATCH: Donations for Mercy Health's dental clinic in Youngstown are giving patients a new smile and better health.



Click or scan the QR code to hear from dental clinic patients and providers

Glossary

Revenue / Total dollars raised

Revenue / Total dollars raised represents all outright gifts of cash (excluding payments on pledges from previous years), grant awards and new gift commitments made in the reporting year. New gift commitments include all new pledges and letters of intent (including revocable gift commitments) and the current market value of irrevocable planned gifts. Total dollars raised is a more thorough measurement of our fundraising performance than cash gifts alone.

Return on investment

ROI is the product of dividing gross funds raised by total fundraising (operating and employment) expenses, representing the financial return on each dollar spent raising funds during the reporting year. It is an indicator of fundraising effectiveness, illustrating the amount applied toward the bottom line, in relation to the cost. ROI helps us determine proper investment to generate greater fundraising revenue.

Cost to raise a dollar

Foundation operating and employment expenses divided by revenue. Cost to raise a dollar is a measure of fundraising efficiency that evaluates the total amount spent to raise each dollar in support of our Mission. The costs and benefits of fundraising need to be evaluated in the proper context to ensure effective allocation of resources and strategies.

Philanthropy support (foundation distributions)

Funds distributed from the Foundation in the current reporting period to or on behalf of Bon Secours Mercy Health for programmatic and capital needs. This figure does not include fund distributions from grants. These measures demonstrate the value of the Foundation to Bon Secours Mercy Health: using donors' generosity to help people live their best lives through true healing.

Board giving participation (foundation and market)

The percentage of Foundation and market board members who make at least one gift per calendar year. When board members give, they strongly influence potential donors and demonstrate that raising funds is essential for our ministry. Board participation in giving of 100% sets a standard that potential donors respect.

Bon Secours Mercy Health Foundation Leadership

President - **Tim Koder**

Baltimore, MD Market Foundation President - **Julie Mercer**

Charleston, SC Market Foundation President - **Stacy Waters**

Cincinnati, OH Market Foundation Interim President - **Eric Lemen**

Greenville, SC Market Foundation President - **Erik Whaley**

Hampton Roads, VA Market Foundation President - **Judy Bilicki**

Irvine, KY Market Foundation Director of Development - **Kathy Withers**

Lima, OH Market Foundation President - **Sara Ambroza**

Lorain, OH Market Foundation President - **Scott Pember**

Paducah, KY Market Foundation President - **Jessica Toren**

Richmond, VA Market Foundation President - **Ann Carpin**

Springfield, OH Market Foundation President - **Kristy Kohl McCready**

Toledo, OH Market Foundation President - **Tim Koder**

Youngstown, OH Market Foundation President - **Paul Homick**

Vice President, Annual Programs - **Tara Miller**

Annual Programs Director - **Audrey Ginter**

Annual Programs Director - **Stephanie Jenks**

Annual Programs Director - **Anna Vanderburg**

Vice President, Charitable Estate & Planned Giving - **Brad Blandin**

Vice President, Solutions Group - **Eric Lemen**

Director, Data Solutions - **Teresa Dick**

Director, Operational Performance - **Amanda Baird**

Director, Prospect Research & Analytics - **Rachel Du**

System Director, Board Relations - **Becky Sittason**

System Director, Grants - **Alice Parisi**

Senior Director, Market Foundation Strategic Initiatives - **Jon Labbe**

100% in 100 Days Board Giving Challenge

Help your local Bon Secours Foundation or Mercy Health Foundation earn up to \$25,000 just by making your 2023 board member donation or gift commitment today.

To get a **\$25,000 award** from the BSMH Foundation...

- **100%** - a donation or gift commitment (pledge) from every market board member and market foundation board member
- **100 days** - no later than 11:59 p.m. on **Thursday, May 25**

All donations made by board members since January 1 are counted toward the Board Giving Challenge. You can even set up a gift commitment to pay your 2023 board member donation by Dec. 31.

100% Days

Online: givebsmh.org/boardgiving

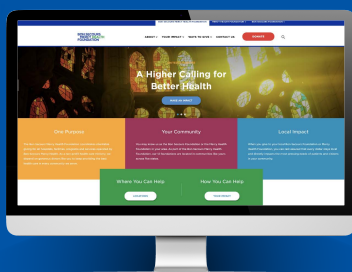
Mail: Bon Secours Mercy Health Foundation
7115-Foundation, LBX 632660
P.O. Box 5776
Cincinnati, OH 45273-9942
(indicate market/special purpose to designate your gift)

In person: visit your local foundation office

Phone: (800) 999-2744

Thank you, Mission Partners!

A Mission Partner is a friend of the Foundation that supports the greatest needs across the entire footprint of Bon Secours Mercy Health. Mission Partners make an impact in every community we serve and on every patient who comes to us for care.



Check out our new
GiveBSMH.org
website!



BON SECOURS MERCY HEALTH
Foundation