

DONOR
IMPACT
REPORT
2017

THE
VISION

to
BECOME

Celebrating 50 years of
Presbyterian Healthcare Foundation



 **PRESBYTERIAN**
Healthcare Foundation

DONOR IMPACT REPORT 2017

 **PRESBYTERIAN**
Healthcare Foundation

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Vision to Build.

Rev. Hugh A. Cooper came to Albuquerque in 1903 as a tuberculosis patient. After recovering, he raised money through the Presbyterian church to provide treatment for the impoverished and opened the Presbyterian Sanitorium in 1908.

A JOINT MESSAGE

from Presbyterian Healthcare Services Board Chair and
the President and CEO of Presbyterian Healthcare Services



Kathie Winograd, PhD

Board Chair,
Presbyterian Healthcare Services



Dale Maxwell

President and
Chief Executive Officer,
Presbyterian Healthcare Services

When Ray Woodham established Presbyterian Healthcare Foundation 50 years ago, his intent was to take a good hospital and grow it into a great one. We'd like to think that if he could see us today, he'd be very proud.

While the Foundation has continued to increase its reach, it has never lost touch with those who remain at the heart of its work. Whether they're funding educational opportunities for nurses and other staff, supporting lifesaving technology or helping people in need, their mission has worked hand in hand with ours: to nurture families and provide them with the best possible care. With the Foundation's help, our healthcare system is evolving to fill the needs caused by a difficult economy and diminishing services in rural areas. We are bringing neighborhoods and families together through community health services, and continually developing programs to improve the lives of all New Mexicans.

Thank you for your support that helps us do so much for so many. It is because of your donations and volunteer efforts that the Foundation has flourished for 50 years, providing support and helping Presbyterian continue to grow and achieve even greater things.

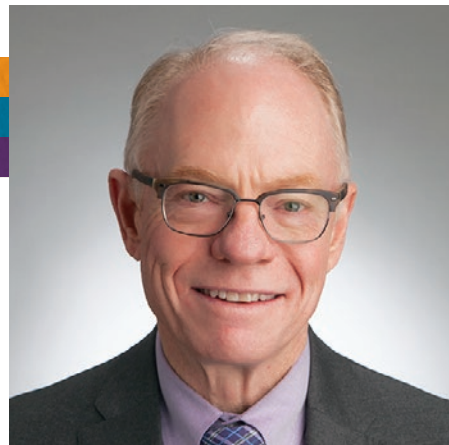
A JOINT MESSAGE

from Presbyterian Healthcare Foundation's
Board Chair and President

This year, we are commemorating Presbyterian Healthcare Foundation's 50th anniversary and remembering those whose mission of compassion is at the very core of our organization. Although challenges over the decades have changed, the need—and remedy—remain the same. So, too, does our enormous sense of gratitude. Please accept our heartfelt thanks for your charitable contributions.

Our roots reach back to the vision of Rev. Hugh A. Cooper who, beginning in 1908, built and expanded the Presbyterian Sanitorium for tuberculosis patients who could not afford housing or treatment. His mission was carried forward by Marion Kellogg Van Devanter, "Mrs. Van," who went into action in 1922 running the office, ministering to patients, fundraising throughout the Great Depression and writing thank-you notes for gifts as little as a dime. In 1968, administrator Ray Woodham established our forerunner, Presbyterian Hospital Foundation, which has enabled us to play an integral role in improving the health of New Mexicans.

We are proud to have continued in the spirit of our predecessors, bringing to life what might not otherwise have been possible. Thank you for believing in us and supporting our work with your charitable gifts. It is through your dedication and generosity that we will continue to build, act and become a source of hope and healing now and for generations to come.



Bart Kinney

Board Chair,
Presbyterian
Healthcare Foundation



Joe Rizza, CFRE

President,
Presbyterian
Healthcare Foundation

DONOR IMPACT REPORT 2017

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A PLAN

Ray and Marion
Woodham's Charitable
Gift Annuities

to PROVIDE

It was Valentine's Day, 1946, when Ray Woodham knocked on the door of Marion Sanders' residence. Marion was teaching high school in Woodland, Calif., and Ray had just come home from Europe after World War II. Even though Ray and Marion had been writing to each other for about three years, this was the first time they had ever met.

Brought together as pen pals by a mutual friend, they began writing to each other while Ray was serving overseas. Married in June 1946, they came to Albuquerque in 1952 and were instrumental in transforming a struggling sanatorium into a world-class hospital.

As part of their dedication to advancing Presbyterian's future, the Woodhams helped ensure a part of their own.

In addition to other donations, they set up two charitable annuities. The gift generates income for Marion now, with any remainder income donated to Presbyterian Healthcare Foundation. For the Woodhams, who spent most of their lives watching out for Presbyterian, this investment is a generous way to allow Presbyterian to watch out for them.



Ray and Marion Woodham in San Francisco shortly after the end of World War II.



Marion Woodham (in white), with Charlotte Montgomery and Lolie Ferrie at a Presbyterian event in the 1960s.



A Great Team.

Ray, who passed away in 2009, was a tough and focused administrator, while Marion, in addition to caring for two children, worked with volunteers and helped preserve historical documents. She remains a loyal Presbyterian Healthcare Foundation supporter and is a cherished contributor to Presbyterian's story.



Right Man at the Right Time.

Ray Woodham grew up in Alabama and served in the Seventh Medical Supply Depot in Europe during World War II. He earned a master's degree in hospital administration in 1950 and came to Presbyterian in 1952.

A Dependable Force.

Marion Woodham was a constant presence, going to all the fundraising events and luncheons and working with Mrs. Van. She also wrote "A History of Presbyterian Hospital," covering 1908-1979. This book continues to be a consulted and valuable resource.

Visualize Tomorrow.

Charitable gift annuities provide reliable annual income for retirement and ensure quality healthcare for New Mexico families.

MEETING the CHALLENGE

Dale Maxwell's Commitment to Philanthropy

"I want to be a part of creating a better life for New Mexico's children and families. We can do that by improving access to health care and healthy food for our most vulnerable neighbors, and by building a more vibrant economy that will give New Mexico's children the best possible future."



Naturally competitive, Dale Maxwell competed in triathlons after college and now participates in several endurance bike racing events each year.

Eleven hours, 11,000 feet and 100 miles on two wheels. Finishing the Leadville Trail 100 MTB bicycle race, for Dale Maxwell, is not only about making it through what he describes as a "painful, brutal day," it's about the journey. It's also about the discipline, the vision, and following through on a commitment.

Like this demanding trek through the mountains of Colorado, the work to provide healthcare in New Mexico can be an uphill challenge. This, said Maxwell, is largely because the state's economy never fully rebounded from the 2008 recession, which has resulted in fewer private sector jobs. Today, more New Mexicans depend on Medicare and Medicaid for their health care than ever before.

Maxwell, who was named president and CEO in 2017, has held leadership roles in both the care delivery and health plan areas of Presbyterian since 2002.

Because of this experience, he has unique insights into the challenges many families face in getting the care they need.

Over the last 16 years, Maxwell and his wife Paige have shown their commitment to creating a brighter future for New Mexico by donating generously to Presbyterian Healthcare Foundation, mainly to benefit employee assistance and new facility construction. "We need donors to give so we can bring critical services to New Mexico," he said. "Donating, for me, helps make a difference in the place I live and the community I love."



Paige and Dale Maxwell (back) with daughters Emily and Phoebe.

Family Tradition.

Paige Maxwell (second from left) volunteers weekly for Presbyterian's Child Life services, and Emily (left), a physical therapy doctoral student in San Diego, donates time to take people with disabilities surfing.



Making the Rounds.

"Our people are the heart of our organization," said Maxwell, who regularly takes time to visit with physicians, staff and patients to listen, learn and address their concerns.



With Joanna Gonzales, PHS Physician Billing Specialist

More Resources, Access and Jobs.

Supporting construction for new Presbyterian facilities, such as the new Santa Fe Medical Center, is an important part of the Maxwell family's giving. Maxwell himself also serves on the boards for the Greater Albuquerque Chamber of Commerce and United Way of Central New Mexico.

Vision of Strength.

Regular donations support programs that bring vital services to New Mexico families.



In the early 1970s when their partnership had just begun, Radiology Associates of Albuquerque (RAA) had fewer than five radiologists and Presbyterian was only beginning to establish a statewide network. Now the largest radiology group (34 doctors) and hospital system in New Mexico, they have grown up together. Through it all, they have not only shared a common path, but the same family values.

“Our mission, purpose, vision and values are very much in alignment,” said Daniel Fuentes-Bernardo, MD, President, RAA, in describing his group’s unanimous decision to show support for these shared principles. In 2017, they approved a \$1 million donation to the Presbyterian Healthcare Foundation. Since

RAA believes that northern New Mexico families will benefit from another option to improve overall care, most of this donation will go towards Presbyterian's Santa Fe Medical Center.

“This gift is especially meaningful because it represents contributions from

individual physicians,” said Joe Rizza, president, Presbyterian Healthcare Foundation. “We’ve been fundraising for this initial investment at a time of significant challenges for healthcare providers nationally – and in New Mexico, in particular. This helps raise the bar for other potential donors.”



One Size Does Not Fit All.

“Presbyterian did a lot of work to figure out the needs of the community, then designed an innovative campus and series of services. That’s their priority and it’s very exciting for us.”

– Dr. Daniel Fuentes-Bernardo,
President, RAA

“Many of our radiologists are from New Mexico, worked at UNM or trained at UNM. They have a vested interest in this state and want to see it flourish. Not only are they experts in their field, they’ve got a connection to New Mexico that is strong.”

– Dr. Daniel Fuentes-Bernardo, President, RAA



Concrete Progress.

Thanks in part to the generosity of RAA and other envisioned donors, Presbyterian Santa Fe Medical Center will open in Oct. 2018. To date, our Foundation has secured gifts and pledges of \$3.2 million, a growing amount that will enhance Presbyterian’s investment of more than \$145 million.

**DONOR
IMPACT
2017**

Presbyterian Healthcare Foundation

**ALLOCATIONS
to PHS PROGRAMS**



\$79,600
Community Health



\$499,000
Clinical/Nursing
Education

\$441,400
Emergency Patient
Assistance



\$52,100
Employee Care Fund



\$348,500
Equipment

Every gift to Presbyterian Healthcare Foundation makes a difference, helping to support new care programs, technical innovations, advanced education, and patient assistance. The Foundation works with the Presbyterian community to identify the areas of greatest need – and greatest opportunity. Contributions to the Foundation can be directed to specific areas of interest, or can be designated as an unrestricted contribution, which is increasingly important in helping address critical needs.

Every dollar goes directly to fund Presbyterian programs and services.



\$214,400
Program Support



\$15,200
Patient
Scholarships



\$45,400
Other
Critical Needs



\$24,000
Patient
Support Groups




\$672,800
Facility Upgrade/
Renovation

\$17,541,600
Total Support and Revenue

8,435
Total Donors

One hundred percent of all contributions are directed to patient-centered care.



The Corner Store,
which later became the
Gift Shop, opened in
1954 and netted \$354.

GIFTS

Volunteer Services Helped Build our Foundation

that GIVE

Photo Credit: Volunteer Services, 1958. Photo by C E Redman

Everything changed in 1952. The Presbyterian Sanitorium became Presbyterian Hospital Center. Ray Woodham began as the hospital administrator, who grew a small center into a statewide network. And the Women's Auxiliary—now Volunteer Services—hit the halls to help nurses, contribute financially to the hospital and enhance patient experience in the spirit of Marion Van Devanter, or "Mrs. Van," one of the Auxiliary's founders.

With proceeds from Gift Shop sales, Volunteer Services established an endowment with Presbyterian Healthcare Foundation in 1987 that has grown to over \$5 million and provides average annual donations of about \$250,000. Allocation of these funds is decided by the Volunteer Services board.

An invaluable ally to Presbyterian Healthcare Foundation, the Women's Auxiliary contributed our organization's first major gift of \$8,000 in 1969. Now as Volunteer Services, they are our second-largest donor, having contributed more than \$8.3 million. Remaining true to their original mission, "All supported projects, whether large or small, benefit patient

care and satisfaction. In addition to annual quarter-million dollar donations, the Volunteer Services Board authorizes tens of thousands of dollars in smaller projects each year to benefit and improve patient care. When we care for our patients, we care for their families and communities," said Richard McGrath, Board Chair, Volunteer Services.



Over Half a Lifetime.

At age 99, Ruth Gannaway, here with PHS President and CEO Dale Maxwell, continues to serve with Volunteer Services, just as she has for the past 56 years.



Eventful Assistance.

Volunteer Services supplies extra hands and support for Daffodil Days and Laughter is the Best Medicine.



"If we can help, we should."

Mrs. Van (left), who spent her 63 years at Presbyterian advocating for patients, helped found the Women's Auxiliary in 1952. Today, donations to Presbyterian Healthcare Foundation provide for small comforts like coloring books in the emergency room and big projects including \$1 million for Presbyterian Rust Medical Center and \$250,000 for the Stroke Center at Presbyterian Hospital.

Vision to Act.

Marion Kellogg Van Devanter began working at "The San" in 1921, doing everything from books, bedpans and fundraising to comforting the sick. The heart and soul of Presbyterian, she tirelessly advocated for patients and advised administrators until her death in 1984.



Guardian Angel Gift Honors Hospice

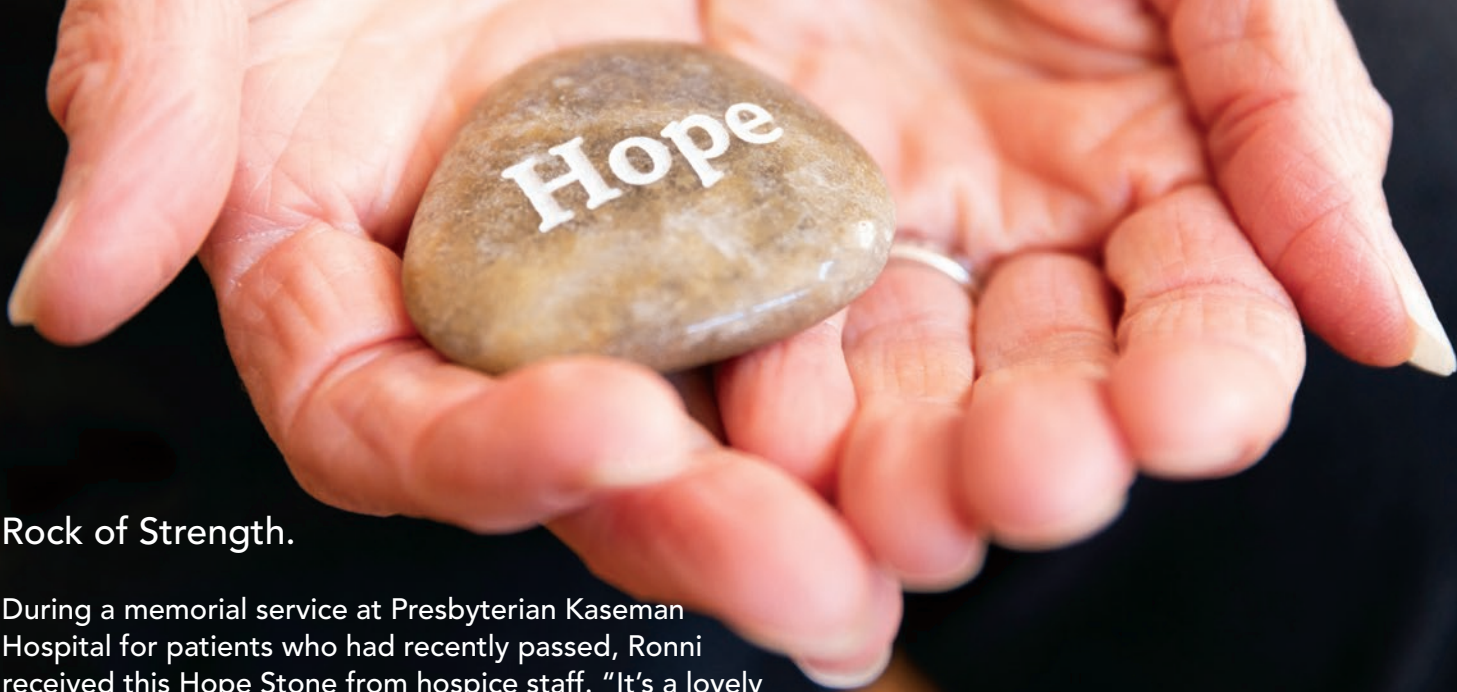
HERE I AM

In the Old Testament, God calls out and Abraham answers: "Here I am," words that were especially meaningful to Alan Sims during the last months of his life. "As long as he could say, 'Here I am, I'm doing something,' he was still alive," said wife Ronni, who credits hospice workers for always making him feel like things were possible.

Although diagnosed with Parkinson's disease in 1991, Alan continued to embrace life, wanting to travel, go to museums and be active until he could no longer leave the house. When he became unable to work in 1993, he began teaching bar and bat mitzvah students from his living room and continued until the last week of his life in September 2017.

To honor the hospice workers who supported her as a caregiver and helped Alan remain at home and continue participating in life, Ronni made a generous Guardian Angel gift earlier this year. "To the Hospice Team, Alan was still someone capable of engaging in meaningful acts and to us, his family, that meant everything."

"You always feel that there is somebody there, that you're not alone."



Rock of Strength.

During a memorial service at Presbyterian Kaseman Hospital for patients who had recently passed, Ronni received this Hope Stone from hospice staff. "It's a lovely way of saying, 'We understand and please know that we're here.'"



All That Lies Ahead.

Ronni and Alan married in 1963 after meeting on a blind date set up by his mother. His work as a computer executive took them to six cities and his optimism guided the family. "He was bright, a wonderful father and we had wonderful, wonderful adventures together."



Faith and Friends.

Alan and Ronni (in front of a friend's olive tree in Tel Aviv), along with their three children, immigrated to Israel in 1977, learned to speak Hebrew, and lived there off and on for the next 25 years.

A Vision for Excellence.

Honor a Presbyterian employee who has made a difference in your life with a Guardian Angel gift to benefit patient services and programs. Visit www.phs.org/guardianangel to learn more.

THE VISION to BECOME

A Timeline for Presbyterian Healthcare Foundation

Presbyterian was at a crossroads when Ray Woodham started as the hospital's administrator on Nov. 14, 1952. With the discovery of streptomycin during World War II, tuberculosis had been essentially eliminated, and "The San" was on the verge of financial collapse. He immediately instituted a cash-only policy, paid overdue bills and closed out tuberculosis services. During the early 1970s, he increased

healthcare access by opening Presbyterian Kaseman Hospital in northeast Albuquerque. Soon other hospitals in New Mexico requested Presbyterian to form alliances with them, spreading the influence of Presbyterian throughout the state.

When Medicare legislation was implemented in 1966, Woodham anticipated that hospital payments would be affected, so he established Presbyterian Hospital

Foundation in 1968. It was one of the first 100 hospital foundations in the country and built upon the spirit of fundraising started by the Rev. Hugh Cooper and Mrs. Van. By the time Woodham retired in 1983 as CEO, his vision had transformed a failing sanatorium into a flourishing hospital that was recognized nationally for its surgical programs (including cardiology), top-notch physicians and state-of-the-art care.

Ray Woodham with model of B Tower. Construction for this section began in 1961.



A QUICK HISTORY: Presbyterian Healthcare Foundation

1968

Presbyterian Hospital Foundation is formed.

General H.C. Donnelly is elected the first chairman of the board; James Futrell becomes the first executive director.



Mrs. Van and Ray Woodham with Jack Rust (at podium) in 1982. Rust was Presbyterian Healthcare Services board chair from 1981 - 1995. Jack and Donna Rust donated \$10 million, the single largest gift in the Foundation's history, for Presbyterian Rust Medical Center in 2011.

1976

Mary Poole serves as Presbyterian Healthcare Foundation's third executive director.

1983

Heritage Circle commemorates Presbyterian's 75th anniversary and includes members who have reached a cumulative giving of \$25,000 or more.



Mary Poole (left) and Mrs. Van in Cooper Memorial Chapel, circa 1982. When Mary Poole became executive director of Presbyterian Healthcare Foundation in 1976, Mrs. Van gave her a box of index cards listing annuity gifts she had secured over the years. This was the Foundation's first donor list.

1986

Cornerstone Campaign is organized to reach out to community members.

1984

Presbyterian Healthcare Foundation takes over Daffodil Days after Presbyterian purchased St. Joseph Hospital's hospice program. It now earns over \$160,000 annually for hospice.

Physician Appreciation Awards are established to honor physicians who have made significant contributions to the Presbyterian community.

1995

Planned Giving Circle, which later became the Acequia Madre Society, is established. It currently honors 384 members who have designated Presbyterian in their estate plans or planned gifts.

1997

The first Laughter is the Best Medicine event is organized with Joan Rivers as headliner. It now raises over \$400,000 each year.

2005

Rachel's Courtyard opens at Presbyterian Hospital with \$1.5 million in contributions from fundraising efforts.

2013

2011

Presbyterian Rust Medical Center opens in Rio Rancho with a \$20 million contribution from Presbyterian Healthcare Foundation's largest fundraising campaign.

Luminary Circle is launched in appreciation of donors with cumulative or deferred giving over \$50,000. Its current 284 members have given \$32 million in cash or deferred gifts.

2016

Ted and Margaret Jorgensen Cancer Center is created at Presbyterian Rust Medical Center in recognition of a \$2.5 million endowment from the Jorgensens for Presbyterian Cancer Care.

2018

Presbyterian Santa Fe Medical Center opens with \$3.2 million in initial Presbyterian Healthcare Foundation gifts.



HERITAGE CIRCLE

Heritage Circle

\$10,000,000+

Jack* & Donna Rust



Thank you for joining the Heritage Circle and helping Presbyterian to continue delivering excellent healthcare to the communities of New Mexico. The Heritage Circle is made up of individuals, corporations and foundations that have made a cumulative gift of \$25,000 or more.

Heritage Circle \$5,000,000+

Presbyterian Volunteer Services

Heritage Circle \$1,000,000+

Individuals

Barbara & Dan Balik	Anne Pigozzi*
Harrison Brehmer Estate	Allyn S. Spain Trust
Ted & Margaret Jorgensen	Judi & Joe Wagner & Wagner Equipment Co.
Anna Kaseman Estate	Jerry & Glenna Wilger
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Corporation & Foundation Donors

Pathology Associates of Albuquerque, P.A.
Richard H. and Scottie Pierce Family Foundation
Radiology Associates of Albuquerque, P.A.

Heritage Circle \$500,000+

Individuals

Eugene Garcia Trust	Jim & Kristen Hinton	Albert G. Simms Family
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Corporate and Foundation Donors

Anesthesia Associates of New Mexico, P.C.	New Mexico Kidney Patient House Inc	Presbyterian Heart Group
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Heritage Circle \$250,000-\$499,999

Individuals

Julia B. Bowdich	Dale & Paige Maxwell	Mary Ray Sivley Estate
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Heritage Circle \$100,000-\$249,999

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