2017 Annual Report



Because of You...



Deborah Hospital Foundation

Mission Statement

To provide substantial funding to support the highest quality of patient care by Deborah Heart and Lung Center, to provide for treatment of children with congenital heart disease in the United States and around the world; and to provide for clinical research for cardiac, pulmonary and vascular diseases by fostering and maintaining the Foundation's grassroots volunteer movement, its alliances with corporations, labor organizations, service organizations, foundations and others and by its initiation and enhancement of planned giving programs and other fundraising activities. In partnership with the Center, the Foundation will continue to heighten awareness of the name of Deborah and its unique healthcare and fundraising activities to serve more people without distinction as to race, gender, sexual preference, creed, color, religion, age, national origin, handicap, or ability to pay.

How Can I Learn More About Supporting Deborah?

Development Department

(609) 893-0100

Annual Giving

Forms the building blocks for the Foundation's Development Department by coordinating and implementing national direct mail campaigns.

Corporate/Foundation Relations

Establishes and maintains professional relationships with corporations, family and corporate foundations, and organizations to increase philanthropic support for Deborah's capital, equipment, project, and program needs.

Planned Giving/Major Gifts

Increases philanthropic support of Deborah by working with individuals and using financial, estate and tax planning to match gift vehicles with the donors' personal and philanthropic objectives.

Volunteer Services

(800) 223-0135

Supports and oversees Deborah's fundraising Chapters, and implements regional fundraising projects. Chapters are active in the regions of: Florida, New Jersey, New York/New England, and Pennsylvania/Mid-Atlantic.

www.DeborahFoundation.org

Deborah Heart and Lung Center

Vision Statement

Deborah Heart and Lung Center will continue to be the premier provider of cardiovascular and pulmonary services in the region.

We will be known for excellent clinical outcomes and for supreme customer-driven service, and as the ultimate leader in patient safety and privacy. We will continue to partner with other quality providers and payers to ensure a seamless continuum of care to the patients we serve. We will continue to improve both service and quality in the most cost-effective manner.

Mission Statement

To provide the necessary facilities, equipment, medical staff and financial resources required to deliver the highest quality inpatient and outpatient services for the diagnosis and treatment of heart, lung and vascular disease within the Center's service area. The Center realizes its obligation to provide the highest degree of patient safety and privacy and to that end, we will embrace and advocate all initiatives that will enable us to attain these goals. The Center will provide these medical and surgical treatments to patients without distinction as to race, gender, sexual preference, creed, color, religion, age, national origin, handicap, or ability to pay. Inpatient and outpatient services are to be provided on a timely basis and consistent with cost-effectiveness and financial responsibility.

How Do I Gain Access to Deborah's Services? It's Simple, It's Easy, and It's Quick!

- Your private physician can call Deborah's Physician Referral Line at (800) 214-3452.
- You can request an appointment if you have a cardiac, pulmonary or vascular medical history. To make an appointment without a physician referral, call (609) 621-2080.
- You can visit Deborah's website, www.demanddeborah.org.
 At the bottom of each page, you can click on, "Are you interested in being contacted for an appointment?"
 Complete the form and click, "Send it in." Someone will contact you to set up an appointment.
- If you are a patient at another hospital, you can be transferred to Deborah by having your doctor call Deborah's Physician Referral Line at (800) 214-3452. Transfers can be arranged 24 hours a day, seven days a week.
- If you're not sure, call our General Information line at 1-800-555-1990.

www.DemandDeborah.org

MESSAGE FROM THE

CHIEF DEVELOPMENT OFFICER



2017 proved to be another incredible year for the Foundation and all of Deborah's patients. Last year the Foundation received a total of 13,330 gifts from 45 of the 50 States generating more than \$6.2 million. In addition, the Foundation received gifts from donors in Canada, Denmark, Italy and the United Kingdom.

With the selfless support of thousands of annual donors, the Foundation is able to provide critical funding for a multitude of key initiatives at Deborah. Here are just a few of the areas that received funding from the Foundation: The Fellowship Program, The Children's Heart Center at Deborah, The Patsourakos Operating Suites, Out Patient Services, Patient Transport, Nursing, Research, Volunteer Services, Electrophysiology, Cardiology, Pulmonary Medicine and Interventional Cardiology.

It has been nearly 100 years since Deborah officially opened and began our incredible mission of providing high quality specialized healthcare. Remarkably to this day, there remains no out-of-pocket expense to our patients for services they receive at Deborah.

Deborah Hospital Foundation continues to play a vital role in maintaining this altruistic billing philosophy. The continuance of this tradition is only possible through the incredible generosity shown each year by our loyal supporters, many of whom are listed on pages (4-8).

With your continued support we will reach even greater heights in the years to come.

Thank you for making Deborah one of your charities of choice. And please always remember, when **You Give, People Live™!**

Gratefully yours,

Steve Fool
Chief Development Officer



DEBORAH HEART AND LUNG CENTER BY THE NUMBERS 2017

CARDIAC | VASCULAR | PULMONARY

More people than ever before turned to Deborah Heart and Lung Center in 2017, seeking everything from aortic valve replacement and coronary bypass surgery to intense oxygen therapy, pediatric cardiology, electrophysiology, pulmonary medicine, and more.

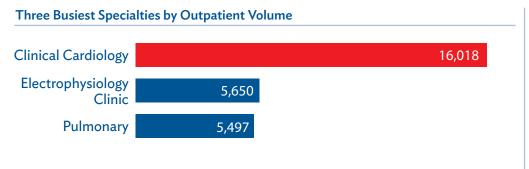
PEOPLE

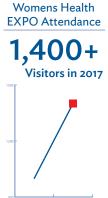
MORE PEOPLE ARE VISITING DEBORAH THAN EVER BEFORE

Deborah Visits Totaled More Than

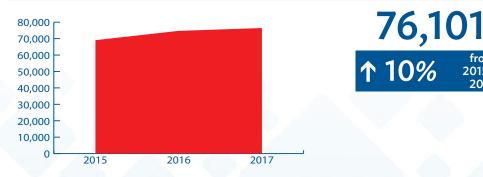
80 Thousand











40%↑ FROM 2016

Deborah's Busiest Day of the Week

TUESDAY

#1 Hospital in New Jersey HCAHPS government surveys

Ranked #1 out of 64 NJ hospitals

*HCAHPS Impact Report - National Percentile Rank www.hospitalcompare.hhs.gov

DEBORAH HOSPITAL FOUNDATION BY THE NUMBERS 2017

INCOME



Legacies, Bequests and Annuities



Investments



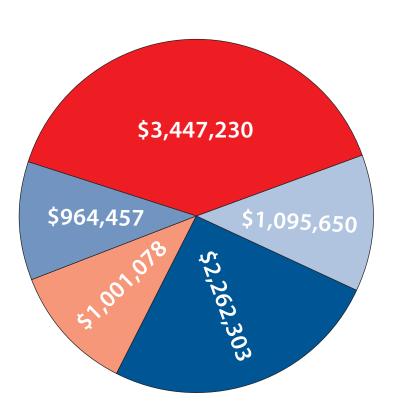
Corporate and Foundation Giving

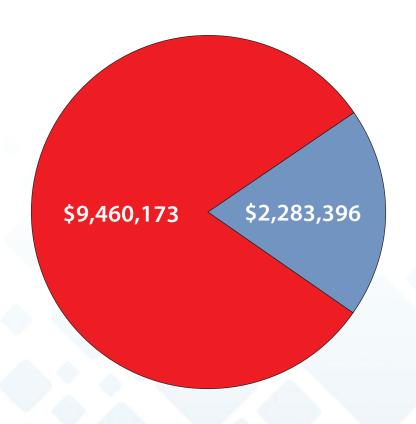


Other Public Support



Individual Giving





EXPENSES



Program Support to
Deborah Heart and Lung Center



Fundraising Expense



INDIVIDUALS \$50,000 +

Ms. Gladys K. Anderson Ms. Marian Andryscak

Ms. Dorothea Arnold

Ms. Marie H. Brock

Mr. Alan Clemente

Mr. Thomas Green

Ms. Yvonee Hamaoui

Mr. Joseph Hammer

Mrs. Kathe Kasten

Mr. and Mrs. C. Harry Knowles

Mr. Henry McNaughton

Mrs. Dorothy Pollak

Mr. Frank Rea, Jr.

Mr. Brian J. Taylor

Ms. Cynthia Valenza

Ms. Patricia Wolf

\$10,000 - \$49,999

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Mrs. and Mr. Della Ashton

Mr. Scott A. Biller

Mr. and Mrs. Bruce Busfield

Ms. Cynthia Byham

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Mr. Gilbert Goldstein

Mr. Robert Gouin

Ms. Vivian A. Greiner

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Ms. Lieselotte Marcus

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Ms. Namita Nayak

Ms. Denise Pomoni

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Ms. Jacqueline M. Rogers

Mr. Aaron Rossin

Mr. Robert L. Schmerker

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Ms. Jean Steever

Ms. Carol Tweitmann

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Mr. Bhalchandra Patel

Mr. Donald J. Probert

Mr. Fvan Quarton

Mr. James S. Richardson

Mr. and Mrs. Salvatore Saraniti

Ms. Dorothy Seidenwand

Mrs. Patricia R. Sinnott

Dr. and Mrs. Zelig Steinberg

Mrs. Ruth Steisel

Mr. and Mrs. Frank Tomasella

Mr. Richard Tomasetti

Ms. Gloria Zmoda

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\$10,000 Volunteer Program

\$15,000 Nurses Day

\$50,000 Nursing Scholarship Program

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Lehigh Valley Community Foundation Wawa Foundation

\$10,000 - \$49,999

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Coleman Deborah Golf Classic

Burlington Entertainers

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FSP - S. Jersey Chapter

The Gitlin Foundation Independent Pilot Assoc. Foundation

Italian American Club of Sea Isle (GAD Heart Walk)

JGA Foundation

Knights of Pythias

The Jan M. & Eugenia Krol

Charitable Foundation Landmark Healthcare Facilities, LLC The Blanche and Irving Laurie **Foundation** Liberty Bell Bank The George Link Jr. Charitable Trust Marcello and Graziano Roviaro Foundation McCarter & English, LLP Medtronic, Inc. The Messner Foundation, Inc. Mid Atlantic Surgical Associates The National Emphysema Foundation, Inc. Sidney and Gertrude Nevins Foundation Dr. James J. O'Connell Fund The George Ohl, Jr. Charitable Trust The Olsen Foundation The Open Heart Foundation, Inc. Pine Island Cranberry Co., Inc. ReCor Medical Inc. The Robert and Marion Schamann Brozowski Foundation ShopRite LPGA Golf Tournament The Church Of Our Lord Jesus Christ

\$5,000 - \$9,999

The Ame Foundation, Inc. The Benevity Community Impact Fund Billian Family Charitable Foundation Catholic Human Services Foundation Clean Rental Services, Inc. Community Health Charities of NJ William H. Connolly & Co., LLC **Corporate Synergies Group** Cusa Realty II, LLC Dietz & Watson Fidelity Charitable Gift Fund **GE** Foundation Gilead Sciences, Inc. HealthSouth Holman Automotive Group, Inc. Innovating Worthy Projects Foundation International Business Machines Janssen Pharmaceuticals, Inc. The Florence and Edgar Leslie Charitable Trust John Victor Machuga Foundation, Inc. OceanFirst Foundation **PCA Industrial & Paper Supply** The Milton Schamach Foundation, Inc. Dorothy & Naomi Schimel Charitable Foundation

The Scholler Foundation

Stonebridge Men's Club

Ann Earle Talcott Fund

Tara D. Bruni Tavern, LLC (Tara's Tarvern Golf Outing) YourCause, LLC Trustee for Vanguard and New York Life \$1,000 - \$4,999 **Advanced Micro Computer** Specialists, Inc. Aspen Hills Healthcare Center Associated Health Foundation, Inc. Atran Foundation, Inc. **B&B** Hosiery Joseph Beutel Charitable Trust Biotronik, Inc. R.H. Booker Flooring, Inc. Bristol-Myers Squibb Foundation Inc. Theodore H. Budd & Sons, Inc. Candy Time Langhorne, LLC Capital Health System **CAPTRUST Financial Advisors** The Center for Kidney Care Church & Dwight Company, Inc. Colgate-Palmolive Company Community Foundation of NJ **Cook Medical Group** Cooper Health Care Cooper Family Charitable Trust Fund of Bank of America CynergisTek DonateWell The Eden Hall Company of Wilmington, DE Michael Fisher Foundation Fox Rothschild, LLP **Greentech Energy Services** The Haddon Heights Sons of Italy in America #2311 Harmony Fund Inc. Harry Hurley Consulting & Communications John F. Inganamort Foundation The Inter-Fraternal Masonic Relations Commission **Investors Savings Bank Charitable** Foundation The Jessica Foundation The Kaplen Foundation Knights of Columbus #588

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Foundation

Eugene W.& Gloria Landy Family

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Foundation of NJ

The Joseph & Yetta Weisberger Fund for the Aged, Poor and Wells Fargo Advisors WithumSmith & Brown, PC YourCause \$500 - \$999 Ally Financial, Inc. AmazonSmile Foundation Atlantic County Retired Police and Firemen's Association Howard & Phyllis Baker Fund of Jewish **Community Foundation Beneficial Bank** Bradley Funeral Home, Inc. **Brandywine Manor Apartments Carman Family Fund** Cerlione's Lawn & Garden Equip. Inc. The DePascale Family Charitable Fund-Fidelity donor advised The D'Onofrio Foundation EarthShare **Emergency Septic-Sewer & Drain** Fox & Roach Charities Gene Frey and Debra Keitel-Frey Charitable Fund Frank W. Gavlak School Ghiorsi & Sorrenti, Inc. **Give With Liberty** Horizon Connect Imagine Nation Books, Ltd (Formerly Books are Fun) Johnson & Johnson Family of Companies Kiwanis Club of Long Beach Island Knights of Columbus #359 Knights of Columbus #648 Knights of Columbus #1954 Knights of Columbus #2188 Knights of Columbus #5486 Kraus Pearlstein Lodge No. 8 -Brith Sholom Samuel P. Mandell Foundation McGuire, Fort Dix, Lakehurst Spouses' Club (MDLSC) Medford Lakes Lions Club Milani Charitable Foundation Morgan Stanley O'Keefe Chiropractic Center, PA Paetzold Construction Co. Inc. Paypal Charitable Giving Fund Pellegrino Construction Services, LLC Personally Yours Senior &

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Sayer Memorial Fund

Schwab Charitable Fund

Serena Group, Inc.

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TAL Philanthropic Fund

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Ms. Marie H. Brock

Mrs. Margaret G. Brown

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Mrs. Gertrude Clair

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Mrs. Norma Cohen

Mrs. Helen L. Collins

Mr. Albert Costa

Ms. Helen M. Crehan

Mr. Allen Dashiell

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Mr. Elvin Dussler

Ms. Alice A. Elsasser

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Mr. Robert Gouin

Mr. Elmer Graham

Mr. Thomas Green

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Mrs. Violet Barnes

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