



Here when you need it,
thanks to you.



Patient-centered, quality care is the result of longstanding partnerships between hospitals and the communities that they serve. The services of St. Mary's General Hospital are here when you need them, thanks to you!



“Your commitment is what continues to shape and enable our work; transforming patient care and saving lives. And for that we are incredibly grateful.”

~ DON SHILTON & SUSAN DUSICK ~

St. Mary’s owes everything to the support of this community. After all, it was because of a small but mighty group of benefactors that the hospital was first established. Their collective action raised the funds needed to build and equip the hospital back in 1924.

We continue to owe a lot to you, the “barn raisers” in our community today. Often unseen, you band together with other likeminded individuals, dedicated to the betterment of healthcare in Waterloo Region. Your commitment is what continues to shape and enable our work; transforming patient care and saving lives. And for that we are incredibly grateful.

As with hospitals across the province, St. Mary’s relies on the support of the community to fund the vital services we provide. Though the Ministry of Health funds 90% of construction costs and the day-to-day operations of the hospital, it is only thanks to the generous investment of our donors that St. Mary’s is able to purchase the new and replacement equipment needed to deliver lifesaving care to our patients.

We are proud to boast that, for the second time in five years, St. Mary’s has been named the safest hospital in Canada. An incredible accomplishment and one that you have enabled through your investment. It is also thanks to your support that St. Mary’s General Hospital’s Regional Cardiac Care Centre will soon be able to offer specialized Heart Rhythm treatment to patients locally; a program that would not have come to fruition without substantial community investment.

Donors are critical to the delivery of advanced healthcare at St. Mary’s. This report showcases the outcomes of your support, priority projects you have helped to fund, and features a few of the many supporters that we are fortunate to partner with in an effort to provide the very best healthcare locally.

On behalf of the patients and families that we serve, thank you for investing in the lives of thousands throughout our Region. Your kindness and generosity is greatly appreciated.

Sincerely,
Don Shilton
*President,
St. Mary’s General Hospital*

Susan Dusick
*President,
St. Mary’s General Hospital Foundation*

“I owe a lot to St. Mary’s
– to the physicians and
staff who saved my life.
People don’t realize
how lucky we are to
have such a facility so
close. I am lucky.
And incredibly grateful.”

~ MARGARET GEERTS ~



Margaret Geerts didn’t have the common symptoms. There was no pain in her chest, no “classic warning signs”, before suffering a heart attack three months after her 40th birthday.

It was the Thursday before Thanksgiving. Marg didn’t feel quite right at work that day. She had cold sweats and a strange numbness in both arms. “I thought I had the flu,” recalls Marg. She was dizzy, nauseous, and generally felt unwell. So she did like anyone would have who thought they were coming down with something; went home, had a ginger ale and went to bed. The weekend went on without incident.

But when Monday morning came, Marg still didn’t feel quite like herself. “For some reason my morning coffee didn’t taste quite right,” she recounts, “I thought I must have been getting sick so I decided to go back to bed.” But even upstairs in bed she was restless. “I was

lightheaded and couldn’t get comfortable. I went from lying down to standing, to sitting repeatedly.”

Unable to settle, she remembers asking her husband for a ginger ale to help calm the nausea. She doesn’t remember anything after that.

Marg was taken by ambulance to St. Mary’s where she was immediately assessed by the on-call cardiologist, transferred up to the ICU and put into a medically induced coma for three days. She only remembers bits and pieces of the recovery that followed. An angiogram diagnosed Marg with Spontaneous Coronary Artery Dissection (SCAD) which means there was a sudden tear in the blood vessel in her heart.

While little is still known about the causes of SCAD, what is known about Marg’s ordeal with the disease is that she is fortunate. Fortunate her husband was still

home that morning to find her. Fortunate the firefighters were trained in CPR and worked quickly to revive her. Fortunate that St. Mary’s Regional Cardiac Centre was so close to diagnose and treat her. Ultimately fortunate that there was no long term damage to her brain or her heart.

“I owe a lot to St. Mary’s – to the physicians and staff who saved my life.” says Marg, “People don’t realize how lucky we are to have such a facility so close. I am lucky. And incredibly grateful.”

St. Mary’s General Hospital’s Regional Cardiac Care Centre has a catchment area of nearly 1 million people and treats patients in communities stretching from Tobermory to Brant County, the shores of Lake Huron to Wellington County. “Annually our cardiac physicians perform over 5000 cardiac procedures in the catheterization lab, almost 900 cardiac surgeries, and

close to 600 device implants.” says Dr. McNamara, Chief of Cardiovascular Services at St. Mary’s, “Thanks to the community’s support, we will soon begin to treat cardiac patients with electrical and rhythm issues as well.” A program which has nearly achieved its fundraising requirement and is currently scheduled to open in 2018.

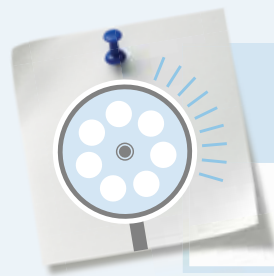
“We do great things at St. Mary’s.” states Dr. McNamara, “Those procedures are more than just numbers. They translate into real, meaningful changes for families and people - our neighbours. It’s the difference between a kid having his dad for the next 25 years or a couple growing old together. That is what community support enables. It helps save lives.”

In addition to equipping the Heart Rhythm Program, here are some of St. Mary's on-going priority capital requirements that recent community donations have funded:



**CARDIAC
MONITORS**

\$880,000



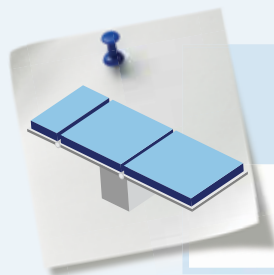
**OR
LIGHTS**

\$448,000



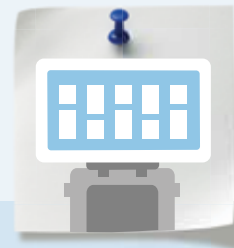
**IV
PUMPS**

\$660,000



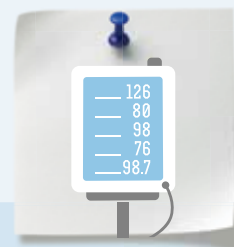
**OR
TABLE**

\$50,000



**HOLMIUM
LASER**

\$200,000



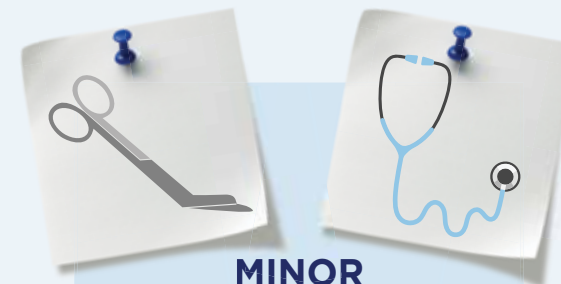
**VITAL SIGNS
MONITORS**

\$128,800



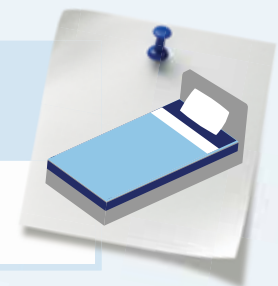
**THE HEART
RHYTHM PROGRAM
(AMOUNT RAISED TO DATE)**

\$13 MILLION OF \$15 MILLION



**MINOR
EQUIPMENT
AND SURGICAL
INTRUMENTS**

\$420,000



**HOSPITAL
BEDS**

\$100,000



**OPTICAL
COHERENCE
TOMOGRAPHY**

\$86,000



**VASCULAR
ULTRASOUND
MACHINE**

\$26,000



**BLADES
AND CLAMPS**

\$60,000

W.J. Motz

*First Chairman of the St. Mary's Hospital
Lay Advisory Committee 1927-1938*

John Motz

*Secretary of the St. Mary's Hospital
Advisory Board 1938-1962*

Tom Motz

*Incoming St. Mary's General Hospital
Board Chair 2017*



What makes Waterloo Region different? Incoming St. Mary's General Hospital Board Chair, Tom Motz says, "Resilience."

"Manufacturing and business in this Region have overcome many challenges," recounts Tom. "Lang Tannery, for example, was once the largest leather producer in the British Empire and it is long gone. We had a booming rubber industry which employed thousands of people in our community. More recently, look at the changes that took place at Research In Motion. Time and time again we have overcome what could have been devastating blows to our Region. And now we have a thriving technology sector."

I don't know of many other communities that could have kept reinventing themselves the way we have."

As the fourth generation in his family to serve in an advisory role at St. Mary's, Tom recognizes that over the years the healthcare sector has also learned what it means to be resilient. In the late '90s local hospitals were faced with a choice; consolidate duplicate services or face closures. Regional healthcare providers rose to the challenge and began finding ways to work cohesively in an effort to improve hospital services.

"Many people don't realize the tremendous amount of cooperation between hospitals in this community. It's a collaborative approach to healthcare that has really evolved to focus on what is best for the patient," states Tom, "And the community helped

to make that possible. It was because they came together in support of the One Voice One Vision Campaign that we now have specialized services available, close to home."

"When I first started volunteering on the Mission, Ethics and Quality Committee at St. Mary's in 1997, residents of Waterloo Region were still considered second class citizens when it came to healthcare," Tom recalls. Being situated between London, Hamilton and Toronto meant having to travel outside of the Region for many types of specialty care.

Today, St. Mary's continues to seek out innovative solutions to eliminate inefficiencies within the system. "The implementation of LEAN thinking has helped St. Mary's adapt to the increased demand for services and the rise in patient age and acuity," boasts Tom.

It's a bold strategy that is helping make significant changes in a sector continuously asked to do more with less.

"My family feels truly blessed to have been part of healthcare in this community for so many years," states Tom, who follows his uncle, Paul Motz, his grandfather, John Motz, and great-grandfather, W.J. Motz in a long line of ambassadors for St. Mary's. "As advisors, volunteers and leadership donors to St. Mary's we remain committed to supporting the hospital when they need it, so that in turn, it is able to do the same for our family."



“It’s not the amount you give, it’s the effort you put in. If everyone contributes what they can, the world becomes a much better place.”

~ BEVERLEY CUNNINGHAM ~

When the Cunningham family immigrated to Canada from Ireland in 1968, they arrived with two suitcases and a mere \$35 in hand. Having just lost their home to a fire, George, Laura, 8-year-old Beverley, and 5-year-old Georgia arrived in Canada in search of a new beginning. Like many new to the country, they relied heavily on the support of family, friends and the broader community. It was Ball Brothers Construction that offered George his first job, and in effect his young family, a chance at the fresh start they were seeking.

With experience under his belt and an entrepreneurial spirit, George quickly established his own business, and by 1976, Cunningham Home Improvements (now S.G. Cunningham Limited) opened its doors and began building within the community that welcomed them. Over the years, George has never forgotten what it was like to start

from absolutely nothing. As a result, he has never been afraid to give back. In fact, George frequently encourages his family to give of their time and effort to support the community that has provided so many opportunities and a wonderful life.

Today his daughters, Beverley and Georgia, continue to follow in their father’s quiet footsteps.

“We are so grateful to our father,” says Georgia, “His heart is massive. If we could give him a title, it would be ‘Big Heart Hero.’ Dad instilled in everyone at S.G. Cunningham that life is best lived with gratitude.”

Now in its 40th year, giving is ingrained in the company culture. Employees and business partners alike are actively encouraged to get involved in whatever way they can. Last year, as part of their

anniversary celebration “40 Years of Service with Heart”, Georgia, Beverley and their cousin, John Deans (Sr. Vice-President at the firm), held a golf tournament which raised \$40,000 in support of the establishment of a Heart Rhythm Program at St. Mary’s. Their involvement in developing the inaugural St. Mary’s Gala helped raise another \$180,000 in support of the same cause. This year, through continued involvement with the Gala, they are well on their way toward a much loftier goal; raising an additional \$250,000 in support of local cardiac care.

“When you put your name behind something, you work hard for that organization,” Georgia explains, “S.G. Cunningham is fully focused on helping raise funds in support of the Heart Rhythm Program. The hospital’s dedicated team of staff and physicians provide excellent, quality, patient-

centered care. And we want to make sure that care is always available.”

Like their father, Georgia and Beverley graciously suggest that they receive much more than they give. “We all need to do our little bit,” states Beverley. “It’s not the amount you give, it’s the effort you put in. If everyone contributes what they can, the world becomes a much better place.”

“Philanthropy,” Georgia advocates, “is not a choice, it’s a responsibility. A responsibility to the community and to our employees’ well-being. We may all need healthcare offered by St. Mary’s one day. And it wouldn’t be here if not for individuals and organizations willing to help. We want to make sure it is there for us, for our employees, and their families.”

“We are proud of our longstanding relationship with St. Mary’s. Our partnership with them means more than financial investment. It means enabling innovation and excellence in healthcare and supporting the health and well-being of individuals and families in this community”

~ MARIANNE HARRISON ~



When Manulife first acquired the century old, and locally founded, Dominion Life Assurance Company in 1984, they made a corporate commitment to maintain a substantial presence in Waterloo Region. Now, decades after the original agreement, Manulife continues to uphold and value their promise. Their assurance extends beyond the business, to support and invest in the community in which its Canadian headquarters are based.

A commitment exemplified through their on-going investment in healthcare, particularly cardiac care, at St. Mary’s General Hospital’s Regional Cardiac Care Centre.

As St. Mary’s longest standing corporate partner, the support of Manulife backed the evolution of cardiac care in Waterloo Region. From the original cardiac diagnostics in 2001 to the establishment of the Heart Rhythm Program today, their investments have helped to shape the Cardiac

Centre into what it is now - a nationally recognized facility and a leader in best practices and patient-centered care.

“At the time the partnership began, nearly half of Manulife’s Canadian employees were based out of Waterloo. It was really important for us to get more involved.” says Bruce Gordon, former CEO of Manulife Canada and key stakeholder in developing the inaugural partnership between the two organizations in 2001. “St. Mary’s had just been named the Regional Cardiac Care Centre which meant specialized cardiac services would be available locally. It was an opportunity for us to be a part of a significant advancement in local healthcare; one that would really make an impact for the residents of Waterloo Region.”

From that decision blossomed a tremendous partnership between Manulife and St. Mary’s that has grown and evolved. “Manulife is deeply rooted in this community.”

explains Marianne Harrison, CEO of Manulife Canada, “We are proud of our longstanding relationship with St. Mary’s. Our partnership means more than financial investment. It means enabling innovation and excellence in healthcare and supporting the health and well-being of individuals and families in this community.”

From 2001 – 2011, Manulife and its employees devoted countless volunteer hours, resources and sponsorship for the Manulife Bike and Hike for Heart. Over the lifetime of this event, more than \$2 million was raised in support of cardiac care at St. Mary’s.

In 2012 Manulife brought the world to Waterloo Region through the Manulife LPGA Classic. For six years, the tournament generated millions in business for this community and generously named St. Mary’s General Hospital Foundation as their official charity partner for the duration of its run. This important partnership provided

two fundamental things for St. Mary’s: a platform to help raise awareness in the community about the serious risks of heart disease, particularly among women, and, more than \$2 million in support of St. Mary’s latest cardiac priority, the Heart Rhythm Program.

Last year, in recognition of their on-going investment in cardiac excellence, Manulife was awarded the inaugural Leadership in Philanthropy Award by St. Mary’s General Hospital Foundation; a top honor designated for those who have played an integral role in the advancement of cardiac care at St. Mary’s.

“We look forward to many more years of successful collaboration with St. Mary’s and appreciate that it is community support that enables excellence in healthcare locally,” adds Marianne, “We invest because we believe it is important to support this community and because we know our support helps save lives every year.”

Generosity comes in many forms, shapes, and sizes and we count ourselves blessed to be the beneficiaries of your generosity. Like the barn raisers who blazed the path before us, together we will continue to accomplish great things at St. Mary's.

The stories featured in this report are just a few examples of our incredible supporters who have truly impacted healthcare in this community.

Dollars raised help to bridge the gap between what is funded and what is needed in healthcare locally; providing vital hospital equipment that is required for patient care but not covered by the current Ministry of Health funding model.

As the Foundation carries on with its efforts to raise necessary funds in support of both specialized care and day-to-day priority needs of the hospital, we hope that you will consider making an investment in the health of our community. Your support ensures the services of St. Mary's are here when you need them most.

Sincerely,
Susan Dusick
*President,
St. Mary's General Hospital Foundation*

www.supportstmarys.ca



Yes! I want to help St. Mary's:

Please accept my one-time investment of:

- \$1000 \$500 \$250
 Other _____

Paid by:

- Cheque (Payable to St. Mary's Hospital Foundation)
 Credit Card (Complete information below)

Credit Card: Visa MasterCard AmEx
Card #: _____

Name on Card: _____

Expiry: ___ / ___

Signature: _____

- I wish to give anonymously and not be named in Foundation communications.
 I would like to be contacted by a Foundation representative to learn more about making a gift of securities.
 I would like to be contacted by a Foundation representative to learn more about leaving a gift in my will. (If you have previously notified us of a gift, thank you.)

I would like to make a monthly donation to St. Mary's General Hospital Foundation:

- \$25 \$50 \$100 Other \$ _____

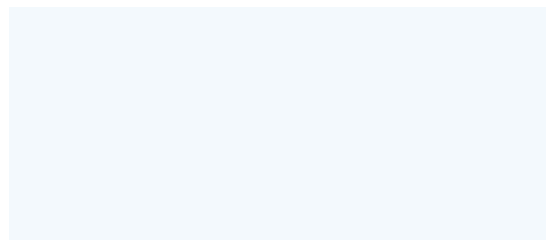
I authorize St. Mary's General Hospital Foundation to debit the amount indicated above each month from my:

- Bank (Withdrawn on the 1st of each month, please include void cheque)
 Credit Card (Withdrawn on the 30th of each month, please complete info above)

Telephone: _____

Email: _____

- Email my tax receipt



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