



ST. MARGARET FOUNDATION

Filling in the gaps with hope, healing and independence.

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Dear friend,

This is unlike any request in the past so please take time to read this letter.

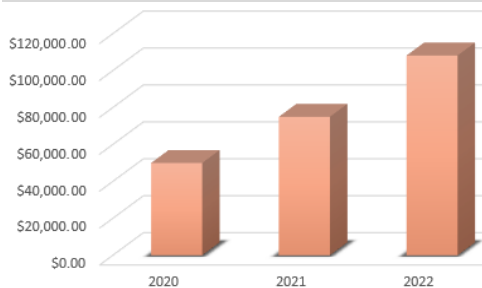
Who We Are: As a major donor to St. Margaret Foundation you know that we exist because being sick is difficult enough without having to worry if you have a ride to chemotherapy or treatment, can pay for the expensive medicine, home oxygen, walkers, insulin, a stair lift and rollator as an alternative to a nursing home, or other essential needs that fall through the cracks of insurance and Medicare. Your donations fill in those gaps for people who worked hard their whole lives only to find that managed care denies essentials. We are independent of UPMC and do not pay hospital or doctor's fees. We help people in crisis based on what the social workers tell us they need.

The Problem: The chart below indicates the gap growing each year. The truth is the gaps have outgrown our capacity to fill them. The estimated need for the forementioned essentials is already over \$120,000 annually. The balance in the fund for this purpose is \$49,289.

The Solution: Because we know these necessities are only growing and will never wane we are creating a *Patient Crisis Care Endowment* and invite you to be our partner. Your donation is an investment that says you see the problem and care about being a part of the solution today, tomorrow and in the future. It's a promise to patients in crisis that they will never be alone.

The Business Case: The goal is to raise \$3 million for the *Patient Crisis Care Endowment* over the next three years, which will generate \$125,000 in earnings *annually*. This ensures that these heartbreaking gaps of suffering are met with hope, healing, and independence in perpetuity. Attached you will find a funding plan, testimonials, and a gift agreement.

History of Patient Crisis Needs



I invite you to reach out to me personally with any questions or ideas you have to help. We need you to win this battle.

Sincerely,

Mary Lee Gannon

President, St. Margaret Foundation

Direct Line: 412-784-4277 Cell: 412-584-4186



The Patient Crisis Care Endowment

Ensuring the legacy of hope, healing and independence

Safeguarding Healing

- Expensive medicine
- IV antibiotics
- Individual transportation
- Therapeutic synthetic pets to calm anxiety
- Patient food pantry
- Fresh produce at health clinics
- Clothing closet for discharge with dignity

Keeping Seniors in their Homes

- Stair glides
- Home health visits from a nurse
- Walker replacement
- Tub benches
- Meals on Wheels
- Medical bed for home
- Ramp from the driveway

When There is Nowhere Left to Turn

Amy had been staying at a skilled nursing facility but could not afford the \$20,000 bill. Without warning, she was dropped off at the entrance to St. Margaret. She was eligible for disability benefits but needed assistance applying for it. St. Margaret Foundation covered the cost of a personal care home while a St. Margaret social worker assisted her with the disability application.

The Patient Crisis Care Endowment will provide funds for unexpected occurrences like this so patients don't have to hear "no."

FUNDING PLAN

Target Endowment Size	\$3,000,000
Annual Return, anticipating 4.25% yield	\$125,000

Gifts and Pledges* Needed

# NEEDED	\$ RANGE	TOTAL \$
2	\$500,000	\$1,000,000
3	\$250,000 — \$499,999	\$750,000

Securing these gifts will determine the target endowment size.

4	\$100,000 — \$249,999	\$400,000
6	\$50,000—\$99,999	\$300,000
7	\$25,000—\$49,999<	\$325,000
9	\$25,000	\$225,000
TOTAL		\$3,000,000

*Written pledges may be spread out over a period of up to three years

I've been a nurse for over 18 years and before coming to UPMC I had never encountered a hospital with a foundation like St. Margaret's.

When we learned that the young children of our 34-year old terminally ill cancer patient didn't have beds—as all of their disposable funds had been spent on his treatment—we were able to help. St. Margaret Foundation enabled us to cover the cost of beds, sheets, pillows, and comforters for both toddlers.

Thanks to St. Margaret's, our team can offer a holistic approach to clinical care and discharge. We are in contact with physicians and nurses who know to reach out if they see a patient in need, knowing that support can mean something different for every patient in need.."

- **Bethany Rose**

Director of Clinical Care Coordination & Discharge Planning



Patient Crisis Care Endowment Gift Agreement

This Gift Agreement is made on _____ (Date) by and among _____ (the Donor(s)), and St. Margaret Foundation (the Foundation).

The Donor and the Foundation agree to the following:

Donor Commitment

The Donor(s) hereby pledges to the Foundation the sum of \$_____ over _____ (# of years), which is to be designated for the **Patient Crisis Care Endowment**. Pledges may be made over three years or less.

Accepted Gifts

My gift will be made in the form of:

- Personal or company check made out to St. Margaret Foundation
- IRA distribution to St. Margaret Foundation on _____ (approximate date)
- Stock transfer to St. Margaret Foundation

*Please contact Seth Silverman of Janney Montgomery Scott at 412-562-8121.
(DTC#- 0374; Account#- 7980-7105; Tax ID- 25-1520340)*

Gift Schedule

It is further understood and agreed that the gift will be paid in full on or before three years from the date of this agreement.

Recognition and Contact Information

Name(s) to be listed for recognition: _____

I/We wish to remain anonymous.

Address: _____

City: _____ State: _____ Zip: _____

Phone Number: _____ Email: _____

Birthday(s): _____

- I/We have enclosed our full commitment.
- I/We have enclosed the first installment of our commitment.

Signature:

Donor name
Donor signature
Date