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Impact Report

#### Dearfriends,

As we look back over the past year, we cannot do so without extending our deepest thanks and warmest gratitude for your committed support. This past year was a momentous one for St. Joseph's Health Foundation with even better things to come, thanks to you.

It is because of **your generosity** that the Foundation completed "A Higher Commitment: The Campaign for St. Joseph's Health" in 2022 with a total of \$42,764,712 raised – \$12,476,712 over the \$30,000,000 goal! Since the start of the Campaign in 2017, we have funded strategic priorities across the health system including renovations of our Mother Baby Unit, numerous programs within St. Joseph's Children's Hospital, the Employee Relief Fund, advanced medical equipment and much more!

It is because of your partnership with us that the Foundation is able to fund key strategic initiatives in our surrounding communities including addressing health equity and gun violence intervention.

Our corporate and foundation partners answered our call for support as well. Dunkin' Joy in Childhood Foundation made possible a playroom in our Children's Hospital, and the St. Baldrick's Foundation granted us funds to hire a first-time Clinical Research Associate in our pediatric cancer program.



Kelsey Gitchell, Child Life Supervisor, and Michael Lamacchia, MD, Chairman, Children's Hospital with a St. Joseph's Children's Hospital patient at the 11th Annual SAX 4 Miler.

St. Joseph's Health celebrated its 155th Anniversary stronger than it has ever been before. The Hackensack Meridian Johnson Rehabilitation Institute (JRI) at St. Joseph's Wayne Medical Center celebrated its one-year anniversary and we expanded our health system with the opening of two brand new and convenient facilities – our Totowa Health Campus and St. Joseph's Wayne Infusion Center.

All of this is possible thanks to you. We are grateful for your philanthropic support, which led to great innovation, expansion and success. St. Joseph's Health Foundation looks forward to all that we will achieve in 2023 and beyond thanks to your continued friendship and belief in our mission.



Robert B. Budelman, III, Vice President and Chief Development Officer, Nancy Kontos, Chair, St. Joseph's Health Foundation Board of Trustees, and Kevin J. Slavin, President and CEO.

With gratitude,

Kevin J. Slavin
President and Chief
Executive Officer
St. Joseph's Health

Manoy Konto

Nancy Kontos Board Chair St. Joseph's Health Foundation Pol Bulelmer

Robert B. Budelman, III Vice President and Chief Development Officer St. Joseph's Health



Jacob, a St. Joseph's Children's Hospital warrior, after completing the SAX 4 Miler.



Jayden, pediatric patient, walking with Pediatric Pulmonologists, Michael Blechner, MD and Pamela Mukhatiyar, MD, at Fashion with Compassion.



#### **MISSION**

St. Joseph's Health is a healing ministry of the Catholic Church sponsored by the Sisters of Charity of Saint Elizabeth. We are committed to sustaining and improving individual and community health, with a special concern for those who are poor, vulnerable and underserved.

#### **VISION**

Creating a healthier future for all... inspired by faith, fueled by innovation and driven by exceptional people.

#### **VALUES**

Our core values express our deep convictions and strong beliefs. They define how we operate, behave, and interact on a day-to-day basis – as we integrate and affirm our values in all that we do.

Dignity + Charity + Justice + Excellence + Stewardship

## KEVIN J. SLAVIN ANNOUNCES RETIREMENT

Kevin J. Slavin, President and Chief Executive Officer, announced he will be retiring at the end of 2023, bringing his outstanding 42-year career in healthcare to a close. Kevin has led our organization with eight years of stable, yet transformational leadership. With sustaining our 155-year mission always top of mind, Kevin radically expanded and enhanced care throughout the communities we serve. His leadership during the COVID-19 pandemic, as Chair of the New Jersey Hospital Association, was recognized statewide.

As a member of St. Joseph's Health Foundation Board of Trustees, Kevin was and continues to be a champion of philanthropy. We are immensely grateful for all of his support and generosity. From captivating donors at Spotlights on St. Joseph's to challenging employees to beat his time in the annual SAX 4 Miler, Kevin's efforts towards our success remained limitless.

Please join us in honoring Kevin and our other distinguished honorees at our annual Gala on Thursday, November 2. For information, call the Foundation Office at (973) 754-GIVE (4483).

#### Thank you, Kevin!



#### A HIGHER COMMITMENT

"A Higher Commitment: The Campaign for St. Joseph's Health" commenced in 2017 to fund St. Joseph's Health's ambitious vision for the future — expanding and enhancing facilities to match our world-class and compassionate care. As the demand for St. Joseph's services continuously increased, the desire to support the Campaign and the work of our award-winning healthcare professionals grew alongside.

The comprehensive Campaign closed in December 2022 with a total of \$42,764,712 raised, which remarkably surpassed the original goal of \$30,000,000. Thanks to generous support from donors, including St. Joseph's Health employees, the Campaign has funded the renovations underway at St. Joseph's University Medical Center to establish our Women's and Children's Pavilion, along with a myriad of programs, services and capital improvements across our healthcare system:

- COVID-19 Response Fund
- St. Joseph's Children's Hospital
- The Lillian Hinsberg Memorial Garden at St. Joseph's Healthcare and Rehab Center
- The Santo LoConte Child Advocacy Center
- Undoing Racism® Workshops
- The Valerie Fund Children's Center for Pediatric Cancer & Blood Disorders
- The John Victor Machuga Diabetes Education and Nutrition Center
- Medical equipment across the system
- CenteringPregnancy
- → The Nicole Ramsden Serenity Garden

- The Employee Relief Fund
- The Binder Autism Center
- → ALTO<sup>®</sup> Alternatives to Opioids Program
- Marcal Employee Relief Fund
- Paterson Healing Collective
- Diabetes Management and Support Program
- Numerous philanthropyfunded positions across the system
- Cardiac Meds to Beds Program
- Employee memorial gardens across the system
- ...and more!



SJHF Board members celebrating the close of the campaign. The Board's generosity was a key component in the campaign's success. Pictured left to right (upper row): Bianca and Dean Emmolo, Joseph Amico, Steven Kontos, (lower row): Michelle and David Incorvaia, John Cioletti, Nancy Kontos, and Debbie Nappi, CPA.

Bishop Kevin J. Sweeney, Senator Kristin Corrado, Mayor John Coiro of Totowa, Congressman Bill Pascrell, Kevin J. Slavin, President and CEO, Will Fernandez, CPA, Chairman, SJH Board of Trustees, William Colgan, Managing Partner, CHA Partners, and Jennifer Mendryzcki, Chief Operating Officer at the Grand Opening of the Totowa Health Campus.

\$42,764,712 total \$12,764,712 over goal

#### **THANKS TO YOU!**

5,505 donors

15,496 gifts

\$2,760 average gift



The new 26-bed Mother-Baby Unit at St. Joseph's University Medical Center that provides a calming environment for new mothers and their babies.



St. Joseph's Children's Hospital patient, Zoe, with Senior Child Life Specialist, Isabella Calonico.

## ST. JOSEPH'S HEALTH: PATERSON'S ANCHOR INSTITUTION

## AS A MEDICAL PROVIDER

#### LEADING HEALTHCARE PROVIDER

in Passaic County

#### \$250+ MILLION

in Charity Care provided in 2021



#### \$95 MILLION

of annual community benefit beyond healthcare

## 500+ MEDICAL STUDENTS

enrolled in academic programs

## AS A SOURCE OF EMPLOYMENT

5,400 employees

#### \$385 MILLION

in employee salaries

#### \$18.9 MILLION

in income tax paid by hospital employees

47% live in Passaic County

17% live in Paterson, NJ

10% live in Clifton, NJ

5% live in Wayne, NJ

#### AS A MARKET LEADER

**PRIMARY SERVICE AREA** 



Hospital-based market share



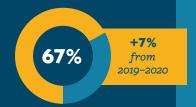
**PASSAIC COUNTY** 



Hospital-based market share



Emergency Department market share



Emergency Department market share

#### PURCHASING, DEVELOPMENT & COMMUNITY



#### **\$97.7 MILLION**

in services purchased from area businesses.

## MASTER DEVELOPER

of supportive housing in Paterson, NJ with DevCo.

## PARTNERS WITH:

- Health Coalition of Passaic County
- → Center for Innovation
- → Paterson Healing Collective

#### **DONOR HONOR ROLL**

#### LIFETIME GIVING HONOR ROLL

St. Joseph's Health Foundation is proud to recognize the following donors who have gone above and beyond in embodying our value of charity throughout their lifetime. These donors have each cumulatively given over \$250,000 to support our mission. We are deeply appreciative of their partnership and recognize that a great deal of our success relies on their leadership.

#### Over \$1 Million

The Matilda Caspers Memorial Fund

Mrs. Ledwena B.\* and Mr. Frank D. Cerisano, Sr.

Gallagher Bollinger, Inc.

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Administration

The Estate of Lillian Hinsberg

League of St. Joseph's Hospital and Medical Center

LoConte Family Charitable Foundation

The John Victor Machuga Foundation

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NJ Department of Law and Public Safety

The Alfiero and Lucia
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Pulse Medical Transportation

The Estate of Carole A. Simonetti

The Valerie Fund

The Edward W. and Stella C. Van Houten Memorial Fund

Wakefern Food Corporation

\$500,000-\$999,999

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Mr. and Mrs. James E. Healey

Tom Coughlin Jay Fund Foundation

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St. Joseph's University Medical Center

St. Joseph's Wayne Medical Center Gift Shop

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Susan G. Komen North Jersey

The Henry and Marilyn Taub Foundation

Richard J. Walsh & Mary F. Walsh Charitable Trust

Every effort has been made to accurately report donor giving. Names are listed in accordance with standard listing protocol.

#### \$250,000-\$499,999

Adreima

**Advanced Cardiology Practice** 

Agents for Children's Health

American Cyanamid Company

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The Joseph Brown Family Memorial Fund

CareOne at Wayne

Columbia Bank

Columbia Bank Foundation

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Farkas & Donohue, L.L.C.

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**Anonymous** 

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The Gift of Life Of District 7490, Inc.

Tudor Foundation, Inc.

Turrell Fund

Valley National Bank

Wesray Corporation

"It's always about caring for the kids, serving the Paterson and Wayne Communities."

**Roman Oben** 



Roman Oben, President, NFL Alumni NY/NJ Chapter, SJHF Trustee and Robert B. Budelman, III, Vice President and CDO with Jackie and Jacob Lapczynski, St. Joseph's Children's Hospital patient and mother, at the 2nd annual NFL Alumni Golf Classic.

#### 2022 ANNUAL GIVING HONOR ROLL

For over 155 years, the Sisters of Charity of Saint Elizabeth have called upon the generosity of benefactors and patrons throughout our community to support the mission of St. Joseph's Health. The generosity of our donors helps us to live out our values of dignity, charity, justice, excellence, and stewardship in a very real way. St. Joseph's Health Foundation gratefully recognizes the generosity of all individuals, corporations, foundations, and partners who supported our mission in 2022. We are proud to recognize those donors who have contributed \$1,000 or more in 2022 via a pledge, a pledge payment, cash, or gift-in-kind between January 1, 2022 and December 31, 2022.

#### \$100,000 & Above

Mr. and Mrs. Steve Binder The Matilda Caspers Memorial Fund

Dr. Mark W. Connolly and Mrs. Moira Connolly

Dunkin' Joy in Childhood Foundation

Health Resources & Services Administration

NJ Department of Law and Public Safety

Reno's Appliance, Inc.

The Estate of Richard S. Roth

SaxBST Charitable Foundation

The Henry and Marilyn Taub Foundation
The Valerie Fund



#### \$50,000-\$99,999

America's Essential Hospitals

 $\mbox{Mr.}$  and  $\mbox{Mrs.}$  Charles  $\mbox{}^{*}$  and Marie Breuss

Mr. and Mrs. Alfonso Daloisio, Jr.

Mr. and Mrs. Dean and Bianca Emmolo

Tom Coughlin Jay Fund

Partnership for Maternal & Child Health of Northern NJ

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The Rockleigh

Mr. and Mrs. Kevin J. Slavin

St. Baldrick's Foundation

Wakefern Food Corporation

Richard J. Walsh & Mary F. Walsh Charitable Trust



#### \$25,000-\$49,999

Agents for Children's Health

American Endowment Foundation

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Cardiology Associates

Columbia Bank Foundation

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Dr. and Mrs. Arash Emami

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Mr. and Mrs. Steven and Athanasia Kontos

Lakeland Bank

The John Victor Machuga Foundation

<sup>\*</sup>Denotes deceased donors

Mr. and Mrs. Joseph and Cecilia McKenney Morgan Stanley Wealth Management Passaic Home and Orphan Asylum Fund Pulse Medical Transportation Raskob Foundation For Catholic Activities, Inc.

Anonymous

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#### \$10,000-\$24,999

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McCarter & English, L.L.P.

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Mr. and Mrs. Barry Morris

Neurosurgeons of New Jersey

North American Partners in Anesthesia

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Patient Financial Concepts, Inc.

Ms. Deborah A. Nappi, CPA and Mr. Robert Paz

Pediatric Group, LLC

Dr. David L. Principe

**Proof Logistics Group** 

**Quest Diagnostics** 



SJHF Gala attendees give a standing ovation to Distinguished Physician Award recipient, Joseph A. Holahan, MD, Chief, Child Development Center for his inspiring work at the Binder Autism Center at St. Joseph's Children's Hospital.



Rialto Electric Corporation Dr. and Mrs. Otto F. Sabando Mr. and Mrs. Louis V. Serafini Totowa Med Urban Renewal LLC Willowbrook Realty, L.L.C.



#### \$5,000-\$9,999

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Drs. Roberto A. Solis and Antonia E. LoPresti Solis

SP Plus Corporation

<sup>\*</sup>Denotes deceased donors



"The YPC has put in a great amount of effort to fundraise and advocate for St. Joseph's Health Foundation. Our 2022 Outdoor Movie Night was our greatest effort yet, with 24 sponsorships and 77 vehicle tickets sold. We look forward to what is ahead with our YPC."

**Gabriella LoConte** 

If you'd like to learn more about our Young Professionals Committee and how to get involved, please contact the Foundation Office at (973) 754-GIVE (4483).

Dr. Christopher Trotz, MD

**Unitex Textile Rental Services** 

Drs. Padmanja and Rajeev Upadya

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#### \$2,500-\$4,999

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Dr. John Zatourian

<sup>\*</sup>Denotes deceased donors



Frank Laviano, SVP, Financial Advisor, Morgan Stanley, Vincent McInerney, MD, Orthopedic Surgeon, NJOI, Gregory Lockard, Chief Development Officer/ Minority Owner, All Sports International, and Robert B. Budelman, III, Vice President and CDO at the annual St. Joseph's Health Golf Classic.

#### \$1,000-\$4,499

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Adnan Danish, MD, Chief, Division of Radiation Oncology and Nadra Moulayes, DO, Breast Surgery presenting at Spotlight on St. Joseph's: Focus on Women's Oncology.

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The Center for Pediatric

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Mrs. Donna Vible-Kirczow

Mr. David E. Watson

Thomas and Jane C. Wrigley

Memorial Fund

Dr. and Mrs. D. C. Zouzias



Golf Committee Members, Frank Laviano, SVP, Financial Advisor, Morgan Stanley and Joseph Amico, Vice President, Owner, EVS Metal and SJHF Trustee at St. Joseph's Health Golf Classic.



Patricia Paolucci, Director, Strategic Events with Nancy Kontos, CFO, Kontos Foods, Inc. and Chair, SJHF Board of Trustees at Spotlight on St. Joseph's: Innovations in Pulmonology.



## THE SETON LEGACY SOCIETY

The Seton Legacy Society recognizes those individuals who have joined St. Joseph's Health Foundation in providing long-term provisions for St. Joseph's Health by making a planned or legacy gift. Their commitment, made during their lifetime, helps to ensure St. Joseph's Health moves forward together for the next 155 years! Lifetime membership is bestowed on those individuals who have notified the Foundation that they have named St. Joseph's Health as a beneficiary in their will, trust, life insurance, or IRA, or are participants in our Annuity program.

### 2022 SETON LEGACY SOCIETY HONOR ROLL

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Mr. Robert A. Becker

Mr. Salvatore Berlingeri\*

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Mr. Rajan Dsa

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Roberto Solis

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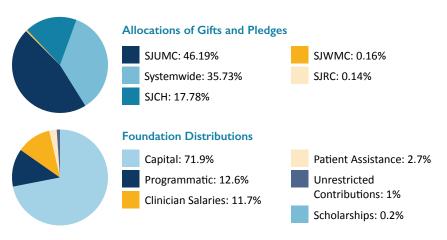
Mr. Frederick G. Wieland\*

#### \*Denotes deceased donors

To learn more about Legacy Giving, Charitable Gift Annuities, and the Seton Legacy Society, or if you have already left St. Joseph's Health in your estate plans, please visit: www.GiveToStJosephs.org and click on 'Planned Giving' under the 'Ways to Give' tab or contact the Foundation Office.

## 2022 FINANCIALS AT-A-GLANCE

REVENUE	Actual Year End 2021	Actual Year End 2022
Fundraising <sup>1</sup>	\$11,732,746	\$7,332,940
Gifts-in-Kind	\$152,059	\$112,728
Interest/Investments	\$712,324	\$453,810
TOTAL REVENUE	\$12,597,129	\$7,899,478
EXPENSES	Actual Year End 2021	Actual Year End 2022
PROGRAM		
Distributions to St. Joseph's Health and other local nonprofits <sup>2</sup>	\$4,553,662	\$6,344,443
OPERATING		
Personnel (Salaries and benefits)	\$878,716	\$1,031,516
Administrative	\$726,305	\$796,002
Fundraising	\$367,613	\$668,143
Operating Subtotal	\$1,972,634	\$2,495,661
TOTAL EXPENSES (Cash)	\$6,526,296	\$8,840,104
Write-offs (Bad debt) <sup>3</sup>	\$360,000	\$500,003
TOTAL EXPENSES (Incl. write-offs)	\$6,886,296	\$9,340,107



<sup>&</sup>lt;sup>1</sup> Fundraising revenue includes all revenue from individuals, events, corporate/foundation grants, and trusts/bequests.

<sup>&</sup>lt;sup>2</sup> St. Joseph's Health Foundation is a 501(c)(3) organization with a dedicated mission to raise funds for St. Joseph's Health, also a 501(c)(3) organization, and its affiliated organizations.

<sup>&</sup>lt;sup>3</sup> While St. Joseph's Health Foundation endeavors to collect funds for each pledge, we do budget for occasional write-offs.

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23

#### St. Joseph's Health

St. Joseph's University **Medical Center** 

703 Main Street Paterson, NJ 07503

St. Joseph's Children's Hospital

703 Main Street Paterson, NJ 07503 St. Joseph's Wayne **Medical Center** 

224 Hamburg Turnpike Wayne, NJ 07470

St. Joseph's Totowa **Health Campus** 

225 Minnisink Road Totowa, NJ 07512

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