# HGFOUNDATION

Celebrating 20 years funding end-of-life care

# ANNUAL REPORT 2017





President and CEO Siobhan M. Greene Board Chair Bill Tebbe

#### CONTACT US

80 Garden Court, Suite 201 Monterey CA 93940 831-333-9023 info@hospicegiving.org hospicegiving.org

Hospice Giving Foundation is a 501(c)(3) charitable organization. TIN# 94-2404634

## Message from the Board Chair

A twentieth anniversary prompts reflection. We are deeply grateful to all of those who brought us to this point, as well as the providers we fund. Beyond the typical glance back at the history and past, our anniversary has sparked our board and staff to focus on the future; the next 20, 30, or 40 years.

To effectively plan for the future, we needed to clarify our vision. We asked ourselves, what would this Foundation look like by the end of the next decade. What would make us most proud after our day-in, day-out time with the Foundation has passed. The answers were powerful. First, we want people to understand the options for end of life care and for there to be less taboo about death. We'd want families to work together so they don't burden each other because of untold wishes and desires. We'd want people to have really good care because we generated enough money to sustain programs that work tirelessly to take care of people irrespective of money, culture, location, or beliefs. We want our community to stand out as a model for what it looks like to genuinely care for others with compassion and acceptance.

All of us at Hospice Giving Foundation thank you for your ongoing support and for walking with us into the next phase of our work to fulfill our vision:

To build a community culture of understanding, acceptance, and compassion for end of life, with resources to sustain dignified and excellent care for all.

Best regards,

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Siobhan Greene President & CEO

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Bill Tebbe Board Chair



NEWSFEED: hospicegiving.org/newsfeed

# <image>

## Board of Directors 2017-2018

FROM LEFT TO RIGHT Mark Boitano - Board Emeritus Charles D. Winston Catherine Hambley, PhD Matt Nelson - Secretary James Booth Wendy Franscioni - Treasurer Bill Tebbe - Chair Heather K. Downs Peter Lampman Joe Martello Marshall Bloom Wayne Chapman Siobhan Greene - President/CEO Nanci Markey - Past Chair Jean Duff - Board Emeritus Sarah Hills - Vice Chair

NOT PICTURED Mary Kay Acquazzino Shary Farr David Glickman Jeff Jones Laurel Krzeminski

COMMUNITY IMPACT: hospicegiving.org/community-impact

#### 2017 Office & Event Volunteers

Office Volunteers Janet Belardo Debra Federico Maryam Finnigan Lucia Nevejans Kathy Russo Rosemarie Russo Corie Searcy Bruce Weingarten

The Party! The Scramble! Committee: Mary Kay Acquazzino, Co-Chair James Booth, Co-Chair Marshall Bloom Rose Cala Christine Chin Carolyne Geisler Nanci Markey Hannah Rogge Kyle Ruggieri Susan Toscano

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**Trees of Life** Ann Appel Janet Belardo Carmel Middle School Chamber Choir Defense Language Institute Foreign Language Center Joint Services Choir **Robert Duffy** Debra Federico Rav Friend DiAnna Gamecho Bill Johnson Thomas Lehmkuhl The Rev. Jeffrey Lewis, St. Mary's by the Sea Lisa Luscombe Dale Myer Josh Redmond Valerie Souza

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#### $\overline{v}$

## History: An Interview with Secretary Leon Panetta

Hospice Giving Foundation CEO Siobhan Greene, had the honor of sitting down with Secretary Leon Panetta to learn more about his role with the passage of the 1982 law that made Hospice a benefit of Medicare. Secretary Panetta, a Monterey County native, was a member of the United States House of Representatives from 1977 to 1993; Director of the Office of Management and Budget from 1993 to 1994, President Bill Clinton's Chief of Staff from 1994 to 1997; CIA Director in 2009 to 2011; and Secretary of Defense from 2011 to 2013.

Hospice Giving Foundation: Welcome Secretary Panetta and thank you for joining me today for this conversation. Let's start with the history. You were very involved in the Medicare funding for Hospice Care. How did that come about, what sparked you to take this on?

**Panetta:** It's a great story and it's an example of how democracy can really work. Even today, there are members of Congress, including my own son, who ask me about that process. It remains an example of how people who are very concerned about the ability to help others, can turn to their representatives, and ultimately get the help they wanted. It's a real success story.

When I was a member of Congress representing the Central Coast, I used to have what I called 'Constituent Hours' where I would sit in my various offices and meet with the people and give them the opportunity to share their thoughts or views or their needs with me.

I was in the Monterey office when Dr. Jerry Rubin and a delegation of other individuals, that were involved in hospice care in this area, came in. They described hospice care and the fact that there was no Medicare coverage for something as important as the ability to care for older citizens who were terminally ill. I was moved by their arguments.

It was at a time when I remembered my mother, who died of cancer and my father had to care for her at home. I remember that very well and thank God, my father was able to help her, she wanted to be at home. And he made that possible. So, with that memory in my mind, I said, "this is really worth doing something about."

I went back to Washington and asked my staff to draft legislation that would provide Medicare coverage for hospice services. Bill Gradison, a Republican, also supported it with me, so we introduced the bill together. And before I knew it, because hospice services were becoming pretty common across the country, I almost immediately got about 140 co-sponsors in the House. I then talked with Bob Dole, who was a friend and the Republican leader on the Senate side. He was aware of the bill I put in, and he took the same bill and introduced it to the Senate. He again got a number of co-sponsors almost immediately.

We had some opposition from the Reagan administration; they thought it was going to involve additional costs. We made clear that the hospice benefit would actually save money for Medicare and we were able to prove that point.

Before you knew it, we had close to 200 co-sponsors; when you have that many co-sponsors you can get a lot done. We moved it through the Ways and Means Committee, we moved it to the floor, it was part of another bill (Tax Equity and Fiscal Responsibility Act of 1982). We passed it overwhelmingly, it passed on the Senate side overwhelmingly, with Bob Dole's help. And before we knew it we had made a law that in fact provided for Medicare coverage for hospice services. It was a very proud moment, for not only me, but for all of those who were involved. It proved that democracy can work.

<sup>66</sup> And before we knew it we had made a law that in fact provided Medicare coverage for hospice services. <sup>97</sup>

**HGF:** When I talk to people about what I do and mention the word hospice, it evokes very thoughtful reactions. What were the reactions in the early days? How did folks respond to having this kind of care in the community?

**Panetta:** The people that I talked to about hospice services really were looking for an alternative to their loved ones living because of life-supports and extreme measures in a hospital. They were not getting the kind of consulting services, the kind of support that can really helped them face the end of life. They were very concerned and looked at hospice care as a humane way to approach dealing with the end of life. I think, deep-down, people at that point really wanted the ability to have a loved one treated with compassion and dignity. Because, you know, as we approach the end of life it can get pretty tough depending on what you are suffering from. And people face a lot of pain that they are just not prepared for. Hospice services was really 'human caring' for the dignity of an



individual and how you could basically support that individual at a time of tremendous need. You know, we always look to healthcare to try to solve our problems and cure us for whatever problems we are facing. But, when you reach a point when there are no cures, and there is little you can do, people looked at hospice as a very positive way to confront the end of their life. I think it is something that health care needed, but also that people needed to be able to embrace what all of us face, though all of us resist to some extent. This gave us a positive way to be able to face the challenges that are involved with the end of our lives.

**HGF:** 2017 is Hospice Giving Foundation's 20th anniversary. Over the years we have contributed almost \$25 MM in grants to local (Monterey & San Benito Counties) end-of-life care providers. Our goal is to be here for the next 20, 40, 60 or more years. What would your vision be? There is more to do, so what would that look like to you?

**Panetta:** This is a great story. I think it's the story of how all of us can reach out and care for one another in a humane way. That's the great thing about this country. The one unique thing about America is that people care for one another, people care about their community, and they care for each another. This is what America is all about. The ability to get this done – to establish hospice funding – and then to have the Foundation taking root and be able to support these efforts through the generosity of contributors everywhere, was just a great 'one-two' in helping people deal with the challenges they had to face.

We've come a long way, we've had a lot of success. People know that hospice care is there and available to them. I am very proud of the fact that this community was really, in many ways, the beginning of that effort because of what we were able to achieve. So, my hope is, through the work of the Foundation, through the work of the hospice services, that we can all continue to work together to be able to make hospice care a reality for every family – the elderly but also the young who are facing those challenges. I hope that the Foundation and all the hospice services are here for a helluva long time so that we can continue to provide that dignity and compassion that all of us should be about.



Hospice services was really 'human caring' for the dignity of an individual and how you could basically support that individual at a time of tremendous need. ??

## **Events**

#### Annual Symposium | June 24, 2017

Healthcare professionals and the public participated in a day-long educational program about California's End-of-Life Option Act and how to incorporate ethics, cultural beliefs, and values into conversations about the dying process.

#### The Party! | September 10, 2017

Party goers attended an elegant evening of cocktails, gourmet food, music, wine, raffle, and live and silent auctions in the beautiful courtyard tent at the Monterey Peninsula Country Club.

#### The Scramble! | September 11, 2017

Players enjoyed a fabulous day of golf on the spectacular Monterey Peninsula Country Club's Shore Course. The scramble ended with a cocktail party, awards ceremony, and a chance to celebrate each other's accomplishments.

#### Tree of Life Celebration | December 10, 2017

Attendees at the Portola Hotel & Spa enjoyed beautiful musical performances by the Defense Language Institute Choir and the Carmel Middle School Choir, inspirational reading by Dale Meyer of poems by Lenore Meyer, reflections by Rev. Jeffery Lewis of St. Mary's by-the-Sea and a traditional ceremonial tree lighting atop the Marriott Hotel.



Bill Monning, Vicki Nelson, and Siobhan Greene at the 2017 Symposium



Greg Profeta, Velma & Ted Balestreri, and Carolyne Geisler at The Party!



**EVENTS:** hospicegiving.org/events



Hunter Finnell, Cheryl Heyermann, Gayle Triolo, and Dave Fanucchi at The Scramble!



Dale Meyer at the Tree of Life Celebration



Kurt Grasing and Christine Chin at The Party!



Michelle Wilsdon and Shary Farr at the 2017 Symposium



Nanci Markey, Cammie Brodie, and Pam Fadel at The Scramble!



Cris Cabanillas, Bill Tebbe, Rich Fineberg, and Mark Boitano at The Scramble!

## **Financials**

The Hospice Giving Foundation Board of Directors appoints an Investment Advisory Committee and receives professional guidance from our advisors at Verus to wisely invest and manage donor funds, set policies, and develop long-term growth strategies. This careful stewardship of donor investment in the Foundation allows us to support end-of-life care and services throughout Monterey and San Benito Counties.

Copies of the most recent Audited Financial Statement and IRS Form 990 are available on the Hospice Giving Foundation Website: hospicegiving.org

If you have any questions about this financial summary, please contact Siobhan M. Greene, President and Chief Executive Officer, at (831) 333-9023.

Hospice Giving Foundation is a 501(c)(3) charitable organization.

TIN# 94-2404634

#### Net Assets as of June 30, 2017

Undesignated, Unrestricted Funds	184,921
Fund for Direct End-of-Life Care and Services (Board Designated Fund)	9,894,736
Program Endowment (Program Endowment Fund)	6,271,510
Donor Restricted Endowment (varied purposes) (Donor Restricted Endowment)	3,543,756
Temporarily Restricted Net Assets	2,791,304
Total Net Assets	22,686,227

#### Grants: Paid in September 2017 \$812,000 based on 2016-17 contributed income

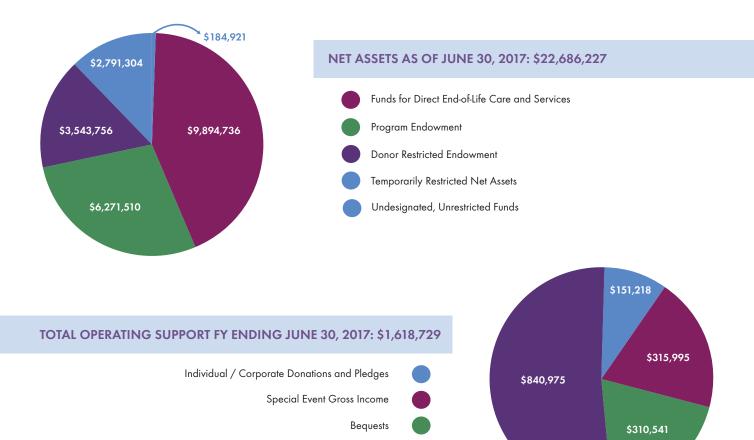
#### Hospice Giving Foundation Revenue Report for the Fiscal Year Ended June 30, 2017

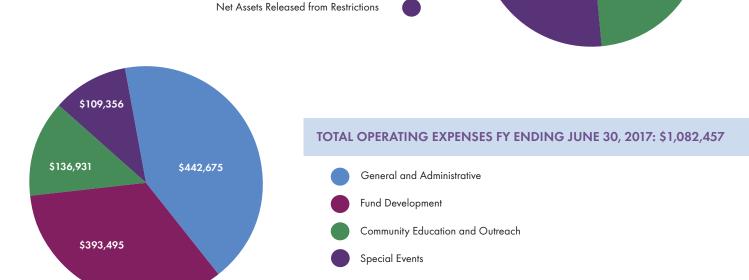
#### **Restricted and Unrestricted Gifts:**

Individual/Corporate Donations and Pledges	151,218
Special Event Gross Income	315,995
Bequests	310,541
Net assets released from restrictions	840,975
Total Operating Support and Revenue	\$1,618,729

#### **Operating Expenses:**

General and Administrative	442,675
Fund Development	393,495
Community Education and Outreach	136,931
Special Events	109,356
Total Operating Expenses	\$1,082,457

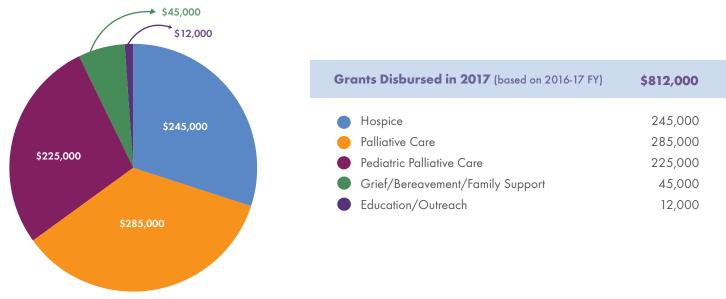




## Impact

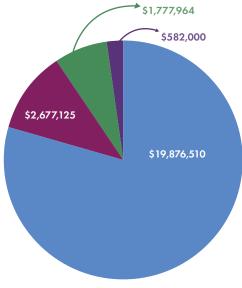
Through the generosity of our donors, Hospice Giving Foundation is able to award grants to agencies providing dignified and compassionate care at the end-of-life.

## \$24,904,599



### HISTORY OF GIVING

Total Grants Disbursed Through 2017	\$24,904,599
<ul> <li>Hospice and Palliative Services</li> </ul>	19,867,510
Pediatric Palliative Care	2,677,125
End-of-Life Services	1,777,964
Education/Outreach/Advocacy	582,000



## The Puzzle

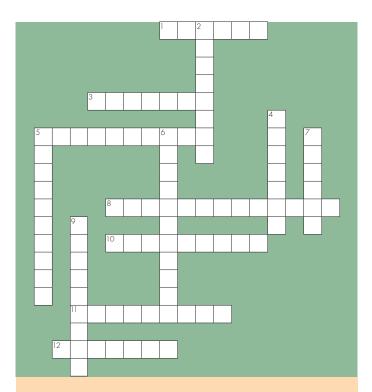
Test your Hospice Giving Foundation knowledge by completing the crossword puzzle.

#### ACROSS

- 1. Please download a copy of Notes to my \_\_\_\_\_ at hospicegiving.org.
- Hospice Giving Foundation conducts workshops with professionals on use of the POLST, \_\_\_\_\_ Care Directives, and ethical consideration for end-of-life care.
- One of Hospice Giving Foundation's five core areas of funding includes, \_\_\_\_\_\_ care.
- 8. Hospice Giving Foundation advocates \_\_\_\_\_\_ end-of-life care.
- 10. 2017 marked the \_\_\_\_\_ Anniversary of Hospice Giving Foundation.
- Hospice Giving Foundation conducts a range of \_\_\_\_\_ and outreach activities with the goal to increase knowledge of and planning for end of life care.
- Since 1997, the Foundation has awarded grants totaling almost \$25 \_\_\_\_\_.

#### DOWN

- Hospice Giving Foundation provides funding for services that are offered throughout \_\_\_\_\_\_ and San Benito County.
- Hospice Giving Foundation stays abreast of \_\_\_\_\_ local needs as well as looks at trends that will impact future demands for end-of-life care.
- Hospice Giving Foundation believes living well includes dying \_\_\_\_\_\_ in comfort, and with dignity.
- 6. Hospice Giving Foundation is an \_\_\_\_\_ grant-making foundation exclusively for end of life.
- 7. Hospice Giving Foundation raises funds and awards \_\_\_\_\_\_ to strengthen local providers' ability to serve our community.
- Hospice Giving Foundation is sustainable by successful fundraising, \_\_\_\_\_\_\_\_ investment and disbursement of funds and by being responsive to the changing healthcare landscape.



For puzzle answers, please visit **www.hospicegiving.org** 

## Donors

Thank you to all our donors who made a gift between January 1, 2017 & December 31,2017. We appreciate your generosity & support. The names in bold are members of the Silver Society: individuals & businesses who have made annual donations for 10 consecutive years or more.

#### \$10,000 & above

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<sup>66</sup> Hospice Giving Foundation funds organizations providing care and resources for patients and families. Caregivers who watch over our loved ones become a major part of the support system, giving emotional strength and encouragement to the entire family. This vital support is why I give. ??

**Carole Cuffman** 



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<sup>66</sup> Hospice Giving Foundation is a cornerstone for Monterey County, supporting care providers that impact many people. When there is a need to fill, HGF steps in with funding, education, training and resources. HGF makes life transitions positive and touches many lives through their funding and support network. <sup>9</sup>7

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<sup>66</sup> Patti and I have always believed that "giving back" is essential in allowing a community to thrive. The resources of time, treasures and talent can be of immense help especially when paired with those of others. We remain excited to see the connection of these resources and the outcomes that can result. The generosity of our neighbors "giving back" is always amazing to us and we are so grateful to have had the opportunity to join those that are committed to the mission of Hospice Giving Foundation. ??

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The Westland-Hermann Legacy Society honors those individuals who have chosen to provide support by naming Hospice Giving Foundation in their estate plans. Members of the Society have committed to creating a lasting impact through bequests and Life income gifts. Individuals who have named Hospice Giving Foundation in their estate plans.

The Westland-Hermann Legacy Society is named in honor of Helen Westland and Sarah T. Hermann, two inimitable ladies whose legacy of hard work and extraordinary generosity helped make local hospice care possible.

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You have helped us accomplish so much. Here are some ways you can continue to make a meaningful difference and see the impact of your support. Thank you!

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To stay up-to-date and register for events, visit hospicegiving.org/events

Wednesday, April 11 / Lighthouse 4 Cinema, Pacific Grove Defining Hope: Film Screening, Dinner & Conversation

Friday, May 11 / Embassy Suites, Seaside Annual Symposium - Beyond Opioids: Alternative Therapies & Medical Cannabis Sunday, September 9 + Monday, September 10 / Pebble Beach The Party! The Scramble!

Tuesday, October 9 / The Inn at Spanish Bay Gratitude Luncheon: Sharing Our Stories

Sunday, December 9 / Monterey Tree of Life Celebration