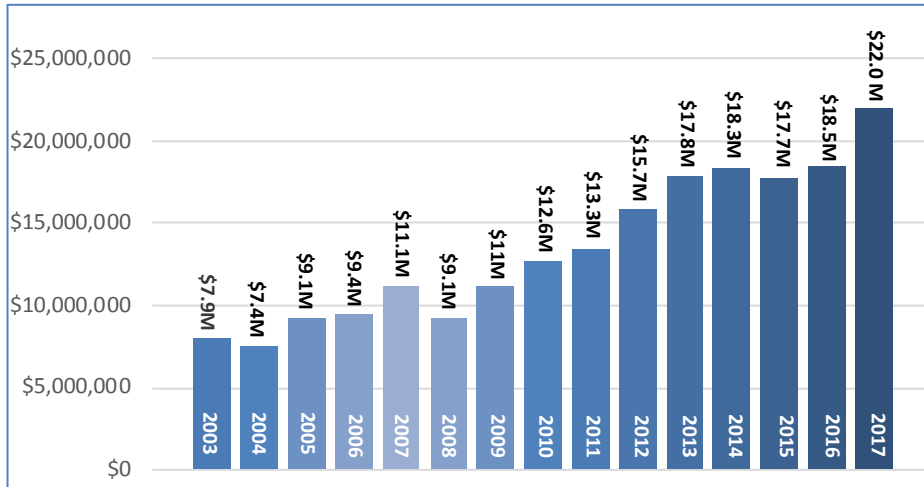
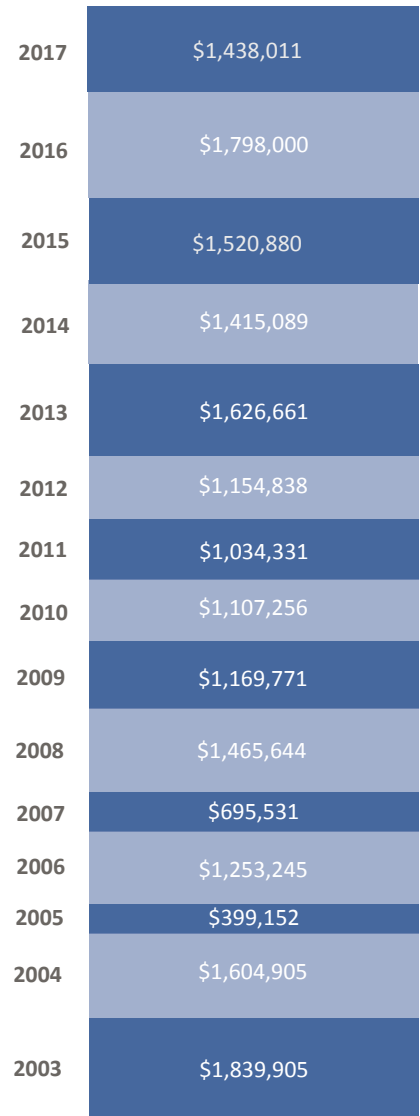


FINANCIAL HISTORY

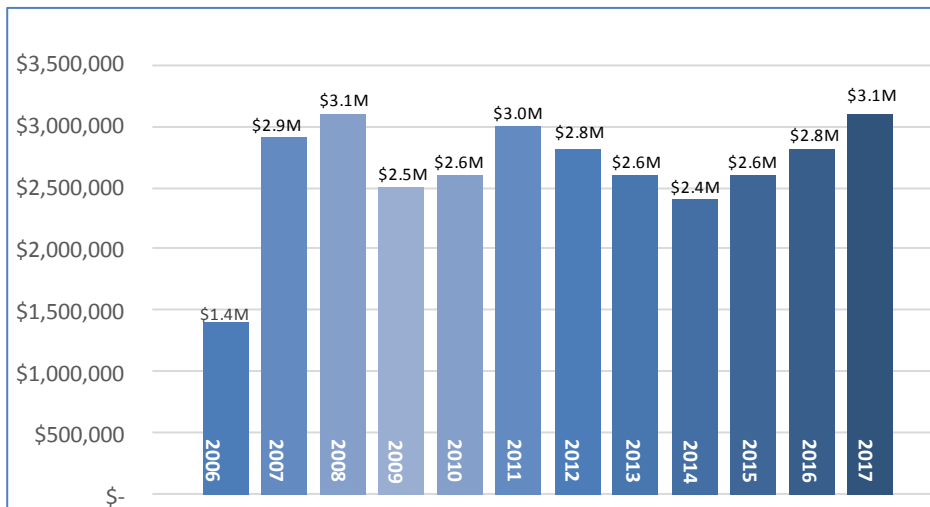
Growth in Net Assets: 2003 - 2017



Total \$19.5M



Annual Fundraising Revenue: 2006 - 2017

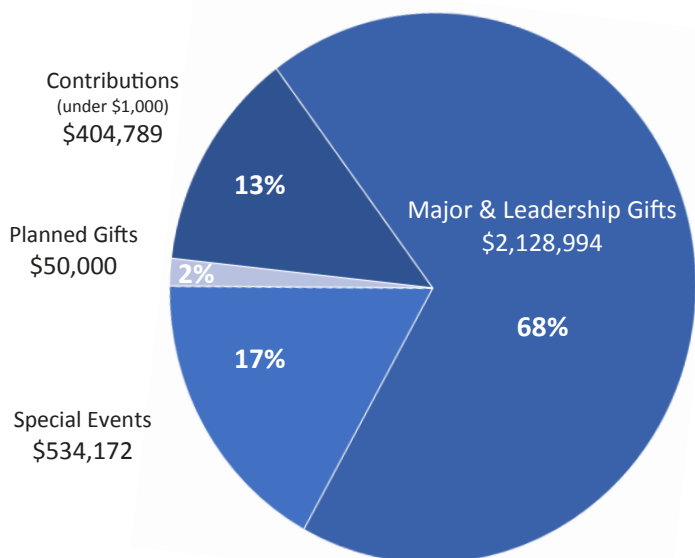


Program Support Granted to St. Joseph's Hospitals 2003 - 2017

2017 FINANCIAL SUMMARY

The St. Joseph's Hospitals and Children's Hospital Foundations ended 2017 recording total revenue of \$6.25M, and total operating expenses of \$1.38M. We received philanthropic gifts and pledges in the amount of \$3.12M, up from \$2.77M in 2016, of which approximately \$1M was designated for St. Joseph's Children's Hospital. During 2017, \$1.6M from the Foundation was spent to fund patient care programs and services, education, outreach, construction and renovation, and equipment and technology.

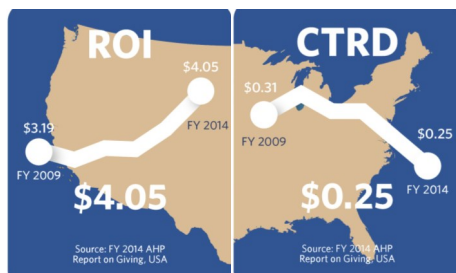
FUNDRAISING REVENUE BY GIFT TYPE



EFFICIENCY ANALYSIS

Fundraising Revenue	\$3,118,000
Fundraising Expense	\$764,000
ROI	\$4.00
CTRD	\$0.25

AHP Benchmark



REVENUE

Total Revenue	\$6,250,000
Fundraising Revenue	\$3,118,000

OPERATING EXPENSES

Fundraising	\$ 764,000
Admin & Financial Stewardship	\$ 304,000
Occupancy	\$ 135,000
TOTAL	\$1,203,000

PROGRAM GRANTS

Funds granted to and community outreach on behalf of St. Joseph's Hospitals.

\$1,613,000

GRANTS GIVEN BY HOSPITAL

St. Joseph's Hospital	\$ 768,000
St. Joseph's Children's Hospital	\$ 350,000
St. Joseph's Women's Hospital	\$ 250,000
St. Joseph's Hospital North	\$ 205,000
St. Joseph's Hospital South	\$ 40,000



DONOR GIVING IMPACT - 2017

The St. Joseph's Hospitals and Children's Hospital Foundations ended 2017 recording total revenue of \$6.25M, and total operating expenses of \$1.38M. We received philanthropic gifts and pledges in the amount of \$3.12M, up from \$2.77M in 2016, of which nearly \$1M was designated for St. Joseph's Children's Hospital. During 2017, \$1.4M in donations to the Foundation were granted to fund patient care programs and services, education, construction, equipment and technology at our hospitals.

St. Joseph's Hospital:

Grants totaling \$575,000 were made to St. Joseph's Hospital to provide ICU monitors to convert a medical/surgical unit to an **intensive care environment** capable of caring for the most acutely ill patients (\$135,000); operation of the La Esperanza Clinic, a **medical home for underserved families** in south Hillsborough County, and the Faith Community Nursing program (\$110,000); an endoscopic tower for the **Heart Institute**, a vital video-assisted component used during specialized heart procedures (\$71,000); **emergency assistance** for team members who suffered a crisis such as a home fire or hurricane damage (\$65,000); the **COOLIEF non-surgical pain management** procedure that targets and treats nerves causing chronic joint or back pain (\$40,000); educational awards for **nursing scholarships** and medical conferences for team members (\$40,000); a TD-100 **disinfection system** to quickly and continually sterilize probes in the ORs (\$29,000); the **Vocera communication system** and new monitors for the cardiovascular operating rooms for the Heart Institute (\$27,000); **fitness equipment** such as treadmills and elliptical machines, and support items for heart patients in our cardiac rehab program (\$23,000); therapeutic **music at the bedside** for adult patients (\$6,000); and a variety of **patient and visitor comfort** enhancements suggested by team members through our patient experience grant program such as **blanket warmers**, shuttle services, TV's in treatment and waiting areas, and vein viewers for easier access during painful IV insertions (\$30,000).

St. Joseph's Children's Hospital:

Grants totaling \$350,000 were made to St. Joseph's Children's Hospital to provide furnishing and **modernization of patient care units** (\$100,000); a dedicated ultrasound machine for the **pediatric intensive care unit** (\$50,000); a video monitoring system in the newly renovated pediatric cardiac ICU for improved **visualization of patients** (\$40,000); **art and music therapy** (\$38,000); equipment such as a stretcher scale, blanket warmer, handheld vein viewer and Istat devices for the **new transport ambulance** (\$38,000); the final phase of building a theatre-like **Infusionarium** on the Hyundai Hope Unit (\$25,000); social work and patient **navigator services to support families** in the children's oncology center (\$21,000); school based education programs conducted in **elementary schools** in Hillsborough and Pasco counties (\$14,000); underwriting of the child life department and a variety of items to **support, distract and comfort children** while in the hospital or undergoing treatment, many suggested by team members through our patient experience grant program such as a **slushy machine**, lpads, toys and stuffed animals, **Casttoos tattoo decals for casts**, crafts and play room supplies, and child focused experiences including **trick or treating**, holiday and birthday parties, parades and a memory making Prom (\$25,000).

DONOR GIVING IMPACT - 2017

St. Joseph's Women's Hospital:

Grants totaling \$250,000 were made to St. Joseph's Women's Hospital to provide an additional **maternal fetal ultrasound** to provide services to the increasing number of expectant mothers (\$132,000); funding to build a **newborn resuscitation room** immediately adjacent to labor and delivery (\$75,000); a milk freezer for our breast milk donation program (\$7,000); and an information desk in the lobby, electronic signage and shuttle services to **help patients and visitors** get to their destinations more quickly (\$30,000).

St. Joseph's Hospital North:

Grants totaling \$205,000 were made to St. Joseph's Hospital North for a **3D Echocardiography** Unit used in the diagnosis, management, and follow-up of patients with any suspected or known heart conditions (\$133,000); the COOLIEF **non-surgical pain management** procedure that targets and treats nerves causing chronic joint or back pain (\$40,000); and a variety of **patient and visitor comfort** enhancements suggested by team members through our patient experience grant program such as blanket warmers, phone charging stations, and comfort carts (\$30,000).

St. Joseph's Hospital South:

Grants totaling \$40,000 were made to St. Joseph's Hospital South for several Accuvein vein viewers to help make IV insertions **less painful for children** (\$15,000); Monica **wireless fetal monitors** provide unrestricted monitoring of laboring patients, allowing them to move freely (\$11,000); bronze statues of St. Joseph's and St. Francis in keeping with heritage of our Founders, the **Franciscan Sisters of Allegany** (\$7,000); and a variety of **patient and visitor comfort** enhancements suggested by team members through our patient experience grant program such therapeutic toys, entertainment and distraction items for children in the ER and **comfort carts** for family and visitors unable to leave a patients room (\$7,000).