

SANFORD
HEALTH
FOUNDATION



2022
A YEAR OF *good*



Philanthropy (noun)

phi·lan·thro·py
Love of humanity; desire to do good for all

When this community comes together, you are truly a force for good.

In 2022, more than 15,000 supporters gave \$15 million through the Sanford Health Foundation, exceeding our goals and expectations. This outpouring of kindness in spendable, endowed and legacy gifts allowed us to not only put more than \$12.1 million to immediate work, but to confidently plan for a future of continued compassion, innovation and discovery.

I'm also pleased to share that the Foundation achieved the prestigious "High Performer" designation from the Association for Healthcare Philanthropy (AHP) in both the overall and health care system categories for 2022. This badge of honor validates our commitment to stewarding your dollars wisely and impactfully...a commitment I hope you'll see reflected in the pages to follow and in the countless lives we've changed together.

Thank you for entrusting us with your philanthropic hopes and priorities. We are grateful to work alongside partners like you for the good of patients, their families, our communities and all who count on Sanford Health for health, healing and comfort.

With gratitude,

Deb Koski

Deb Koski,
Chief Philanthropy Officer



\$15 Million*

TOTAL RAISED

15,025

TOTAL DONORS

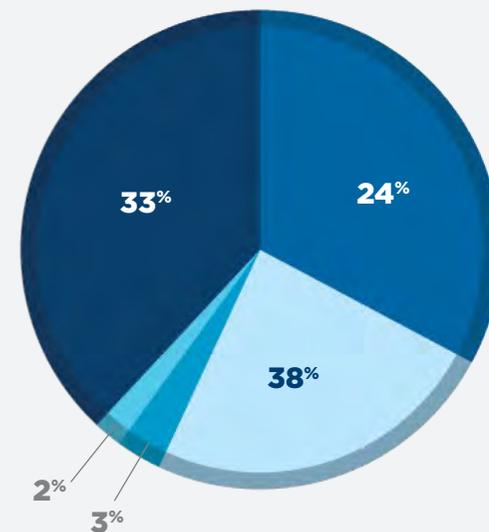
ACTIVE HONOR SOCIETY MEMBERS: **2,432**
Donors who've given more than \$10,000

ACTIVE LEGACY SOCIETY MEMBERS: **330**
Donors who've committed to a planned gift

SANFORD EMPLOYEES WHO GIVE: **33%**

\$12.1 Million**

TOTAL DISTRIBUTED



33% SANFORD CHILDREN'S

24% SANFORD CANCER

3% EDITH SANFORD BREAST INITIATIVE

2% EMPLOYEE CRISIS FUND

38% OTHER/GENERAL SUPPORT

- Behavioral health, staff education, research and other patient care priorities

* The fundraising total includes multi-year pledges, funds earmarked for future projects and endowed funds.

** Funds disbursed includes both spendable dollars raised and investment earnings. (The graphic above encompasses program support, excluding funds given by Denny Sanford.)

THE POWER OF ENDOWMENT



Each year, we're privileged to manage hundreds of endowment funds that carry the names, hopes and priorities of the visionary donors who created them.

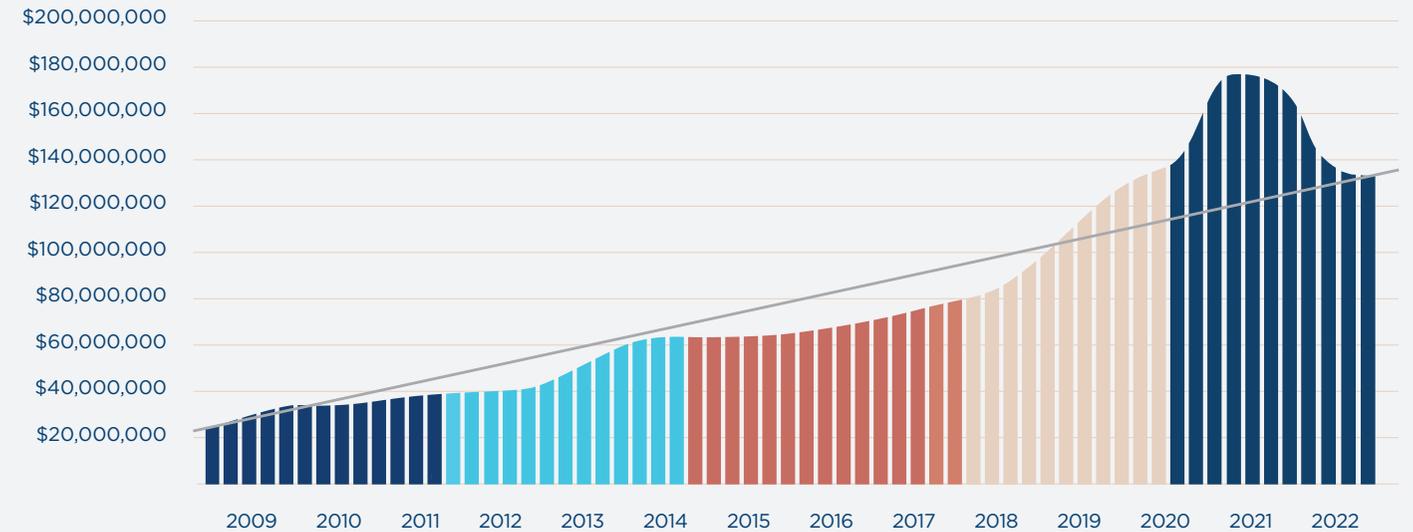
These permanent funds grow over time through investment, with earnings distributed annually to fuel health care priorities, for good.

- Total endowment funds: **1,131**
- Total held in endowment: **\$135.5 million**
- Average return on investment for endowed funds over five years: **5.29%**
- Distributed in 2022 to support health care priorities: **\$12.1 million**

DOING GOOD, FOREVER

Gifts made through a permanently endowed fund can significantly multiply in value—and impact—for generations to come.

ENDOWMENT GROWTH





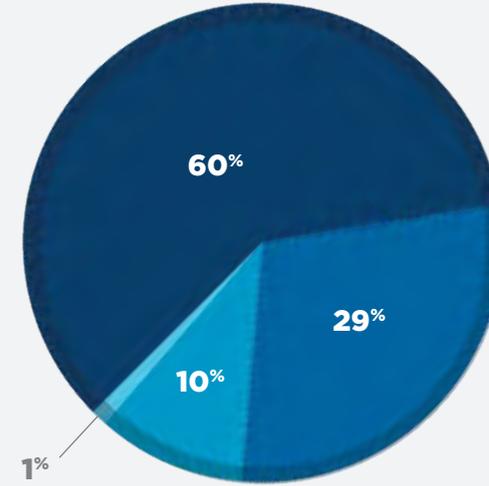
From the meaningful details that help kids feel like kids to major lifesaving equipment, 100% of every dollar you give is maximized to its fullest potential—to help all kids across our system of care reach theirs.

"I can't even fully describe the feeling you have when you know that you can walk in someplace and they provide the best care you can even imagine. It's care you can't describe."

*— Melissa Olivier
Mom to Lena, who spent 87 days in the NICU*



\$4.1 Million
PHILANTHROPIC SUPPORT



60% PATIENT CARE/FAMILY SUPPORT

- Services such as Child Life, social work, music therapy and more, that are never billed to patients; toys, games, books, art supplies and more to keep kids smiling; and more

29% EQUIPMENT/FACILITY IMPROVEMENTS

- Giraffe OmniBeds; pediatric smart beds; playgrounds and kid-sized furniture and more to make kids feel at home; NICVIEW digital camera systems that give families a window into the NICU from wherever they are; and more

10% COMMUNITY BENEFIT

- Family assistance with treatment-related costs not covered by insurance, such as meals, lodging, travel and more; workshops and resources that keep kids safe, including poison control, Child's Voice and Safe Kids Fargo/Moorhead; and more

1% STAFF EDUCATION

- Conferences, training and state-of-the-art simulation equipment to keep staff on the leading edge of pediatric care



CARE THAT COUNTS FOR A LIFETIME

Generosity for Sanford Children's also fuels lifesaving care for fragile infants in the NICU, along with comfort and assistance for their families. Gifts support lifesaving equipment, like Giraffe OmniBeds, which mimic a mother's womb to protect infants and help them thrive and grow; NICVIEW digital camera systems to keep families connected to their newborn; staff training; family assistance; and so much more.

SANFORD HEALTH FOUNDATION CANCER

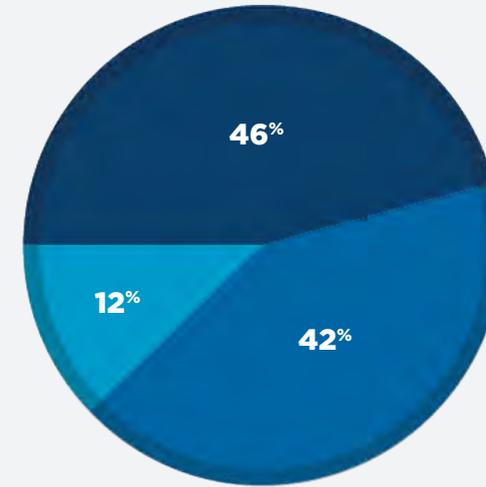


When a cancer diagnosis turns life upside down, your generosity helps surround patients and their families in comfort, hope and healing, close to home.

“Sanford, its staff and the integrative services quite literally saved my life. My son, Ivan, and I thank you for saving his mommy so I could be there for him. It’s a gift that I am grateful for every day.”

- Hannah Tanata
Sanford patient, cancer survivor

\$3 Million PHILANTHROPIC SUPPORT



46% EQUIPMENT/FACILITY IMPROVEMENTS

- Ultrasound unit; bone marrow transplant equipment; building projects and renovations; chemotherapy recliners; pediatric playroom; and more

42% PATIENT CARE/FAMILY SUPPORT

- Services like adult and pediatric nurse navigation, survivorship programming, healing arts and massage therapy that are never billed to patients; patient assistance with treatment-related costs not covered by insurance; complimentary wigs and head coverings for chemotherapy patients; and more

12% CANCER RESEARCH

- Equipment; staff education; clinical trial patient care costs, which are not covered by insurance; and more

CARE FOR BODY, MIND AND SPIRIT

Philanthropy helps complement expert cancer treatment with a wide range of evidence-based integrative health services, including healing arts, massage therapy and more, to care for the whole person. Patients never see a bill for services like these, thanks to you.

EDITH SANFORD BREAST INITIATIVE



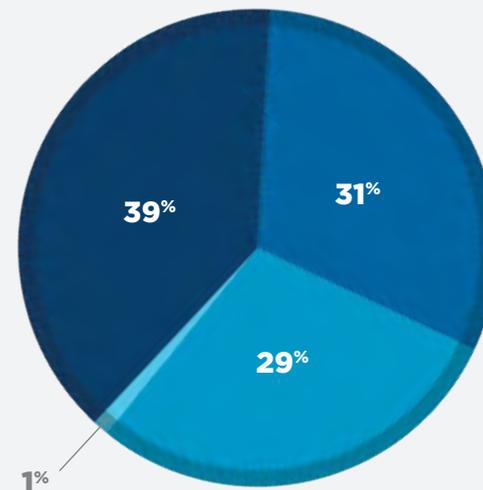
Together, we're helping improve access to lifesaving screenings, accelerate advances in research and giving meaningful strength and support to every patient facing breast cancer.

"I'm truly grateful for the entire team at Edith Sanford. It's very humbling... I didn't expect all the people who cared about me."

- Lisa Bunkers
Edith Sanford patient, breast cancer survivor



\$344,305
PHILANTHROPIC SUPPORT



39% BREAST CANCER RESEARCH

- ISPY-2 adaptive clinical trial to treat patients with advanced breast cancer; other clinical trial patient care costs not covered by insurance; and more

31% PATIENT CARE/FAMILY SUPPORT

- Financial assistance to cover the costs of MRIs and 3D mammography screenings for underinsured women; complimentary wigs and head coverings for patients; nurse navigation; and more

29% EQUIPMENT

- Ultrasound unit; 3D Quorum software, which is helping our radiology teams read images faster and more efficiently, leading to more accurate and timely diagnoses; and more

1% EDUCATION/SCHOLARSHIPS

- Conferences and staff training to keep staff on the leading edge of breast cancer care

SETTING THE STANDARD IN BREAST CARE

With philanthropic support, Edith Sanford leads and can offer patients access to dozens of national and international clinical trials for every aspect of breast health. Researchers and physicians across our system of care work together to continuously advance lifesaving insights from the lab to patients and back again.

BEHAVIORAL HEALTH SOLUTIONS



Over the past two years, our communities have answered the call to help meet rising behavioral health needs, giving more than \$4 million to fuel workforce, access and delivery solutions across our system of care.

Mental illness, substance abuse, suicide and other behavioral health challenges impact all of us, and together we can keep up the momentum highlighted here to bring help and hope to all in need.

KEY AREAS OF SUPPORT:

- Behavioral health crisis center construction (Bemidji)
- Behavioral Health Bridge, Traumatic Stress Treatment Center, biobehavioral research program and eating disorders care (Fargo)
- Behavioral health therapy at Child's Voice & pediatrics (Sioux Falls)
- Teen BeHEARD (Sioux Falls, Fargo, Bismarck)

\$4 Million
TOTAL RAISED 2021-2022

WORKFORCE

- Launching an internship consortium in 2023 to train the next generation of clinical psychologists
- Partnering with Augustana University (Sioux Falls) to train future Integrated Health Therapists for working in primary care settings
- Offering three to five clinical internships each semester in the Sanford Fargo student-led clinic to prepare local students for careers in behavioral health
- Sponsoring trainees in social work and professional counseling as they transition into Sanford employment
- Partnering with Iris Telehealth to hire four social workers and one psychiatrist to offer services through the Sanford Virtual Care Initiative

INNOVATIVE CARE DELIVERY

- Implementing Artificial Intelligence (AI) that draws patient data from electronic medical records to determine which patients are likely to have an adverse behavioral health outcome

TRAINING

- Offering BeHEARD (Behavioral Health Education, Awareness, and Response Development) training to Sanford employees to increase knowledge, skills and confidence to recognize and respond to a mental health emergency. More than 600 employees have taken the courses.
- Developing a BeHEARD training program for teens

ACCESS

- Opening a first-of-its-kind behavioral health crisis center and EmPATH unit in Bemidji
- Adding a full-time behavioral health therapist to the Sanford Child's Voice advocacy center (Sioux Falls)
- Integrating therapists into primary care clinics, including women's health and children's specialty (Sioux Falls), urgent care (Fargo), and oncology (Fargo, Bismarck, Bemidji)
- Embedding mental health clinicians in North Dakota schools

ENTERPRISE EMPLOYEE CRISIS FUND

For Sanford employees facing unexpected financial hardship due to extraordinary events like a house fire, natural disaster or a sudden, severe illness—the Employee Crisis Fund is a lifeline.

100% of every dollar helps provide direct financial assistance to employees who, at no fault of their own, are struggling to meet basic needs, like food and housing.

The fund has distributed nearly \$2 million in assistance since 2020.

2022 IMPACT

\$264,163

ASSISTANCE PROVIDED

148

EMPLOYEES HELPED

“The fact that we have the Employee Crisis Fund speaks volumes about the heart of our organization. Those of us who serve on the Employee Crisis Committee see the incredible hardships some of our employees face and, through the generosity of donations, we are privileged to make a tangible difference when it counts most.”

- Deb Langstraat
Employee Crisis Committee

This committee, composed of Sanford employees from all regions, reviews applications for assistance. They know the stories but never see the names of applicants.

EMPLOYEE GIVING

At Sanford Health, giving back is part of our culture and how we advance the vital work of health and healing that matters so much to all of us. In 2022, 33% of all employees gave through the Foundation.



TOTAL EMPLOYEE DONORS: 10,178

- Employees can support any cause close to their heart through payroll deduction or one-time gifts. Donations of PTO can also be made to support the Employee Crisis Fund.

EMPLOYEE PARTICIPATION

- Directors: 73%
- Executives: 89%
- Foundation staff: 100%
- Physicians: 48%

“Giving is the most beautiful thing you can do to help others.”

-Sanford employee

BEMIDJI



\$1.6 Million

TOTAL RAISED

849 TOTAL DONORS

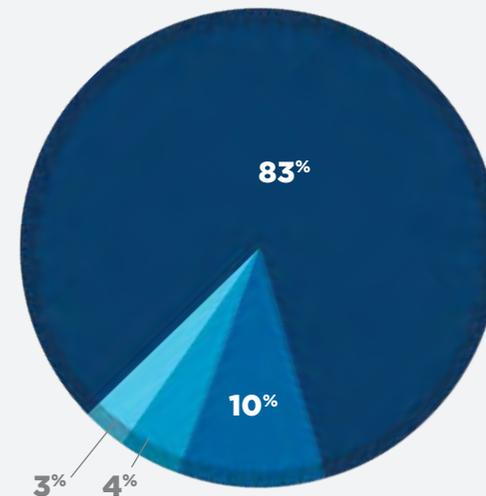
“For someone who is experiencing a mental or substance use crisis, an ER can be overwhelming. The EmPATH unit will provide an environment that is optimal to de-escalate a patient’s crisis and help get them the tailored care they need right away.”

- Ashlea McMartin

*Director of behavioral health
at Sanford Bemidji*

\$1.5 Million

PHILANTHROPIC SUPPORT



83% FACILITIES

- Cancer center building; physical therapy playground

10% EQUIPMENT

- Behavioral health transport van and cell phone signal booster; surgical table for orthopedic procedures; four massage chairs for employee relaxation rooms; heart patient recliner, blood pressure monitors for rehab patients; ICU technology; and more

4% PATIENT CARE/FAMILY SUPPORT

- 3D mammography screenings for underinsured women; PETAL program support and materials to help parents grieving the loss of an infant child; long-term care priorities

3% STAFF EDUCATION/SUPPORT

- 13 \$2,000 Mimi Diffley Memorial Employee Scholarships to help employees further their health care careers; Employee Crisis Fund assistance

BREAKING GROUND IN BEHAVIORAL HEALTH

Meeting an increasingly urgent need for inpatient and emergency psychiatric care, Sanford Bemidji broke ground on the region’s first behavioral health crisis center in 2022. The center includes Minnesota’s only EmPATH (Emergency Psychiatric Assessment, Treatment and Healing) unit for adolescents and adults, and represents an important piece of Bemidji’s growing continuum of behavioral health services. Donors like you helped make it possible and remain critical in caring for the behavioral health of our neighbors.

BISMARCK



\$3.1 Million

TOTAL RAISED

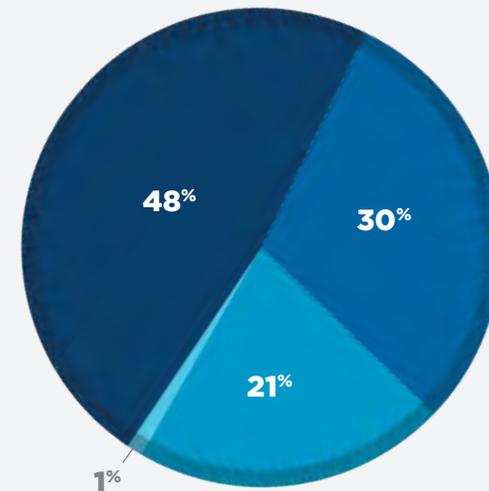
3,436 TOTAL DONORS

“Child Life care was so phenomenal with all of their innovative ways to make an unideal situation a little more bearable. From the fairy princess costumes to all of the other activities that distracted our little Laurel from all of her fears.”

*– Tom and Jenn Ehrhardt
Parents of Laurel, a patient
at Sanford Children’s Bismarck*

\$1.4 Million

PHILANTHROPIC SUPPORT



48% PATIENT CARE/FAMILY SUPPORT

- Services like nurse navigation and Child Life that are never billed to patients; patient assistance to help with treatment-related travel, lodging and other medical costs not covered by insurance; behavioral health services; hospice services; and more

30% EQUIPMENT

- Electric lift chairs for the infusion center; five home dialysis systems; Mamava lactation pods for nursing moms; infant vision screening devices for Waterford City and Dickinson clinics; Biliblankets to treat infants with jaundice; fetal echocardiogram probe to check the hearts of developing babies; and more

21% EDUCATION/STAFF SUPPORT

- NDSU School of Nursing at Sanford scholarships to support workforce development; Super Tory newborn simulator for advanced neonatal staff training; radiology scholarships; Employee Crisis Fund assistance; and more

1% RESEARCH

- Research study expenses and conference opportunities

A PRESCRIPTION FOR PLAY

Thanks to community generosity, Sanford Children’s in Bismarck proudly offers the region’s only Child Life program.

Trained in therapeutic play, recreation and educational techniques, Child Life Specialists partner with the entire family, including siblings, to create a positive and supportive experience for patients throughout treatment. Their priceless services are offered at no cost to families, thanks to donors like you!

FARGO



\$4 Million

TOTAL RAISED

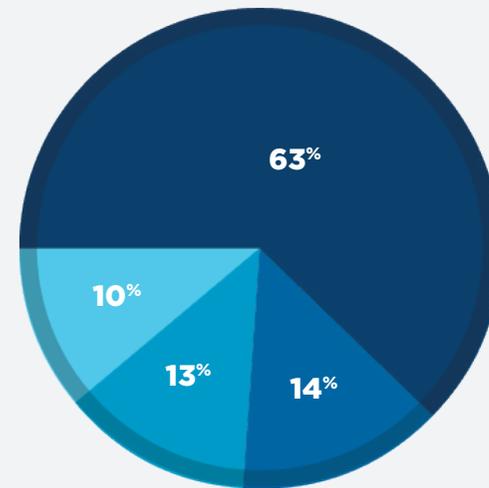
4,883 TOTAL DONORS

“Donor dollars have made a big difference in providing the staff and care that made me feel more human...like I was a person and not just a number.”

- Kathy Score

One of the first patients to receive a bone marrow transplant at Sanford’s Roger Maris Cancer Center

\$4 Million
PHILANTHROPIC SUPPORT



63% PATIENT CARE/FAMILY SUPPORT

- Services like Child Life and nurse navigation that are never billed to patients; financial assistance for treatment-related costs not covered by insurance; Safe Kids Fargo/Moorhead, which offers car seat checks, workshops and other resources to keep kids safe; and more

14% STAFF EDUCATION/SUPPORT

- Continuing professional education; scholarships, Veteran Professional Development Grants; Employee Crisis Fund assistance; and more

13% EQUIPMENT/FACILITY IMPROVEMENTS

- Bone marrow transplant equipment; mobile testing system for cardiac rehabilitation; NICU NICVIEW 2.0 cameras; new heart pump for NICU flight team; and more

10% RESEARCH

- Research in cancer, Parkinson’s disease, infectious disease, trauma care and more

A DESTINATION FOR HOPE AND HEALING

In its first full year of operation, the new blood and bone marrow transplant center at Sanford Roger Maris Cancer Center performed nearly 30 transplants and continues to expand treatment options for patients, close to home.

- **October 2021:** First autologous transplant (using the patient’s own cells)
- **December 2022:** First allogeneic transplant (using a donor’s cells)
- **Early 2023:** Begin CAR T cell immunotherapy

Generosity for our Reimagine campaign—now more than 60% toward its \$15 million goal—helped make the transplant program possible and continues to fuel cutting-edge research, staff education and critical services for patients.

SIoux FALLS



“On behalf of Harper—and all the children and families here at Sanford Children’s facing unimaginable battles—thank you for caring. We are strong, but we are unstoppable with you by our side.”

– Sarah Skajewski

Mom of 10-year-old Harper, who just conquered cancer for the second time at Sanford Children’s

\$6.2 Million

TOTAL RAISED

5,967 TOTAL DONORS

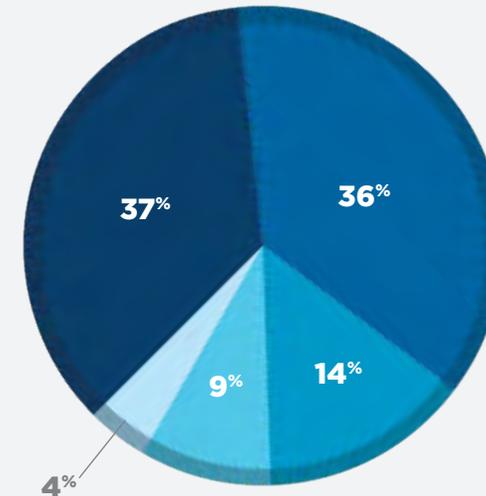
A CASTLE RULED BY KIDS, FUELED BY YOU

Since 2020, our community has given more than \$7 million to care for children and families at the Sanford Children’s Castle of Care and the Boekelheide NICU. This total includes:

- Gifts to the completed Sweet Dreams campaign, which supported Giraffe OmniBeds, a NICVIEW camera system and other NICU priorities
- A lead gift to construct a front-lawn pavilion at Sanford Children’s
- A major gift to create Truman’s Closet, a new costume closet at Sanford Children’s
- Ongoing generosity for non-billable services like Child Life, Child’s Voice, children’s camps and more

\$5.2 Million

PHILANTHROPIC SUPPORT



37% PATIENT CARE/FAMILY SUPPORT

- Services such as Child Life, nurse navigation and social work that are never billed to patients; financial assistance with medication expenses and everyday wellness essentials; and more

36% EQUIPMENT/FACILITY IMPROVEMENTS

- 19 NICU Giraffe OmniBeds; NICU NICVIEW camera system; 12 pediatric smart beds; 3D Quorum software for breast imaging; ultrasound machines; audiology lab booth; and more

14% COMMUNITY BENEFIT

- Child’s Voice, a nationally accredited Child Advocacy Center dedicated to responding to, treating and ultimately preventing child abuse; summer camps for kids with chronic health conditions; financial assistance to families at Sanford Children’s to help with costs not covered by insurance; and more

9% STAFF EDUCATION/SUPPORT

- Employee of the Year awards; Employee Crisis Fund assistance; conference travel and registration fees; books and educational supplies; and more

4% RESEARCH & INNOVATION

- Research to advance innovation in orthopedics and sports medicine, as well as treatments for breast cancer, type 1 diabetes, pediatric cancer and more

PLAN TODAY. GIVE TOMORROW.

We invite you to join the Legacy Society, a community of donors who are making Sanford Health a part of their lasting legacy. Through a future commitment—such as in your will or estate plan—you can fuel the work of health, healing and comfort in your community, for good.

Contact us or discover free resources at sanford.giftlegacy.com



THANK YOU FOR THE GOOD YOU GIVE.

100% of every gift changes lives through the work of health, healing and comfort.