




# HEART & HOME BUILDING CAMPAIGN

HOSPICE QUINTE CARE CENTRE

CASE FOR SUPPORT



*“Hospice is a philosophy of care that values life from the moment it begins to the moment it ends.”*

**DAME CICELY SAUNDERS**

Founder of the modern hospice movement.

**OUR MISSION**

To provide hospice palliative care and bereavement support services for the Quinte Region.

**OUR VISION**

To integrate hospice palliative care into the Quinte Region.

## A SPECIAL KIND OF CARE

Hospice palliative care is a special kind of health care for those who are in the advanced stages of a life-limiting illness, where the goal is to provide comfort and dignity, and the best quality of life for them and their family.

For over 10 years, Hospice Quinte has been planning to expand our services and address the need for a community-based Hospice Quinte Care Centre within our service area where we can provide this unique level of care. The need is now urgent and the time is right.

We are excited to announce the Ministry of Health and Long-Term Care has approved us moving forward with a 6-bed Hospice Quinte Care Centre, and has committed ongoing operational funding. Our municipalities have also recognized the need for such a facility, with the City of Quinte West generously donating the property for the new Care Centre, along with \$1M for construction. The City of Belleville has also donated \$1M, as well as Tyendinaga Township donating \$75,000. This foundational support has allowed us to now move forward with this long-awaited project which will provide our community with a much-needed option for palliative care services, close to home.

To bring this vision to reality, we have launched our \$9.5M *Heart & Home Building Campaign* to support the construction of the new Hospice Quinte Care Centre. As we move into a very exciting time in our history, we are confident that with the community's support, we will reach our destination, together.

With thanks,



JENNIFER MAY-ANDERSON  
Executive Director



BILL MACKAY  
Board President



JENNIFER  
MAY-ANDERSON



BILL  
MACKAY

“Our government is increasing access to hospice beds across the province by providing appropriate and end-of-life care for those who need it. This investment is helping to alleviate the pressures on our health care system by ensuring more hospital beds remain available for those in need of acute care. Our government is committed to ending hallway healthcare.”

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TODD SMITH  
MPP Bay of Quinte & Minister of Economic Development,  
Job Creation & Trade

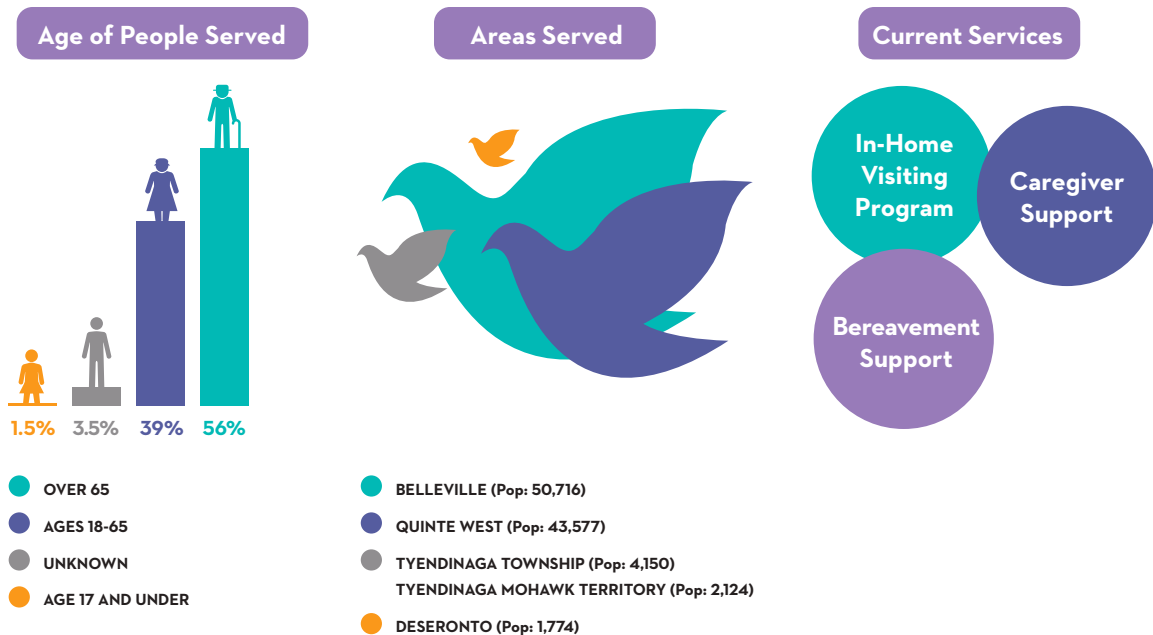


## CARING FOR CHANGING LIVES

Since 1985, Hospice Quinte has provided compassionate care through our volunteer-based home visiting service, helping individuals facing life-limiting illness to live with comfort, meaning and dignity.

Hospice Quinte's bereavement programs support those who have suffered the loss of a loved one helping them to understand the grief experience, handle the difficult emotions of grief, manage the stress of change, prepare for special occasions and find meaning after the loss. With compassionate and helpful care, grieving persons can find enrichment by the experience of a bereavement support group. Support groups are also offered to those who are caregivers to someone with a terminal illness.

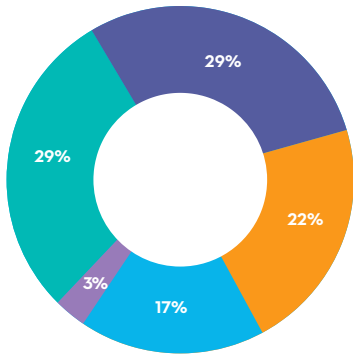
For every palliative care client served at home or in a community-based hospice, five family members are also supported. In Ontario, this would translate to over 130,000 caregivers supported by hospices each year (Hospice Palliative Care Ontario - HPCO).



## SOURCES OF *FUNDING* – 2018 - 2019

The success of community-based hospice is very much reliant on local support for capital and approximately 40% of operating funding. The balance of Hospice Quinte's funding is provided through the South East Local Health Integrated Network (LHIN). The engagement of the local community is important to the ongoing viability of hospice services (HPCO).

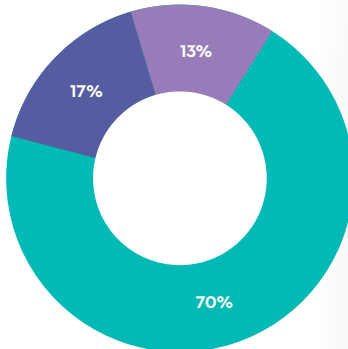
### Revenue



TOTAL REVENUE: \$568,484

- GOVERNMENT FUNDING
- FUNDRAISING
- OTHER
- DONATIONS & MEMBERSHIP FEES
- INTEREST

### Expenses



TOTAL EXPENSES: \$541,242

- PROGRAMS & SERVICES
- PROGRAM SUPPORT COSTS
- FUND DEVELOPMENT



**350** served in homes,  
hospital and  
long-term care

FAST FACT





## THE *NEED* TO DO MORE

### Addressing the Need

The demand for hospice palliative care in Canada is steadily increasing and will soon create a significant concern. According to Statistics Canada, seniors make up the fastest growing age group, and the senior population in the Quinte area is above the provincial average.

Currently, there are no community-based hospice beds in our service area therefore, those who would prefer to die in a hospice have to travel to Picton or Madoc. Statistics show us that:

- 70-80% of Canadians would prefer to die at home, but the reality is that 67% of Canadians died in hospital (Statistics Canada, 2007).
- The cost of care in a hospital palliative care bed is approximately \$850-\$1100 daily and increases in the last month of a patient's life. The cost of a hospice palliative bed is estimated to be \$460 daily (HPCO).
- Only 3% of Canadians die suddenly. That means 97% of us will know that we are dying before our death, allowing us to plan for care, such as hospice, to live well to the end of life - in comfort, with meaning and with support for our caregivers (HPCO).
- A recent report on Palliative Care indicated that 87% of Canadians required palliative care, but only 15% actually received it (Canadian Institute for Health Information).



“ Access to a continuum of health services is of utmost importance to Quinte Health Care (QHC). There is currently a gap in services in our community for individuals who do not require acute care, or who choose not to die in hospital but cannot be cared for at home. Another option is required to fill this gap - a community-based palliative care centre. Hospice Quinte's plans to build a Hospice Care Centre is paramount to providing our region with this much needed option. QHC is supportive of Hospice Quinte's vision to build this important facility and we welcome HQ as a vital partner in caring for our community. ”

MARY CLARE EGBERTS  
President & CEO, Quinte Health Care

## HOSPICE QUINTE CARE CENTRE

### Walking the Journey Together

Hospice Quinte is committed to providing our region with a valuable community benefit – a place that will meet the unique needs of each individual, with care, comfort and compassion at the centre. An alternate place to go when hospital or home care are no longer an option.

When a cure is no longer possible, the Hospice Quinte Care Centre will journey alongside clients, families and caregivers, during the transition of the illness to death and through bereavement.

A highly skilled multi-disciplinary team of physicians and allied health care providers will focus on pain management and providing the greatest quality of life possible. Extensively trained volunteers will work collaboratively with the team to ensure the emotional, cultural, spiritual, practical and functional needs of each client and their family are met.



The Hospice Quinte Care Centre will enable us to build upon our well-recognized bereavement programs and introduce new services to meet the varied and continued needs of families and caregivers.


“ I have been acutely aware that most patients do not want to die in hospital, and although many want to die at home, it is not always a possibility. It was a welcome relief to have the government agree to provide funding for 6 new hospice beds to be placed in the Quinte region. A hospice allows families to be families again, with the ability to be very involved in care, or very minimally. ”

DR. JENNIFER WEBSTER, MD, CCFP, FCFP  
Webster Health, Belleville



## A PLACE LIKE *HOME*

The Hospice Quinte Care Centre will be a safe, comfortable, quiet and welcoming place that feels as close to home as possible. Professional care will be provided 24 hours a day, 7 days a week, and at no cost to the family.



The new 6-bed facility will be conveniently located between Belleville and Quinte West, on a 3-acre property generously donated by the City of Quinte West.

The 10,947 square foot building will be strategically positioned to maximize the greenspace that will enhance the peaceful and home-like environment. The Centre's design will accommodate a future expansion to 10 beds.



## A Place for Residents & Families

- Six bedrooms each with their own private outdoor patio and washroom
- Accommodation for guest overnight stay in each bedroom
- Light-filled spaces that are calming, welcoming and accessible
- Quiet/spiritual area
- Bright open concept kitchen and dining room
- Family rooms for private visits
- Sun rooms, lounges and gathering spaces
- Peaceful outdoor greenspace and garden

## A Place for Expanded Programming & Staff

- Support program space
- Visiting hospice program space
- Spiritual care space
- Complimentary therapy space
- Community program space
- Nursing station and medical services area
- Volunteer space
- Administrative offices





## PROGRESS TO DATE

A great deal has been accomplished over the past year, and the project is gathering momentum:

- MAY 2018 Project Manager engaged
- JUL 2018 Architect engaged
- AUG 2018 Building Committee underway
- AUG 2018 Tours of other Ontario hospice centres  
World Café Visioning Workshop – 30 attendees
- SEP 2018 Campaign Community Assessment conducted
- SEP 2018 Environmental & geotechnical studies undertaken
- NOV 2018 Final schematic design drawings approved
- DEC 2018 MOHLTC announces capital funding for 6-bed hospice for Hospice Quinte
- JAN 2019 \$9.5M *Heart & Home Building Campaign* launched
- JUN 2019 Transfer of deed for land from City of Quinte West to Hospice Quinte
- JUN 2020 Proposed start of construction
- MAY 2021 Projected opening of Hospice Quinte Care Centre

**128** active  
volunteers

FAST FACT

**9,544**  
volunteer hours  
(savings of \$190,880)

FAST FACT



“ Hospice volunteers are well trained and most importantly, they are kind, caring and devoted. I know this because I have been a Hospice volunteer for many years. I’ve seen firsthand the quiet, respectful care provided to clients and families, with the dignity and compassion they deserve. We serve, respect, trust, and share - as we laugh and cry together. It has been an enriching experience to be a part of Hospice Quinte and I am happy to be a continuing volunteer and donor. ”

JULIE LANGE  
Hospice Quinte Volunteer

## HEART & HOME BUILDING CAMPAIGN

The project costs for the new Hospice Quinte Care Centre are estimated at \$9.5M therefore, we are undertaking a significant fundraising initiative in support of this critical building project for our community.

### Estimated Project Budget

Budget Line	Projected Cost	% of Goal
Construction	\$5,450,445	57%
Furniture, Fixtures & Equipment	\$425,000	4%
Growth & Permanence Fund	\$1,665,711	18%
Contingency	\$543,000	6%
Professional Fees & Campaign Costs	\$1,415,844	15%
<b>Total Campaign</b>	<b>\$9,500,000</b>	<b>100%</b>

### Growth & Permanence Fund

The total annual operating budget for the Hospice Quinte Care Centre is projected to be \$1,316,992. The MOHLTC will fund only \$785,482 per year. This highlights a gap in cost versus what is funded. Experience of more than 25 hospices in the province indicate that increased revenue from donations and bequests will fill the funding gap in 3-5 years. To accommodate this gap and to ensure our operational sustainability while the capital campaign runs, a Growth and Permanence Fund of \$1,665,711 has been included in the overall \$9.5M goal. Hospice Quinte will build a diverse fundraising program to ensure the long-term sustainability of the Hospice Quinte Care Centre.



**133**  
bereavement  
sessions held

FAST FACT



**591** supported  
through group  
bereavement sessions

FAST FACT

## EVERY GIFT MATTERS

### Message from the Campaign Co-Chairs

We have joined the *Heart & Home Building Campaign* because we believe strongly in this project.

We will all experience the loss of a loved one, a friend or a colleague at some point during our lives, and we want to ensure the Hospice Quinte Care Centre will be there for you and your loved ones during this fearful and difficult time.

A \$9.5M campaign is a monumental task and it will require the support of everyone to ensure our building campaign is a success.

The *Heart & Home Building Campaign* has already garnered encouraging early support, including the generous donation of property and \$1M by the City of Quinte West, \$1M by the City of Belleville and \$75,000 by Tyendinaga Township, as well as \$1.2M in funding from the MOHLTC. This has provided a solid foundation from which to launch the campaign and a true testament to the importance of this much needed facility for our community - the only one in our region with the level of services it will provide.

As our community joins together, we will ensure the new Hospice Quinte Care Centre becomes a reality for those needing safe refuge from the difficult journey of life-limiting illness, death and grief.

Please consider how the Hospice Quinte Care Centre might impact you and your family, and the level of investment you will commit to the future of palliative care for our community.

Thank you.



ROSS MCDOUGALL  
Co-Chair



JOHN WILLIAMS  
Co-Chair



Ross McDougall



John Williams

“The quality of care provided to people at the end of their life is one of the key indicators of the values of a community.”

DR. WILL CAIRNS

Clinical Lead, Queensland's Statewide  
Strategy for Care at the End of Life

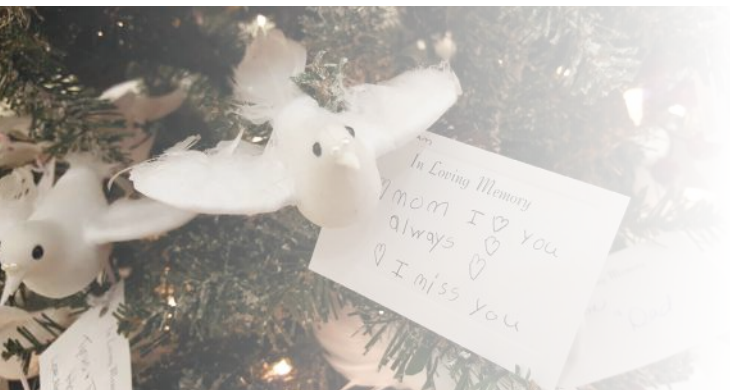
## Gift Chart

Please consider which level on the gift chart best represents your commitment to the new Hospice Quinte Care Centre. All gifts may be pledged over a 3-5 year period.

Total Gift over 3 Years	Tax Credit Based on 40%	Actual Cost of Total Gift
\$750,000	\$300,000	\$450,000
\$500,000	\$200,000	\$300,000
\$250,000	\$100,000	\$150,000
\$200,000	\$80,000	\$120,000
\$150,000	\$60,000	\$90,000
\$125,000	\$50,000	\$75,000
\$100,000	\$40,000	\$60,000
\$75,000	\$30,000	\$45,000
\$50,000	\$20,000	\$30,000
\$25,000	\$10,000	\$15,000
\$15,000	\$6,000	\$9,000
\$10,000	\$4,000	\$6,000
\$7,500	\$3,000	\$4,500
\$5,000	\$2,000	\$3,000
\$2,500	\$1,000	\$1,500

Canada Revenue Agency provides tax credits against your donation which can considerably reduce the final 'cost' of your charitable gift. The chart provides examples based on a 40% Ontario tax credit, however when considering any kind of gift, it is important to seek professional financial counsel.

Other giving vehicles are available such as gifts of stocks or securities that provide increased tax benefits.



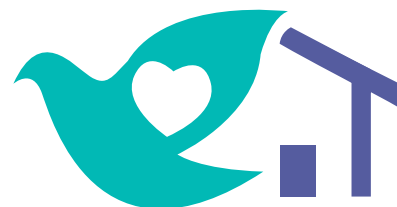
5 full-time  
staff

FAST FACT



*“The loss of a loved one is one of the most difficult times in any person’s life. Hospice gave my family the opportunity to relieve the everyday stresses of the unknowns in our journey to the end of my Mom’s life. Hospice treated our family with dignity and respect, issued appropriate care, kept our family up to date with her health and what we should expect next. They granted our family the opportunity to peacefully spend the last few days of my Mom’s life together in a very serene atmosphere. The staff and volunteers unselfishly offered their assistance with any of our requests and answered any questions that we had 24 hours a day. They turned an overwhelming situation into a wonderful experience from the time we entered hospice right up to her last breath. Unfortunately, my family had to travel out of town for my Mom to receive hospice care, which added an additional burden at a very trying time in our life. We greatly need a hospice in Quinte so families have access to the same level of exceptional care, close to home.”*

RICHARD ANDERSON & FAMILY







# HEART & HOME BUILDING CAMPAIGN

HOSPICE QUINTE CARE CENTRE

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