REPORT FROM THE CHAIR AND PRESIDENT & CEO

It has been such an amazing year of growth at the Heart Institute, and it was all accomplished while maintaining and providing the best possible care for our patients. Without question, the biggest news of the year has been the opening of the new Critical Care Tower! We simply cannot thank you enough for making this possible, but we have so much more about which to be proud.

Cardiac patients in our community are already benefitting from the state-of-art facility you helped to build. We are now looking ahead to completing the purchase of thousands of pieces of specialized life-saving equipment and to patient experience enhancing renovations already underway to the existing building.

This Annual Report to our donors is an opportunity to share the impact your kindness has had on our patients and their families, along with showcasing the exceptional cardiac care, research, and educational initiatives that your generous gifts to the Heart Institute Foundation have supported this year.

These include:

• Our new 145,000 square foot Critical Care Tower which opened April 2, 2018 increasing our capacity by up to 17%, and includes new operating rooms, nine catheterization/electrophysiology labs, and a sunlight filled intensive care unit.

• Supporting tomorrow’s treatments through today’s research with funding initiatives through research teams lead by Ottawa Region for Advanced Cardiovascular Research Excellence (ORACLE) investigations.

• Purchasing and installing thousands of pieces of specialized life-saving equipment that cannot be bought with government health care funding. Equipment, like the da Vinci® Surgical Robot is already in place as we continue to raise money to complete the purchase.

• Renovations to the original Heart Institute building currently underway with an expected completion date of fall 2019 will see the installation of escalators, a new integrated registration process, and centralized imaging. With the addition of escalators and a central registration area, the experience for patients and families will be significantly enhanced by better access and navigation tools.

All of this is happening because of YOU and your continuing support — We thank you from the bottom of our hearts!
TOGETHER, THIS IS WHAT WE DO

The University of Ottawa Heart Institute Foundation is the bridge between the generous donors of this community and the exceptional work being done at the University of Ottawa Heart Institute. We create opportunities for fundraising and philanthropic support, engage with volunteers throughout the community, and celebrate the accomplishments and advancements made by the Heart Institute’s clinical, research, support staff, and volunteers. The Foundation plays a vital role in ensuring that the many critical components of world-class cardiovascular care are available to patients in our community and across the country.

The charitable donations received by the Foundation are used for equipment purchases, building improvements, programs, research, and prevention and wellness education. Without the outstanding support of donors, the Ottawa Heart Institute would not be able to purchase specialized, life-saving equipment, support research objectives and attract additional funds for researchers to advance our ability to unlock groundbreaking discoveries. These initiatives are dependent on donations and not government healthcare funding.

This generous community, through a variety of fundraising activities, is ensuring that an exceptional team of health care professionals advance cardiovascular care, saving lives today, and improving the lives of everyone living with heart disease, now and into the future.

Fundraising, communications and volunteer opportunities supported by the Foundation include:

- Online, in person, and by mail donations
- Mobile giving (text to donate)
- Foundation-hosted events such as the Fuller Keon Golf Tournament, Jeanne Fuller Red Dress Charity Golf Classic, Capital Oktoberfest, and February is Heart Month
- Third party events generously hosted by volunteers and supporters
- Corporate philanthropic support
- Legacy Giving (with a gift for the Heart Institute in your will)
- Foundation Connections newsletter, media engagement, patient story sharing
- And more

The centerpiece of the Critical Care Tower is the Hybrid Operating Room, combining the imaging capability of a cardiac Cath Lab with a state-of-the-art operating room allowing cardiac surgeons, interventional cardiologists and electrophysiologists to work side by side.
YOUR IMPACT, BY THE NUMBERS

239,273 PATIENT VISITS

$250,000 INVESTED IN PATIENT CARE AND EDUCATION PROGRAMS THROUGH THE PATIENT ALUMNI ASSOCIATION

$527,000 COMMUNITY DONATIONS DURING HEART MONTH

1,657 COMPLEX CARDIAC SURGICAL INTERVENTIONS

11,932 NON-SURGICAL INTERVENTIONS

$250,000 INVESTED IN PATIENT CARE AND EDUCATION PROGRAMS THROUGH THE PATIENT ALUMNI ASSOCIATION

45 LEGACY GIFTS

56,069 DIAGNOSTIC TESTS

298 ACTIVE CLINICAL RESEARCH STUDIES

293 HEART OF GOLD DONATIONS

75 COMMUNITY EVENTS

16,400+ THANK YOU CALLS AND EMAILS

62 RESEARCH GROUP LEADERS INCLUDING THE RECRUITMENT OF 4 NEW SCIENTISTS WORKING IN AREAS SUCH AS HEART FAILURE, DIABETES, BRAIN AND HEART LINKAGE, & PATIENT OUTCOMES RESEARCH
New Building/Equipment/Renovations

Investment  The Foundation made an $23.3M contribution to the expansion in 2017/2018

Priority  The new Critical Care Tower is open and the staff is excited to work in this amazing space knowing that they now have greater capacity to deliver the best care and treatment possible for their patients.

Fundraising continues as we are in the process of installing thousands of pieces of specialized life-saving equipment that cannot be purchased with public health care funding. Some of this equipment, like the da Vinci® Surgical Robot is already in place as we continue to raise money to complete the purchase.

In addition to installing equipment, the Heart Institute is still a busy construction site as renovations get underway to the existing building which will be completed by the fall of 2019. With the addition of escalators and a central registration area, the experience for patients and families will be significantly enhanced with better access and navigation tools.

Research

Investment  $3,094,430

Priority  This year the research teams at the University of Ottawa Heart Institute widely consulted with clinicians, patients, and regional partners, and examined the global trends in cardiovascular sciences to develop the 2018-2024 Ottawa Region for Advanced Cardiovascular Research Excellence (ORACLE) strategic plan. Led by Dr. Peter Liu (Chief Scientific Officer and VP Research) and Dr. Thierry Mesana (CEO and President), the strategy will be instrumental in solving major health problems in cardiovascular disease prevention and treatment.

In 2017-18, donations to the Foundation supported six projects addressing important research questions. The funds were awarded, through a process that followed best practices for the review of research grants, which included
involving patients in the review. Meanwhile, previous years’ donor funding to research projects were multiplied eight times with $4.2 Million awarded in national grants to support the next stage of projects that were initially funded by donations.

Also supported by donations to the Foundation, the Heart Institute’s Endowed Fellowships and Awards serve as tools for recruiting the best and brightest trainees from all corners of the globe. Seven endowed fellowships were awarded through a highly competitive review process in 2017-18.

**Canadian Women’s Heart Health Centre**

**Investment**  $716,867

**Priority**

While heart disease is the leading cause of death in both men and women worldwide, heart attacks are more likely to be fatal for women. Every year in Ontario, heart disease kills about 20,000 women and costs the healthcare system $2.8 billion. But public and professional awareness of women’s coronary risk is low and women are under-diagnosed and undertreated. In addition to low awareness, we still have too little knowledge about heart disease in women as research has been largely based on male patients.

Through programs and research funded in part by generous community support of the Heart Institute Foundation, the Canadian Women’s Heart Health Centre (CWHHC) will work to build awareness and fill knowledge gaps to keep women healthier through better screening, care, and behavior change.

CWHCC Initiatives, funding in part by the Foundation, include:

- CardioPrevent
- Women@Heart
- Virtual Care
- IMPROVE Postpartum

**Alumni Association**

**Investment**  $250,000

**Priority**

The University of Ottawa Heart Institute Foundation is pleased to work alongside the Ottawa Heart Institute Patient Alumni in their mission to provide opportunities to engage current and former patients to stay involved with the Heart Institute. The Alumni is dedicated to sharing information about the Heart Institute, cardiovascular medicine, heart disease, and healthy living.

Through funding provided by donations to the Foundation, the Alumni offers a lecture series, awards, a newsletter, online community, and supports on-site programs for current patients such as:

- Telehome Monitoring
- Cough Pillows (for post-surgery patients)
- Meds Bags (to track and organize medication)
- Rise Up (post-surgery bra to reduce stress on incision point)
- Women @ Heart Bedside Pilot program

All patients, upon discharge, automatically become members of the Patient Alumni.

### SCORECARD 2018 VS 2017

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<thead>
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<th>2017-18</th>
<th>2016-17</th>
<th>2017-18</th>
<th>2016-17</th>
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<td><strong>Total number of donors</strong></td>
<td>15,041</td>
<td>14,384</td>
<td>4,234</td>
<td>3,906</td>
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<td><strong>Total number of online donations</strong></td>
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<td><strong>Total number of donation transactions</strong></td>
<td>36,275</td>
<td>33,446</td>
<td>3,906</td>
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**FINANCIAL INFORMATION**

Detailed, audited financial statements will be available online at [http://foundation.ottawaheart.ca](http://foundation.ottawaheart.ca) after June 30, 2018.

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<thead>
<tr>
<th>ASSETS</th>
<th>YEAR ENDED MARCH 31, 2018</th>
<th>YEAR ENDED MARCH 31, 2017</th>
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<tr>
<td>Cash</td>
<td>$13,860,667</td>
<td>$2,021,621</td>
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<td>Accounts Receivable</td>
<td>$324,568</td>
<td>$177,221</td>
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<td>Prepaid Expenses</td>
<td>$44,875</td>
<td>$10,229</td>
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<td>Investments</td>
<td>$73,176,157</td>
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<th>LIABILITIES</th>
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<tr>
<td>Liabilities</td>
<td>$5,353,798</td>
<td>$276,534</td>
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<td>Deferred Revenue</td>
<td>$69,548</td>
<td>$83,649</td>
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<th>FUND BALANCES</th>
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<tr>
<td>General Fund</td>
<td>$1,000,000</td>
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<td>Restricted Fund</td>
<td>$28,929,434</td>
<td>$40,595,225</td>
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<td>Endowment Fund</td>
<td>$45,267,774</td>
<td>$48,332,237</td>
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**SUMMARY OF OPERATIONS**

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<tr>
<th>REVENUE</th>
<th>YEAR ENDED MARCH 31, 2018</th>
<th>YEAR ENDED MARCH 31, 2017</th>
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<tbody>
<tr>
<td>Donations</td>
<td>$12,717,136</td>
<td>$14,148,180</td>
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<td>Investment Income</td>
<td>$3,419,624</td>
<td>$7,621,977</td>
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<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$16,136,760</strong></td>
<td><strong>$21,770,257</strong></td>
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<table>
<thead>
<tr>
<th>EXPENSES</th>
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<tbody>
<tr>
<td>Administration &amp; Fundraising</td>
<td>$3,056,067</td>
<td>$2,971,076</td>
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<tr>
<td>Net Revenue Before Grants</td>
<td>$13,080,693</td>
<td>$18,799,081</td>
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<tr>
<td>Grants</td>
<td>$27,810,947</td>
<td>$13,476,369</td>
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<td>Excess (Deficiency) of Revenue over Expenses</td>
<td>($14,730,254)</td>
<td>$5,322,712</td>
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<td>Fund Balances (Beginning)</td>
<td>$89,927,462</td>
<td>$84,604,750</td>
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<tr>
<td>Fund Balances (End)</td>
<td>$75,197,208</td>
<td>$89,927,462</td>
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| Cost per Dollar Raised    |                           |                           |
| (Includes investment income) | $0.19                     | $0.14                     |
| Cost per Dollar Raised    |                           |                           |
| (Excludes investment income) | $0.24                     | $0.21                     |

*Updated: June 8, 2018*
The 2017 Jeanne Fuller Red Dress Charity Golf Tournament group.

Bier Markt General Manager Peter Chase with event Co-Founders and Co-Chairs Tony Rhodes and Steve Gallant at the 3rd Annual Capital Oktoberfest presented by MacKenzie Investments at Bier Markt Ottawa.

Our friends from the Barrhaven Legion touring the new Clinical Tower and spending some time with the new da Vinci® robot system.

Lorne Daly and his furry friend Alfie present Foundation President and CEO Jim Orban with a cheque for the 2018 From the Heart, For the Heart Jamboree.

Volunteer committee members celebrating your support at the 25th Annual Fuller Keon Golf Tournament.

Jim Orban (far left) and Brenda Rothwell (far right) with members of the Knights of Columbus Council 485 presenting the proceeds from their 2017 golf tournament. This year’s $10,000 brings their total to more than $135,000!

2017 Ride a Grand-Pere cheque presentation with Charles McCulloch, organizer Daniel Shipman, Denis Tasse, and Dr. Marc Ruel.

Generous donors raised $527,000 during Heart Month 2018. Pictured: Dr. Thierry Mesana (President and CEO of the University of Ottawa Heart Institute), Dr. Rob Beanlands (Chief of Cardiology), Dr. Thais Coutinho (Chief of Prevention and Rehabilitation and Chair of the Canadian Women’s Heart Health Centre), and Jim Orban (President and CEO of the University of Ottawa Heart Institute Foundation).

Dr. Wilbert Keon getting into the spirit at the 2017 Jeanne Fuller Red Dress Charity Golf Tournament.

Dr. Thierry Mesana, Olivia Hiddema (Heart Month ambassador and Heart Institute patient) and Jim Orban at the Heart Month 2018 wrap-up celebration.

Curlers at the annual Vankleek Hill Curling Bonspiel in support of the Canadian Women’s Heart Health Centre.

THANK YOU to our dedicated volunteers and their fundraising efforts.