

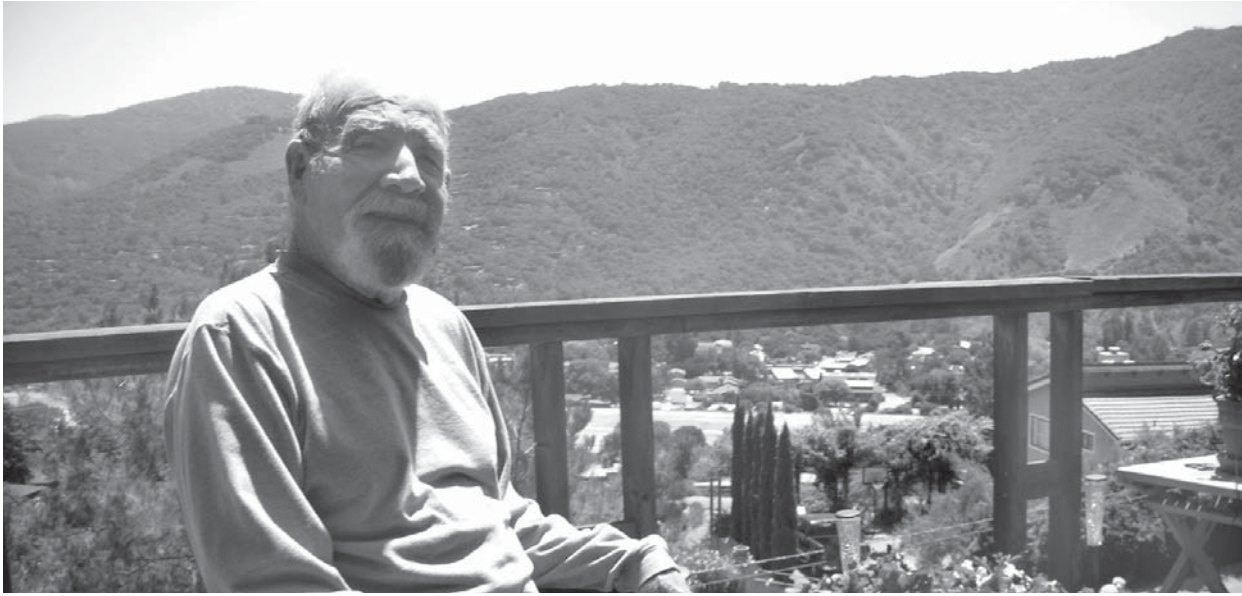
NAUTILUS CONNECTION

GIVING...for Care, Comfort and Dignity at the End of Life

2008–2009 ANNUAL REPORT

HOSPICE CARE AT HOME

A ROOM WITH A VIEW



Hospice patient Del Neel enjoys the comforts of home and view of Carmel Valley.

Relaxing in his hillside home above Carmel Valley, Del Neel is outstretched on top of his bed, watching television. Bird songs drift in through the open glass doors, and a strong breeze rustles the tree tops nearby on this warm, sunny afternoon.

"It's so peaceful," says Del, 81, walking out onto his deck for the view he has enjoyed for more than 43 years, ever since he and his partner Donn Squire purchased the home in 1965. "It's just wonderful up here."

Del savors these simple pleasures even more than ever today as he has come to realize in declining health that in a busy world these sweet facets of life can often be overlooked. Now, as a hospice patient, he particularly appreciates that he can be at home, where he wants to be, and receive the care he needs.

"I didn't know that you could have hospice care at home," he said. "I think it's fantastic. Everyone involved is so wonderful. They're all like good friends. You get to know them and they get to know you. It's so much more personal. You aren't cut off from the medical world and, for now, I can sit out on my deck and enjoy the sunshine and look out at the mountains."

Over the last decade, Del has developed multiple health conditions, including heart disease, asthma, emphysema and shortness of breath. With the help of a pacemaker, supplemental oxygen and medications, his conditions seemed manageable until last fall when he had a life-threatening irregular heartbeat. Rushed to the hospital, he was not expected to survive. But, after several weeks, he was stable enough to be transferred to a skilled nursing facility and then to return home with hospice care and other support services.

Now, a registered nurse from Community Hospital's hospice program visits Del at least once a week to check on his condition. An aide comes three times a week to help him bathe.

Susan Share, a medical social worker, drops in about every two weeks to talk about any concerns Del may have and to offer emotional support. She also helps him with medical paperwork and contacts community

services to arrange for additional assistance.

"I come as often as needed for a patient, depending upon the situation," she said.

A chaplain also occasionally stops in, and a volunteer, who is a massage therapist, comes to see him once a week.

"In hospice, we talk about enhancing a person's quality of life toward the end," said Susan. "With pain and symptom management, it really is about emotional comfort. For most people this means a place to be comfortable with their family and friends."

"It means everything to me that I can be here at home with all my things around me," Del said, "especially my cat, Shadow."

"Del has created a wonderful family of friends, and he is in an upbeat place physically and emotionally," Susan said. "Yes, he is dependent upon oxygen because he is short of breath and he has all of the physical symptoms that can cause anxiety and distress. But he is reframing his life and enjoying every moment."

"I didn't know that you could have hospice care at home. I think it's fantastic."

"It means everything to me that I can be here at home with all my things around me."



HOSPICE
FOUNDATION

Upcoming Events

HOSPICE FOUNDATION GOLF SCRAMBLE

Tuesday, Sept. 8, 2009; 1 p.m.

Monterey Peninsula Country Club,
Pebble Beach



CHILDREN'S
COMMEMORATIVE
ART COMPETITION—
FIFTH GRADERS
Entries received starting Oct. 1

WORKSHOPS:
COPING WITH GRIEF
AT THE HOLIDAYS
Saturday, Nov. 7
Bethlehem Lutheran Church, Monterey
Saturday, Nov. 14
St. Ansgar's Lutheran Church, Salinas

LIGHTING CELEBRATIONS
Thursday, Dec. 10; Salinas
Friday, Dec. 11; Hollister
Sunday, Dec. 13; King City
Sponsored by Chevron USA
Tuesday, Dec. 15; Monterey

EXECUTOR TRUSTEE SEMINARS:
EVERYTHING YOU ALWAYS
WANTED TO KNOW ABOUT
BEING AN EXECUTOR OR
TRUSTEE
Sponsored by First National Bank of
Central California

Tuesday, Oct. 20; 5:15–7 p.m.
National Steinbeck Center
One Main Street, Salinas

Wednesday, Oct. 21; 5:15–7 p.m.
Embassy Suites Hotel
1441 Canyon Del Rey, Seaside

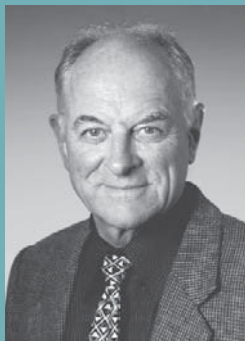
SOUTHERN COMFORT BBQ & AUCTION

South County Keeps Hospice Care at Home

June 19, 2010
Massa Vineyard, Arroyo Seco

For more details on these events, visit our
website at www.HospiceGiving.org

Continued on page 12



A Community's Destiny of Caring

Nothing affects living as much as the issues surrounding the end of life. These have a profound influence on people of all ages, races and socio-economic status. They affect us all differently and at different times. And, while it is never easy to confront them, end-of-life issues are becoming the central challenges of our generation today.

Parents are deeply affected when a child dies, both emotionally and financially. Baby boomers are dealing with the care of their aging parents while raising their own children. The most vulnerable members of our community—the aged and infirm, the poor and non-English speakers, and those living in rural locations—often face barriers to good care at the end of their lives. Life-threatening illness affects everyone, and people of all ages face grief, loss and bereavement.

With your support, Hospice Foundation is creating, developing and sustaining a community network of caring organizations where families—perhaps yours—can and will find the services they need. You are an important partner with Hospice Foundation in ensuring that this network of care and comfort is available. This partnership has been particularly urgent this year as our grant recipients experience major declines in government and private reimbursements for their services. They struggle to keep programs open and available, and turn to Hospice Foundation for greater help.

Together, you and Hospice Foundation are making significant strides in our Monterey County and San Benito County communities. We are gaining momentum as we reshape the delivery and availability of end-of-life care locally. As individuals, our ultimate destinies are certain. As a community, we are making sure that whatever uncertainty lies ahead for our families, friends and neighbors, that care, comfort and support are available to all.

Many thanks,

Larry Daniels
Chairman of the Board

Find Us, Fan or Friend Us

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2008 2009



THE YEAR IN REVIEW

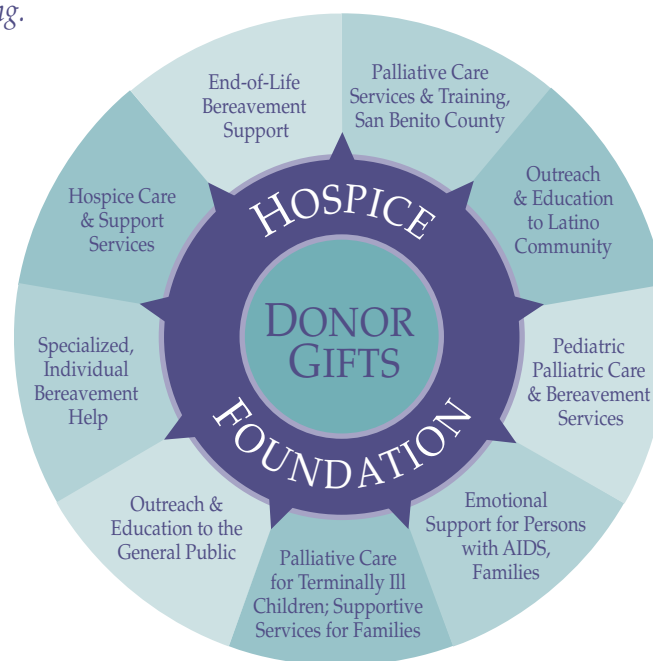
GRANTS PROGRAM

FUNDING A COMMUNITY NETWORK THAT FOSTERS CARE, COMFORT AND HEALING

Securing the dignity and comfort of every person at the end-of-life is the hallmark of Hospice Foundation's grant-making program. A life-limiting illness or condition brings about many significant needs for people, medically, emotionally, financially and spiritually. All families grapple with the challenges of caring for their loved one, and the painful anticipation or aftermath of their loss. And the scope and variety of these needs exist across the culturally diverse population of Monterey and San Benito counties.

Throughout the year, Hospice Foundation works closely with many community organizations to identify and meet the variety of needs for end-of-life care and services for hundreds of local families. While concentrating on its core mission to fund hospice services, the Foundation this year also funded other vital services, ultimately helping to build and strengthen an even wider community network of care, comfort and healing.

Your donations made it possible for Hospice Foundation to award 10 grants totaling \$1.41 million. These grants are supporting hospice care for children and adults, hospital-based palliative care services, coordination of health care services for children, bereavement programs, emotional support services surrounding a diagnoses of AIDS, and community outreach and education. Your generosity has helped make this community impact possible. Below are words expressed by some of the grant recipients in special messages to you, our donors.



HOSPICE CARE AND SUPPORT SERVICES

Community Hospital of the Monterey Peninsula—\$700,000

"Hospice Foundation has been at the forefront of education and funding support for organizations delivering hospice care," said Steve Packer, president and CEO of Community Hospital of the Monterey Peninsula. "To that end, Hospice Foundation has been a valued partner of Community Hospital and champion in the community, assisting in fulfilling our commitment to local residents to maintain a viable hospice program."

Central Coast Visiting Nurse Association and Hospice, Inc.—\$300,000. Interim grant of \$94,216.

"Hospice Foundation's commitment to the belief that all of our residents should have access to care, comfort and dignity at the end of life is truly inspirational," said Steven Johnson, president & CEO of CCVNA and Hospice, Inc. "We are a proud partner in the Foundation's mission. Because of the it's efforts in raising funds and making grants, more people in our community have access to an array of high-quality services." (See photo page 7)





PALLIATIVE CARE FOR TERMINALLY ILL CHILDREN; SUPPORTIVE SERVICES FOR FAMILIES

Children's Hospice and Palliative Care Coalition—\$90,000

"Because Hospice Foundation has had the foresight to invest in a better system of care for children, Monterey County's pilot program, the Partnership for Children, has become the model of care for the new hospice and palliative care benefit for children in California," said Lori Butterworth, co-executive director of CHPCC. "Our county will serve as a demonstration site for the rest of the State of California and for children's hospice programs all over the country. This would not have been possible were it not for the board and staff of Hospice Foundation having the strategic vision to fund a dream. A dream that is now a reality for children."

EMOTIONAL SUPPORT FOR PERSONS WITH AIDS, FAMILIES

John XXIII AIDS Services—\$70,000

"Hospice Foundation has been instrumental in our ability to provide compassionate end-of-life care services to those who lose their lives to AIDS, and to their families," said Sara Wilson, executive director, John XXIII. "Many organizations do not understand the complexity of end-of-life services but Hospice Foundation has the vision and integrity to clearly recognize that every human being has a right to die on their own terms. Because of its support, John XXIII is able to provide support groups, cover costs associated with final arrangements, train volunteers to lend a listening ear to the sick at the end of life and embrace survivors with bereavement services in an atmosphere of respect."

PALLIATIVE CARE SERVICES AND TRAINING, SAN BENITO COUNTY

Hazel Hawkins Memorial Hospital—\$40,000

"Thanks to the \$40,000 grant from Hospice Foundation, Hazel Hawkins Memorial Hospital was able to send two registered nurses for specialized training in palliative care," said Leah Dowty, director of the Hazel Hawkins Memorial Hospital Foundation. "These nurses will help train as many as 75 additional nurses, including LVNs and RNs, at HHMH in palliative care. This system-wide training will enhance the quality of care for patients at the end of life at Hazel Hawkins and its two skilled nursing facilities."

PEDIATRIC PALLIATIVE CARE AND BEREAVEMENT SERVICES

Natividad Medical Foundation—\$25,000

"Much of what we believe about life is brilliantly highlighted at both the beginning and end of one's time," said Harry Weis, chief executive officer of Natividad Medical Center. "Thanks to the Hospice Foundation grant, the palliative and end-of-life care we are now able to consistently provide for our youngest patients and their families helps to bring peace and comfort at a time of pain, grief and uncertainty."



OUTREACH AND EDUCATION TO LATINO COMMUNITY

Hospice of Santa Cruz County—\$5000



"We believe that all members of our community should have access to compassionate, quality care at the end-of-life," said Ann Pomper, executive director of Hospice of Santa Cruz County which serves the communities of northern Monterey County. "With the Hospice Foundation's support, our Caminando Juntos 'Walking Together' program has increased awareness and understanding of hospice services within the Latino communities in north Monterey County, and it has helped eliminate cultural barriers to end-of-life care."

END-OF-LIFE BEREAVEMENT SUPPORT, OPENING SALINAS LOCATION

Jacob's Heart Children's Cancer Support Services—\$45,000



Salinas Chamber of Commerce president and CEO Tiffany DiTullio and Salinas Mayor Dennis Donohue paint their hand prints on the windows of the Jacob's Heart new Salinas office during ribbon-cutting ceremonies.

"Hospice Foundation staff and board are very knowledgeable about the goals and objectives of all of their grantees," said Susan Osorio, executive director of Jacob's Heart. "During the past year, the Foundation has been instrumental in helping us to expand our services and to broaden our capabilities in the Salinas Valley to help children with a cancer diagnosis, and their families. Navigating the myriad of emotional, medical, insurance and other concerns is very difficult for most families. This funding helped us secure a more adequate, centralized location in Salinas so that we can better support them and to build stronger community partnerships."



OUTREACH AND EDUCATION TO THE GENERAL PUBLIC

Compassionate Care Alliance—\$25,000

"Because of the Hospice Foundation grant, Compassionate Care Alliance has been able to continue outreach to community members on end-of-life issues," said Vicki Nelson, executive director.

"Education is key to becoming a more informed health care consumer so that you can better find and understand your choices. Our forums and advance care planning workshops this year provided a venue for important consumer education and dialogue."



SPECIALIZED INDIVIDUAL BEREAVEMENT HELP

Catholic Charities—\$20,000



Catholic Charities counselors (left to right) Suzanne Graybill, Madonna Navarro and Carmen Arriaga-Kumasaka confer on patient cases and best practices.

"We are so grateful for this grant because it allows us to provide counseling to clients who would not be able to receive help otherwise," said Suzanne Graybill of Catholic Charities. "The grant funds the first eight counseling sessions. One client recently told us, 'the counseling process was the most comforting and healing process I've ever been through.'"

FUNDRAISING

Throughout the year, Hospice Foundation conducts several activities and events to raise funds for local hospice care programs, and other end-of-life care services. We are so grateful for the assistance of numerous volunteers and other individuals and organizations whose efforts make these activities possible. Their dedication and commitment to Hospice Foundation's mission in turn makes it possible for compassionate, caring services to remain available in our community so that hundreds of local families have access to them.

TREES OF LIFE SHINE WITH TRIBUTES



Families, friends and neighbors gathered together for the annual "tree" lighting celebrations, Trees of Life, in Salinas on Dec. 11, Hollister on Dec. 12, King City on Dec. 14, and Monterey on Dec. 16. In all, some 3,500 lights were dedicated in someone's name. Donations for the tribute lights exceeded \$73,000 to benefit local hospice care and related services.

Many thanks and our heartfelt gratitude are extended to the following individuals and organizations whose sponsorships and assistance helped make the celebrations possible:

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SALINAS

National Steinbeck Center, Board of Trustees; Steve A. Hoffman, CEO
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Barbara Ottone Family
Father John Perez, Epiphany Church, Marina
Knights of Columbus
McCune Audio Visual, Monterey
VOLUNTEERS
Caitlynn Kelley
Ikebana International
National Charity League
Chuck Eads, Photographer

HOLLISTER

Jack Markle, Master of Ceremonies
Oriana Chorale
Father Rudy Ruiz, Sacred Heart Church
San Benito County Sheriff's Dept. Honor Guard
Sunny Underwood, FNP, MSN, Palliative Care, Hazel Hawkins Memorial Hospital
The family of Keith Carlen, Rina Carlen-Murray

McCune Audio Visual, Monterey
Interface Visual, Monterey (Photography)

Local Girl Scouts of San Benito County
VOLUNTEERS
Dave Baumgartner
Jack Markle
Barbara Nicoara

Mary McCullough
Sunny Underwood
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Lanetta Bishop
Dee Hone
Mary Damm

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Salinas Valley Fair
Sean Roney, Photographer
King City Young Farmers, Frank Lopez

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Donna Myers
John Myers
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Rich Casey
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John Pekema

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Rev. Dr. Bill Rolland, Church in the Forest
Brinton's Remarkable Home & Garden Store
Interface Visual, Monterey (Photography)
McCune Audio Visual, Monterey
The family of Joan Greer, Tom Greer

Mary Jane Drummond
Dunspaugh-Dalton Foundation
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First National Bank of Central California
Maury Klumok & Lucy Perricone
Lexus Monterey Peninsula, Lexus Champions for Charity
Roberts Foundation, George Roberts

GOLFING FOR THE CAUSE



With a rare opportunity to play the private courses of Monterey Peninsula Country Club, 155 golfers turned out to play in the 26th annual Hospice Foundation Golf Scramble on Sept 2, 2008. The event, which included a post-tournament cocktail reception, banquet and live and silent auctions, raised \$160,000 net for local hospice care and services.

Our sincere thanks and gratitude to the Monterey Peninsula Country Club Board of Directors for inviting us to return for the second straight year. We'd also like to extend our thanks and gratitude to the following individuals and organizations who gave their time, talent or treasure to help make the event such a remarkable success:

Mary Jane Drummond
Dunspaugh-Dalton Foundation
Marcy & Seymour Hyman Foundation
Sotheby's International Realty
Veritas Wealth Advisors, LLC
Bernardus Winery
Michael & Nancy Canning
Mr. and Mrs. James Dobbins
First National Bank of Central California
Maury Klumok & Lucy Perricone
Lexus Monterey Peninsula, Lexus Champions for Charity
Roberts Foundation, George Roberts

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Gayle Triolo

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GOLF SCRAMBLE ORGANIZING COMMITTEE

Dan Tibbitts, Marcy Hyman, Honorary Co-Chairs
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Morrie Porter
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Clark Struve
Gayle Triolo

MEMBERSHIP PROGRAM

Hospice Foundation members are a community of donors who join together to support local hospice and end-of-life care services. Membership dues make up a significant portion of the Foundation's fundraising revenues.

New members this year received an exclusive edition of the Foundation's popular *Notes to My Family*, a 38-page organizer for documents, such as a will or trust. With tabbed sections entitled Personal, Financial, Estate, and For My Family, the three-ring binder and pocket pages make an invaluable planning tool for members as they leave notations for their family survivors or others who will carry out their wishes when they are not able to act on their own behalf.



Renewing members received *Conversations Before the Crisis* as a supplement for their binder that offers tips and advice on starting the conversation about end-of-life planning with spouses, parents, adult children and others. If you are not a member yet, we hope you will consider joining and receive these publications. Call us today for more information, 831-333-9023.

BIRDIES FOR CHARITY



For the second straight year, Hospice Foundation received the highest number of donations in the 2009 AT&T Pebble Beach National Pro-Am's Birdies for Charity fundraiser. Pledge donors submitted a guess of the number of birdies professionals would score during the four-day event. Hospice Foundation received 31 pledges, totaling \$23,402. This sum was matched with an additional 10 percent by the Monterey Peninsula Foundation, which organizes the tournament and Birdies fundraiser.

COMMUNITY EDUCATION

One tenet of our mission states, "...we inform people in the community and policy makers about end-of-life issues and the need for change so that services are available to all." Hospice Foundation believes that information is the key to changing the way people think about and access end-of-life care, one of the most challenging aspects of our health care system. Consumers, health care providers and leaders of other community organizations all have a vital role in affecting positive change so that everyone has improved access to the care and services they need and desire. With this in mind, Hospice Foundation presented its annual round of Community Education events and programs:

EXECUTOR/TRUSTEE SEMINARS

How do you select an executor for your estate? What's involved if you are asked to be someone's executor or trustee? These questions and many more were answered by our panel of experts last October when Hospice Foundation presented *Everything You Always Wanted to Know About Being an Executor or Trustee*. In 2008, for the first time, the Foundation offered two seminar sessions, in Monterey and Salinas, with a total attendance of 132 people.

Our gratitude and thanks to the seminar panelists:

- Charles DesRoches, Esq., Nolan, Hamerly, Etienne & Hoss
- Jennifer Walker, Esq., Leach & Walker
- Liza Horvath, Trust Services, First National Bank
- Richard Nystrom, Fiduciary Services, Carmel

Our thanks and gratitude are also extended to First National Bank of Central California and to Community Foundation for Monterey County for their sponsorship of these events.

COPING WITH GRIEF AT THE HOLIDAYS

Holiday time is especially difficult for those who have experienced the loss of a loved one. More than 76 people attended two workshops in November 2008 to hear local grief therapist and author Judy Tatelbaum, MSW offer suggestions about how to mark the holiday to remember their loved one. Look for the 2009 programs on Nov. 7 and 14.

Our thanks to Community Foundation for Monterey County, which helped sponsor this program.

CHILDREN'S COMMEMORATIVE ART PROJECT

One of the newest outreach elements of the Foundation's Trees of Life celebrations, the Children's Commemorative Art Competition attracted nearly 100 entries in its second year. Fifth graders from King City, Salinas, Monterey and Hollister schools entered their original drawings honoring someone who has had an impact on their life, or a favorite pet. The entries were juried and 13 student artists received prizes and certificates. All other participants received Honorable Mentions, and all of the entries were displayed at the Trees of Life celebrations.

Our thanks to Yellow Brick Road Benefit Shop for its sponsorship of this project.

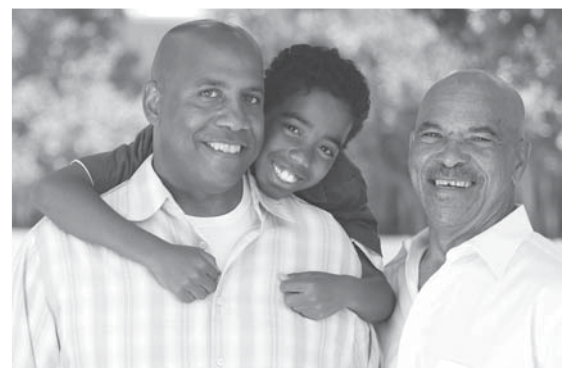
CONNECTING WITH YOU

Several developments occurred over the last year to enhance communications with our donors, members, and the general public.

Hospice Foundation formed a new Community Education Advisory Council of local professionals, board members and staff to help refine our activities and outreach to diverse audiences in Monterey and San Benito counties.

To make it easier to remember our website address, the group devised a new online location name: www.hospicegiving.org and a new identifying statement: GIVING...for care, comfort and dignity at the end of life.

DIVERSITY AND END-OF-LIFE CARE WEBCAST



Hospice Foundation hosted the local site for Diversity and End-of-Life Care, a teleconference and panel discussion which was delivered by webcast from Hospice Foundation of America in Washington D.C. on April 29.

Eighty-five people, including local nurses and nursing students, medical social workers, counseling therapists, physicians, social and human services representatives, attended this annual event. They came to listen and learn about why various communities of color differ in their access to end-of-life care, and they discussed ways to better serve their needs.

Following the webcast, a panel of local experts took questions from the audience, and we are grateful for their participation:

Marian Carapezza, LCSW, Community Hospital of the Monterey Peninsula
Pastor M.L. Carter, New Hope Baptist Church
Mitch Matthews, Central Coast Visiting Nurse Association & Hospice, Moderator
Sophia Schulz, RN, Children's Hospice and Palliative Care Coalition
Rev. Jay Shinseki, Monterey Peninsula Buddhist Temple

In addition, Hospice Foundation grant recipients were on hand with table displays and representatives to share information about their programs.

Our thanks to Salinas Valley Memorial Healthcare System for providing the meeting space and staff assistance, to the teleconference panelists, to CCVNA & Hospice for its assistance, and to the grant recipients for their displays.

Our thanks and gratitude also to Community Foundation for Monterey County, which sponsored this event.

FUNDRAISING

BOUNTY & THE FEAST

Hospice Foundation's popular raffle received a new name and was held at a new time of year. The former harvest-time Gobblers & Gifts became Bounty & the Feast last spring. Ticketholders had 59 chances to win a great prize, including a week's stay in a country cottage near Scotland's famous St. Andrews Links, along with a \$2,000 travel voucher. Other prizes included fine wine and dining experiences, spa services and special outings.

Many thanks to all of the organizations, restaurants, and individuals who donated raffle prizes, and to all of the participants who purchased tickets. Special thanks to the organizing committee Jean Duff, Chair; Shirley Doolittle, Carolyn Marshall and Susan Santy.

Look for the next Bounty & the Feast in March 2010. Sign up for an email alert on our website at www.hospicegiving.org.



SOUTHERN COMFORT BBQ & AUCTION

South County Keeps Hospice Care at Home

More than 300 people from throughout Monterey County turned out for a barbeque and auction at Massa Vineyard in Arroyo Seco on Sept. 6, 2008 to raise funds for hospice care services in southern Monterey County.

A first-time event, *Southern Comfort, South County Keeps Hospice Care at Home*, raised \$94,216 in net proceeds for specialized audio/visual telephone units. This new technology will help off-site nurses see and communicate with hospice patients and their families who live in distant or remote locations. Look for our announcements about the next Southern Comfort, scheduled for June 19, 2010.

We extend our heartfelt thanks and support to the following organizations and individuals who made this event such an overwhelming success in its first year:

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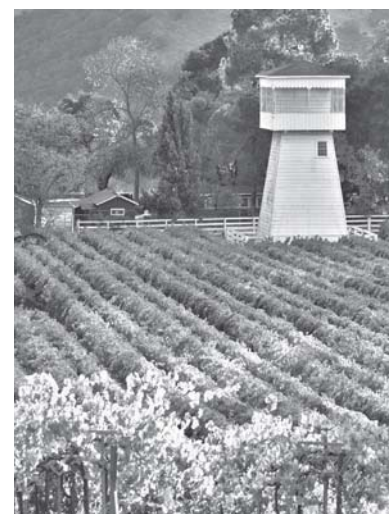
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STEWARDSHIP

ASKING ALL THE RIGHT QUESTIONS

"Trying economic times." It's a phrase that can induce shivers in both fundraising professionals and philanthropists alike. Yet, even in this difficult year, Hospice Foundation has witnessed continuing generosity from our loyal donors, and we are grateful beyond words.

Relief from our challenging economy seems to be further out on the horizon than any of us would like, and continues to impact your decisions about what organizations to support and how much to give. Even in the best of times, smart philanthropists are thoughtful and prudent about their charitable giving. When times are tougher, these same smart donors are arming themselves with information, making these decisions easier.

Author Doug White's book, *Charity on Trial*, offers advice about how to make good philanthropic choices. White suggests 10 questions donors should ask an organization before making a charitable contribution. We have adapted them here for your information about Hospice Foundation and we hope they serve as a useful tool for you, our donors, as we enter the second half of 2009. A copy of these questions are also posted on our website, www.hospicegiving.org.

1 What would happen in the community if Hospice Foundation was unable to fund local services?

- Some hospice or end-of-life care providers that depend upon Hospice Foundation's support would have to reduce or close services, leaving many, many families unable to find or access quality, compassionate services that meet their needs in caring for a loved one.
- The providers rely upon Hospice Foundation as a major source of funding for their programs. Without Hospice Foundation funding, these organizations potentially would need to restructure their operations, such as adding staff to fundraise, which would increase their costs. Ultimately they would have to divide their time between patient care and fundraising.
- As a funder, a key part of Hospice Foundation's role is raising awareness about the need to support end-of-life care, often a less visible aspect of our community but so key to its quality of life. Hospice Foundation is a dedicated advocate for the needs of the dying.

2 What programs does Hospice Foundation support?

- hospice and end-of-life palliative care for adults and children
- grief counseling, bereavement and emotional support services for children, adults and families
- education and outreach support services for patients, families and professionals
- advocacy for healthcare system improvements

3 When was Hospice Foundation founded?

The Foundation was established as an IRS-designated 501(c)(3) non-profit organization in July 1997. We have distributed grants each year from 1998-2008, and will distribute our 2009 grants in October.

4 Tell me about your board.

Our current board consists of 15 volunteer members from various areas of our community from Hollister in San Benito County to San Ardo in South Monterey County. Each brings unique professional skills, talents and dedication to the mission of funding care for the dying that ensures dignity and comfort.

5 Tell me about your staff.

Hospice Foundation has a highly skilled, dedicated staff of seven. The chief executive officer, director of development and executive assistant are full-time employees. The director of communications, special events manager, bookkeeper and clerk are part-time employees.

6 What are your policies for ensuring donors have visibility to your operation and practices?

- Our financial records are audited annually and are made available for anyone who wishes to review a copy.

- Our current IRS Form 990 is displayed on our website www.hospicegiving.org.
- Newsletters are published three times a year and announce grant distributions, upcoming events and other Foundation news. Our Annual Report presents a roster of our donors and sponsors.

7 Why should I give to Hospice Foundation?

First is our shared belief that everyone in our community deserves a peaceful, dignified and comfortable end to their life. Second, as a careful donor, you benefit from:

- Our extensive grant review process: do the recipients' services actually fulfill your philanthropic intention?
- Our comprehensive grantee reporting requirements: does the grant recipient use the donation as you intended?
- Our transparent operational practices: regular stewardship reports are offered by Hospice Foundation to its donors; and whenever a donor requests, reports are provided.
- Our dedication to non-profit best practices for governance, fundraising, grant-making, gift acceptance policies and ethics.

8 How does Hospice Foundation raise funds?

Hospice Foundation uses a comprehensive array of fundraising practices and tools to support end-of-life needs in the community. In addition to staff-driven activities like direct mail solicitations and events, we also work with our board of directors to make direct appeals to community members for gifts to support our annual fundraising. In addition to cash gifts, Hospice Foundation accepts gifts of stock and real estate, and actively pursues legacy gifts through our Charitable Gift Annuity program, and contributions made via wills, estates and trusts.

9 How does Hospice Foundation communicate important news to the public?

Our newsletters and annual report offer the public an opportunity to learn about our program support, events and achievements. Additionally, we maintain a website, www.hospicegiving.org, and send an online newsletter via email. We have established a Hospice Foundation Facebook fan page and a blog, www.hospicefoundation.blogspot.com, and followers can stay up-to-date on industry issues and Foundation news via Twitter.com/HospiceGiving. Lastly, we submit press releases to local publications notifying the community of significant events, achievements or donations received, board elections and key staff appointments.

10 What are your gift acceptance policies?

We have a comprehensive published gift acceptance policy available for review by any donor or prospective donor.

BUILDING COLLABORATIONS TO IMPROVE ACCESS TO CARE

BOARD OF DIRECTORS

Hospice Foundation's 15-member volunteer board of directors held its annual retreat in February, 2009. The retreat presented an opportunity for the board members to have extended dialogue and discussion about financial, operational, and funding matters. The board members emerged from their retreat experience inspired with their roles as community ambassadors and their commitments to help Hospice Foundation meet its fundraising goals.

END-OF-LIFE LEADERSHIP SUMMIT

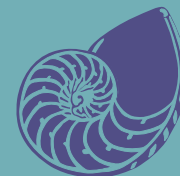
Hospice Foundation and Community Foundation for Monterey County, both major funders of local community services, collaborated to present an End-of-Life Leadership Summit on October 15, 2008.



The day-long retreat was an opportunity for the top administrators of local non-profits that receive grants from both funding organizations to discuss priority needs and ways in which their organizations could work together and reduce duplication of services. In an era of tight funding resources, it is ever more important for organizations to find ways to reduce operating costs and foster greater efficiencies in the delivery of local services in the community.

CHILDREN'S COLLABORATIVE CARE PROJECT

A tangible result of the leadership summit was the development of a strategic alliance between local non-profits that provide children's end-of-life services. These local providers of pediatric care and support services will work together to develop and deliver a comprehensive array of services to help terminally ill children and their families. The newly formed Children's Collaborative for End-of-Life Care includes: Jacob's Heart Children's Cancer Support Services, Children's Hospice and Palliative Care Coalition, Partnership for Children, and Coastal Kids Home Care. The Collaborative is seeking funding from Hospice Foundation to implement its program for the 2009-10 fiscal year. Please help us, help them.



HOSPICE
FOUNDATION

FINANCIAL SUMMARY

Like nearly all philanthropic foundations and non-profits that rely on private donations, Hospice Foundation has been affected by the current economic crisis this past fiscal year. As a long-term investor and though well-positioned with a diversified portfolio, its reserves have been impacted by the decline in the financial markets. Additionally, the economic uncertainty affected the level of current contributions earmarked for the 2009 grants program.

Times of crisis provide opportunities for positive change as well as challenges. In the harsh light of this economic downturn, the Board of Directors has engaged in a dynamic process of repositioning for current conditions, as well as for growth and stability into the future. The Board has revised Hospice Foundation's spending policy, retooled the strategic and operating plans, adjusted the operating budget, renewed the Board's commitment to engagement in fund development, and modified the grant guidelines to support basic end-of-life core services for patients and their loved ones. All of these revisions will be monitored on a regular basis to respond to the changing environment as economic conditions improve, allowing for future renewal and enhancement of end-of-life programs and grants.

FINANCIAL SUMMARY

The financial focus of the Hospice Foundation Board of Directors is to raise funds for the grants program, and to prudently invest existing funds to ensure grant funding of long-term community need for hospice and other end-of-life services.

ASSETS AS OF JUNE 30, 2009 (UNAUDITED)

Board Designated Fund (unrestricted)	\$6,167,629
Program Endowment Fund (income restricted for Hospice of the Central Coast)	\$9,836,378
Donor Restricted Endowment Fund (restricted to use of investment income)	\$1,550,244

GRANTS AND EXPENSES

Grants paid in 2008 based on 2007-08 contributed income	\$1,320,000
Interim grant paid from restricted net proceeds of 2008 special event	\$94,216
Other operating expenses (net)	\$ 623,247

HOSPICE FOUNDATION REVENUE REPORT

FOR THE FISCAL YEAR ENDED JUNE 30, 2009 (UNAUDITED)¹

Restricted and Unrestricted Gifts:

Bequests & Grants	\$258,644
Donations, Memorials, Honoraria	\$132,243
Other (includes restricted gifts)	\$714,173
Events Income (net)	\$207,888
TOTAL CONTRIBUTED INCOME	\$1,312,948

Hospice Foundation continues to make a meaningful impact in the community through its fundraising and grant-making success. These grants provide a way for donors to fulfill their wish to support compassionate hospice and end-of-life care and services. Each organization receiving a grant from Hospice Foundation has reported semi-annually on the impact of the grant funds received.

HOSPICE FOUNDATION GRANTS TOTAL \$15,562,691 SINCE JULY 1, 1997

Year	Amount	Number of Grants
1998	\$509,100	6 grants
1999	\$678,000	7 grants
2000	\$1,686,500	8 grants
2001	\$1,313,000	9 grants
2002	\$1,625,000	7 grants
2003	\$1,366,375	8 grants
2004	\$1,545,000	9 grants
2005	\$2,000,000	12 grants
2006	\$1,656,500	12 grants
2007	\$1,769,000	11 grants
2008	\$1,414,216	10 grants

¹ Audited financial statement will be available by November 30, 2009. The IRS Form 990 is available at www.hospicegiving.org or upon request at the Hospice Foundation office.



Hospice Foundation board members Suzie Johnson (far left) Laurie Massa and Vicki Rosenberg (right) present a check for \$94,216, the proceeds from last September's Southern Comfort, South County Keeps Hospice Care at Home, to Steven Johnson, president and CEO of Central Coast Visiting Nurse Association and Hospice, Inc. These funds will be used to purchase audio/visual units to place in the homes of hospice patients who live in remote regions of South County. These units enable an off-site registered nurse to see and talk to the patient and his or her family between a scheduled visit, and to monitor vital signs and other aspects of the patient's condition.

2009-2010 BOARD OF DIRECTORS

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Pam Darling
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HOSPICE FOUNDATION STAFF

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akinsler@hospicegiving.org

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hhowe@hospicegiving.org

Diane Kelley
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Jennifer Pettley
Director of Communications
jpettley@hospicegiving.org

Mailing Address:
P.O. Box 1798, Monterey, CA 93942

Street Address:
20 Ragsdale Drive, Suite 260
Monterey, CA 93940

Website: HospiceGiving.org

Phone: (831) 333-9023

Fax: (831) 373-4124

HOSPICE FOUNDATION DONORS

Hospice Foundation is deeply grateful to the community for its extraordinary support. Listed are individuals, businesses, service organizations and foundations that have made a gift to support the mission of Hospice Foundation between January 1, 2008 and June 30, 2009. Donors highlighted in purple are members of the Silver Society—those who have made a gift of any level every year for the last 10 years or more. We offer a heartfelt thanks to all of our donors. Gifts received after June 30, 2009, will be listed in the Fall 2010 Annual Report.

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Estate of Helen Geis Westland
Estate of Miss Anna Woodhull

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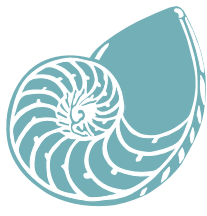
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CONTINUED FROM PAGE ONE A ROOM WITH A VIEW



On the front deck of his Carmel Valley home, Del Neel trims his potted flowers.

“One of the things I do with patients, if they would like to, is a life review to talk about the things that have had meaning to them and to help them realize that they have had a life well lived,” Susan said.

“A life review helps patients feel good—to laugh when they recall certain incidents, or cry as I’m helping them find closure to those things that don’t have happy memories. It’s often a cathartic experience for patients, like Del.”

“It’s helping me to accept how my life is now,” Del said, “and how to be comfortable with the circumstances.”

Del recalls that some of his happiest days are those surrounding the Cypress Swim Club, an organization he and Donn founded in 1964 to provide an opportunity for local young swimmers to develop their talents.

At the time, Donn was a coach and former U.S. National Champion synchronized swimmer, with two-time Olympic exhibition experience during the 1960s, and Del was a public relations and marketing specialist. They combined their skills to grow Cypress into an internationally ranked club. Among its greatest achievements was nurturing the early talents of two-time Olympian Heather Pease. Heather won a gold medal in synchronized swimming at the Atlanta games in 1996 and a bronze in Sydney, Australia, in 2000.

Del also developed a training program for judges that grew to become the national standard for certification by U.S. Synchronized Swimming where he also served on the Law & Legislation Committee. He later served six years on staff as media director. In 1973, Del was elected by the International Olympic Committee to judge at the first World Aquatic Championships at Belgrade, Yugoslavia. In 2000, he was elected to the U.S. Synchronized Swimming Hall of Fame.

Though not as active as he once was, Del keeps in regular touch with the progress and achievements of the local team, still a major source of pride for him. “I just got a call from the coach where they are competing in Florida.”

As he reviews his life, Del also recalls his most difficult time was Donn’s sudden death five years ago. But, since then, his grief and loss have been tempered with the development of enriching, new relationships.

Today, his expanding circle of family and friends includes the hospice professionals and volunteers who comprise a new team in Del’s life. They work together to help Del manage the symptoms and discomforts of his illness so he can continue to live out his life at home where he wants to be, and enjoy the spectacular view.

Funding from Hospice Foundation helps make hospice care possible for individuals like Del Neel and many, many families in our Central Coast communities each year. Your local non-profit providers of hospice care and other end-of-life services are being hit hard by decreasing government and private insurance reimbursements. To help sustain and strengthen these providers, we need your help to help them.

You are a vital partner with Hospice Foundation to help soften this blow so that these providers can do what they do best—take care of your family member and other patients. Your donations to Hospice Foundation are the source of these vitally important grants, and they support multiple needs and services, all at once. Your gifts have wide community impact, and we thank you.