

STRONGER TOGETHER



STRONGER TOGETHER

As I look back on my first year as CEO of By the Bay Health, has been an incredible year of growth and transformation for our entire organization. Earlier this year, we hit a historic milestone by announcing the formal close of our mergers with Mission Hospice & Home Care and Hope Hospice, expanding our ability to extend quality, compassionate home-based care to patients and families in the South

Bay and East Bay. I am proud to say that By the Bay Health is now the largest, independent nonprofit hospice provider in Northern California, which gives us the opportunity to reach more people who deserve the world-class pediatric and adult palliative and hospice care and extensive support services that we uniquely provide as a mission-driven nonprofit organization.

Thanks to your generous support of our shared vision and mission over the past year, together we made a significant impact by supporting more than 5,000 patients through 175,000 encounters in the communities we serve! In addition, your donations enabled us to invest \$4 million dollars through our Community Care Fund to support our community-based care programs. As part of that effort, we provided \$652,000 in caregiver grants to 701 patients—providing family caregivers with respite care to enable them to continue to care for their loved ones at home. As we look to the future, our goal is to continue to invest in community-based programs in the areas of highest critical need, such as pediatric care, family caregiving, and bereavement support.

We remain grateful for your ongoing support and know that we only thrive by being **Stronger Together**. Only through the collective effort of our newly expanded organization, backed by our affiliation with the world-class academic research and medical institution UCSF Health, and our partnership with our donor community, can we accomplish our goal to ensure that every individual retains the right to quality, compassionate home-based care with dignity and respect.

Thank you for your generous support. We look forward to another exciting year ahead as we approach our 50th anniversary!

Skelly Wingard, RN, MSN
Chief Executive Officer

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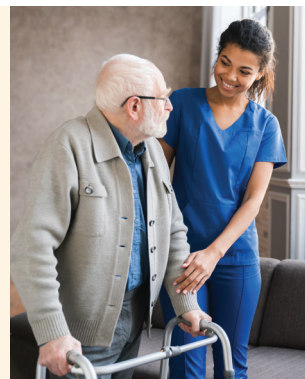
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2022-2023 IMPACT



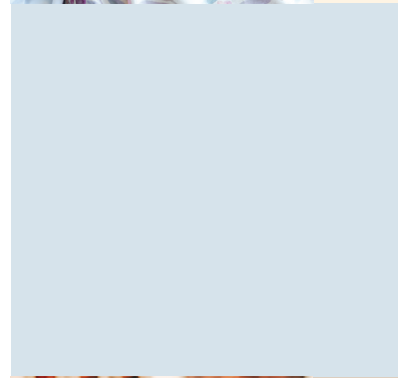
2711

adult patients received **Hospice Care** to help them live their best life possible, for as long as possible.



172

adult patients received **Palliative Care** to relieve the symptoms and stress of living with a serious, life-limiting illness.



95

children received **specialized Palliative and Hospice Care** to make them as comfortable as possible while also supporting their families.



817

community members received **grief counseling** to help them manage the challenges that come with loss.



995

patients received **skilled care at home** while recovering from surgery or managing chronic conditions.

COMMUNITY SUPPORT

Through generous donor support, the Community Care Fund provided **701** grants to patients and families with greatest need. Overall, By the Bay Health invested **\$4 million dollars** in programs and services in support of our community.

- 364 Caregiving grants = **\$497.3k**
- 228 Quality of life grants = **\$38.9k**
- 34 By the Bay Wishes grants = **\$41.1k**
- 10 My Life, My Story grants = **\$15.6k**
- 65 Final Arrangement grants = **\$59.4k**



COMMUNITY PARTNERSHIPS

By the Bay Health has partnered with College of Marin and Canal Alliance to launch a Certified Nursing Assistant (CNA) and Certified Home Health Aide program (HHA). Approved by the California Department of Public Health, this program is the first of its kind offered at College of Marin. Certification will allow home health aides to deliver high-quality home services to both hospice and home health patients. This innovative program graduated its first cohort of 15 students in September 2023. With the Completion Ceremony for the 2nd CNA/HHA cohort scheduled for March 2024, the program is on track to certify up to 60 students in the first year. By the Bay Health is proud to collaborate with our partners, College of Marin, and Canal Alliance, to provide career opportunities to help solve the healthcare worker shortage in our community.



VOLUNTEER SERVICES

Volunteers Active for Service: **75**

Volunteer Hours: **2,100**

Volunteer Patient Encounters: **1494**



New Patient Care Volunteer Trainees.



Therapy dog "Welly" is brought to visit patients by our volunteers.



Volunteers deliver Thanksgiving meals to the families of some of our pediatric care patients.



Revenue

Program Reimbursement \$58,863,835

Fundraising

Planned Gifts	\$7,792,882
Donations & Contributions	\$665,073
Events	\$480,835
Grants	\$28,150

Fundraising Revenue \$8,966,940

Other

Retail Sales	\$678,820
Lease Income	\$471,128
Investment Earnings	\$6,297,084

Other Revenue \$7,679,464

Total Revenue \$75,510,239

Expenses

Program Services	\$58,617,517
Community Care Programs	\$3,996,012
Fundraising	\$846,465
Retail	\$540,241

Total Expenses \$64,000,235

Change in Net Assets \$11,510,004

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