

## About the Partnership for Children's Health

The Nemours Partnership for Children builds and cultivates relationships with individuals, corporations, businesses, foundations and organizations that result in philanthropic investment to fulfill the mission of Nemours.

The Partnership works to fulfill the donor's specific wishes to support patient care, research and other areas. Funds are made available to departments across Nemours to advance research, improve clinical care and provide amenities for patients and families that make their experience at Nemours more satisfying.

In existence for just five years, the Partnership is already making a significant contribution to the health care activities for Nemours. In 2008, more than \$1.5M was made available across departments for capital projects, to support patient care, purchase furnishings and equipment, and provide amenities for patients and families.



- The Partnership has been significantly increasing the number of donors and the total amount given each year since 2004.
- A 1.5 M estate gift resulted in establishment of the first named department chair at the Nemours/Alfred I. duPont Hospital for Children and endowed support for research.
- *It's All About the Kids*, Nemours Associate Giving Program, was established to offer employees a chance to participate in philanthropy.
- A guide to planned giving, *Giving Wisely, Saving Lives*, has been published. There are also new planned giving web pages with interactive features such as a gift calculator and Legacy Planner.

### Donors of All Kinds. From All Over.

The Partnership raises funds across the entire Nemours enterprise with an overarching, community-oriented view of the organization and its needs. Their primary responsibility is to the donor - cultivating their interest in Nemours and matching their desires and wishes with the needs of the organization.

Unrestricted contributions are managed to make funds available to departments which want to improve patient care, advance research or improve facilities. Restricted gifts are used for the specific purpose intended by the donor. The Nemours family is the first approached for philanthropic support, including Associates, physicians, senior leadership and governance in order to demonstrate our commitment to prospective donors.

The Partnership offices are located on the campus of the Nemours/Alfred I. duPont Hospital for Children with an additional office and staff in Jacksonville, Florida. Contributions are received from donors in all of the cities served by Nemours as well as in other areas of the country.

In 2008, 2,300 donors contributed more than \$2.6M to support the mission of Nemours. These include individuals, patient families, organizations, corporations and businesses, private foundations, and trusts and estates. The Partnership also accepts contributions of toys, games and other items from individuals and organizations for use by Child Life and other programs.

Donors whose annual gifts total \$1,000 or more are honored as members of *The Nemours Society*. They are invited to annual recognition events in Delaware and Florida and receive a special gift. Individuals who inform the Partnership of their intention to remember Nemours in their will or estate plans are recognized as members of *The Carillon Society*.

The Partnership can demonstrate to contributors that their gifts improve the health of children, especially as a result of enterprise-wide biomedical research such as the Nemours Center for Childhood Cancer Research.

## Notable Gifts

- A grant of \$250,000 was received from the BluePrints for the Community grant program of Blue Cross Blue Shield of Delaware in support of the Garrett B. Lyons Sr., DDS Children's Dental Program. The program will establish a Fellowship in Dentistry for Children with Special Needs.
- AstraZeneca contributed \$50,000 for *The Body Theater*, which provides entertaining video segments about asthma and allergies. *The Body Theater*, is located in a busy outpatient waiting area, helps children and families better understand how to manage this condition.
- Through their Kohl's Cares for Kids® initiative, Kohl's has already contributed more than \$257M and will grant \$115,031 in support of the Stuffed® and Trauma/Injury Prevention programs at the Nemours/Alfred I. duPont Hospital for Children. Funds are used to support child passenger safety seat inspections and to purchase bicycle helmets, car seats and other safety items.
- Bank of America Charitable Foundation granted \$50,000 to help establish a Tumor Bank at the Nemours Center for Childhood Cancer Research. The Tumor Bank allows simultaneous testing of thousands of tissue samples to assist in finding new drugs specifically for the treatment of pediatric cancers.

## Partnership Publications & Special Events

- The Partnership publishes *Together* magazine twice each year, featuring stories about patient, physicians, researchers and the donors who generously support Nemours. *Together* is mailed to 30,000 households and made available online and at all Nemours locations.
- The *Annual Report to Donors*, mailed to approximately 13,000 homes and businesses, lists all contributors of \$100 or more and shows donors how their contributions have been used to benefit children.
- Many events (such as golf, tennis and cheerleading tournaments) are sponsored by community individuals or organizations for the general benefit of Nemours or a specific program (such as diabetes, cancer, cardiac care). The net proceeds are contributed to the Partnership, which offers assistance and guidance for these "third-party" events.
- The Partnership presents *A Night at Nemours*, a black-tie gala held each year on the campus of the Nemours/Alfred I. duPont Hospital for Children. The 2009 event raised \$185,000 to assist in establishing an endowed chair in orthopedics.
- Nemours BrightStart! Dyslexia Initiative in Jacksonville was the 2008 beneficiary of *A Night with Nemours*, receiving \$85,000 to support programs that identify and address reading problems in young children. Net proceeds of the 2009 event benefited children with problems of the endocrine system such as diabetes and growth disorders.