Barr & Barr Expresses Gratitude for Colleague’s Care with Gift in Support of New Orthopedic Care Unit

When construction professional Steve Killian recently traded his hard hat for a hospital gown, the experience inspired him to help build Baystate Health in a whole new way.

As executive vice president and chief operating officer at Barr & Barr, a construction management firm specializing in healthcare and higher education, Steve has been involved in many of the capital projects Baystate Health has undertaken in recent years to enhance patient care. After surgery at Baystate Medical Center, he recently got an up-close look at what the patient experience is like – and how important it is to invest in state-of-the-art care environments.

Last summer, a career spent on construction sites caught up with Steve.

Compounded stress on his hip led him to turn to Andrew P. Lehman, MD for orthopedic surgery at Baystate Medical Center. “The entire process was incredible, and I was so impressed by both the level of care I received and the compassion and professionalism of everyone involved in providing that care,” he remembers. “I’m truly grateful.”

Barr & Barr was grateful, too, to have Steve back in action.

Barr & Barr’s Gift of Gratitude advances orthopedic care by supporting South Wing expansion at Baystate Medical Center. When Baystate Medical Center’s new Orthopedic Care Unit in the South Wing opened in July, a plaque at the nurses’ station was dedicated in recognition of the firm’s generosity. Barr & Barr made the first gift in support of the new wing, in honor of the excellent care Steve received.

To learn more about Baystate Health Foundation’s Gifts of Gratitude program, please see page 5 of this issue of Impact and visit baystatehealth.org/bhf.

Superheroes Come in all Sizes. So Must their Chariots.

Ben Manzi is busy. He’s raising funds to buy pediatric wheelchairs for Baystate Children’s Hospital. He’s in the second grade at Academy Hill School in Springfield. And he’s battling leukemia.

Seven-year-old Ben Manzi and his little brother, 5-year-old Gabriel, had an exciting summer – including visits to Legos headquarters in Enfield and family in New Mexico.

One not-so-fun activity was also included. Ben had to make time for chemotherapy.

It all started last fall.

Always a remarkably well child, Ben suddenly seemed to catch every cold.

“He was sick for five weeks straight,” his mom, Kati Otero, remembers. “He had a lot of bruises. And he was absolutely exhausted.”

Kati knew something was really wrong when Ben was too tired to play on his beloved Holy Name soccer team. (continued on page 8)

Pictured (right): Gabriel, Kati, and Ben (left to right) test-drive a new pediatric wheelchair at Baystate Children’s Hospital.
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Baystate Health Foundation
Together you help us achieve a higher state of caring.

Your 24/7 Impact

Sam Hanmer, Chair, Baystate Health Foundation

Baystate Health never sleeps. Neither does the philanthropy that fuels it.

Right now, as you read this, there may be a child who’s a bit less scared today at Baystate Children’s Hospital – because another little boy is raising funds to provide toys and pediatric wheelchairs for children undergoing treatment for cancer and other serious health issues.

In our Davis Family Heart & Vascular Center, people are preparing to return to their lives after heart attack and stroke – thanks to the generosity of people like Edward, Erna and Milda Gramse, whose gift to Baystate Health keeps giving long after their own lives have concluded, and John Goodrow, whose gift of gratitude is already at work helping other patients.

In every Baystate Health hospital and organization, patients also benefit from corporate generosity like that of Barr & Barr. We honor Barr & Barr’s gift, made in gratitude for the care received by Steve Killian, as well as the support of our entire business community. And we are proud to provide the care that keeps our regional workforce healthy.

This issue of Impact paints a vivid picture of the many ways in which your generosity makes a difference – and the many ways in which you can give.

You may choose to make a gift – in cash or through other means – to help our patients right now. You may make a planned gift – through a bequest or another vehicle of your choice – to sustain Baystate Health’s excellence for future generations. You may be a catalyst – inspiring others to give.

Our Foundation staff can help you craft the approach that’s best for you.

The people featured in this issue of Impact have given to Baystate Health in gratitude and in grief. They bring diverse life experiences to their philanthropy. But their divergent paths have led them to the same place: Baystate Health Foundation. They are all now part of something much larger than themselves. And their generosity – like yours – touches the lives of our patients every day.

On behalf of all of our patients, I extend my profound gratitude to the philanthropists featured in this issue of Impact – and to you.

As we enter this season of giving, I hope you will consider making Baystate Health Foundation a recipient of your generosity. We are deeply grateful. And we wish you wonderful holidays and a great year ahead, illuminated by the gifts of health and happiness.

Thanks to generous people like you, Baystate Health is nationally recognized for its excellence and innovation.

Baystate Health Foundation is on Facebook!

Like our page today! We’d love to keep you informed all year long - sharing stories about how Baystate Health’s exceptional care is impacted by gifts made by generous people like you.

facebook.com/baystatehealthfoundation

Baystate Health

Thanks to generous people like you, Baystate Health is nationally recognized for its excellence and innovation.
When Baystate Wing Hospital’s current Emergency Department was built in 1995, it was designed for 10,000 patient visits annually. Today, that number is approaching 24,000.

The result: a facility straining to accommodate more than double the utilization for which it was intended – along with the increased space demands that accompany 21st century technology and more complex care, including more patients presenting with behavioral health needs.

Ellen and Ed Noonan are co-chairing a campaign to raise $2.8 million in support of a new Emergency Department at Baystate Wing Hospital.

“Baystate Health is keeping more than 35,000 seniors healthier through our physicians coordinate care more seamlessly through the Medicare program.

We’re working with Partners for a Healthier Community to improve the health of our Medicaid patients.

And we’ve partnered with UMass Medical School to establish Springfield’s first-ever medical school campus – where we’re preparing the next generation of primary care physicians for practice in urban and rural settings.

Ellen and Ed Noonan are now chairing a campaign to build a new Emergency Department at Baystate Wing Hospital – further strengthening the coordinated system of care we’re developing for patients in the eastern region. Other capital improvements are underway throughout Baystate Health – each one designed to accommodate our patients’ needs.

You make that possible.

Your support has never been more vital.

Your philanthropy allows us to anticipate and address our patients’ needs, plan and deliver care in innovative ways, and sustain care of the highest-quality. No traditional revenue stream can do that. No one but you can do that.

Thank you for making Baystate Health Foundation your charity of choice.

To learn more, or to contribute to the campaign, please contact: Teresa Grove at (413) 370-5798 or teresa.grove@baystatehealth.org
Former Patient Honors Benjamin Kitt, D.O.

In the early morning hours of September 24, 2015, Springfield resident John Goodrow’s heart stopped. Three times.

Fortunately, he was at Baystate Medical Center when it happened.

John’s ordeal had begun the night before, when he sat down to eat dinner and watch television after a full day of work at his landscaping job in Agawam, followed by evening errands.

“I noticed that he was pausing to eat, so I asked him if he was okay,” remembers John’s friend, Stacee Crane. “He didn’t respond, but jerked back suddenly. I asked him again, and he said he wasn’t sure. He was turning gray.”

After that, everything happened fast.


Pictured: Dr. Benjamin Kitt (left) and John Goodrow (center) with John’s children, Ellah and Jonah.

Later, after cardiologist Kyle Richards, MD, placed a stent in his almost completely blocked left anterior descending artery, John coded for a third time in the Intensive Care Unit (ICU) – this time for 9 minutes.

When John regained consciousness and was moved to the Progressive Care Unit (PCU) in Baystate’s Davis Family Heart & Vascular Center, he realized that he had a different kind of chest pain. “You could see the paddle marks,” Stacee remembers.

“They had worked so hard to save him.”

On John’s first day in the PCU, a young physician stopped by and asked if John’s chest hurt. “I’m afraid I’m to blame for that,” he said with a smile. In that moment, Stacee and John recognized him.

“I remembered Dr. Kitt putting his hands over my hands that night, and helping me to calm down and tell him everything that had happened before John came to the hospital,” Stacee says. “He had already saved John’s life twice by then.” (continued on page 5)

Three Generations Gather at Baystate Medical Center to Honor Gramse Family Legacy

The seeds of Dr. Laura Gramse’s career in dentistry were planted in childhood, when she assisted her father, Harold Gramse, DDS in his office and accompanied him on rounds at Baystate Medical Center to see patients who had undergone oral surgery procedures.

Her uncle, Arthur Gramse, MD was also a surgeon at BMC whom many – including Alvin Keroack, MD, the father of Mark Keroack, MD, president & CEO, Baystate Health — remember fondly. The Dr. Arthur Gramse Funds have made a difference in strengthening and maintaining crucial resources for our physicians and residents.

A living legacy

The Gramse family has now planted even more seeds for the future at Baystate Medical Center.

Funds from a charitable remainder trust – established by Edward Gramse, DDS Harold’s brother, who was also a dentist, and his sisters, Erna and Milda Gramse – contributed to the Campaign for Baystate Medical Center. In July, Laura and her three children – all of whom were born at Baystate – joined her father for a tour and dedication of the plaque honoring her uncle’s generosity.

“It was a great day,” says Laura. “Our family has always had a special connection to the hospital, and it was wonderful to see our family name engraved there, as a permanent part of the building.”

A timeless gift

The Gramses’ gift to Baystate Medical Center will impact lives in western Massachusetts long after his death. The structure of his gift accrued benefit to him during his life, as well, explains their attorney, Hyman G. Darling.

“The Gramse family was interested in making a charitable contribution to Baystate Medical Center, and at the same time wanted to sell a parcel of real estate. They also wanted to receive some income while Dr. Gramse and his sisters were alive,” recalls Darling, an attorney in the Springfield office of Bacon Wilson, P.C. “I suggested creating a charitable remainder trust, with Baystate receiving the remainder to support the new patient rooms and the other spaces created through the Hospital of the Future campaign. The Gramse family benefited with nominal tax costs and were able to make a significant and meaningful gift to an organization that they loved.”

Powerful inspiration

Darling adds that a veteran staff member of his firm, who knew Dr. Gramse, was recently admitted to Baystate Medical Center for a procedure and noticed the plaque upon arrival at the hospital.

“Every gift makes a difference in the lives of our patients,” explains Jane Albert, vice president of philanthropy, Baystate Health and executive director of Baystate Health Foundation. “This plaque reminds everyone that we are a community of generous people who take care of each other – inspiring philanthropy while providing resources and comfort to our patients.”
This is why I went into medicine. I wanted to help people. I wanted to make connections. Days like today make me feel incredibly grateful.

– Dr. Benjamin Kitt

Gift of Gratitude
Now recovered, John Goodrow watches his diet and continues cardiac rehabilitation at Baystate Medical Center. He has returned to work part-time. But he will never forget Dr. Kitt.

On May 20, John arrived at Baystate Medical Center with an entourage of appreciative family members to present a Gift of Gratitude to Dr. Kitt.

The two men welcomed the opportunity to shake each other’s hands. And Dr. Kitt expressed his own gratitude.

“Things don’t always turn out the way they do on TV, and we’re very fortunate that John had such a good outcome,” he said. “It’s wonderful to see him doing so well. And I’m incredibly grateful to him and his family for honoring me with such a meaningful gift. Their Gift of Gratitude will help other patients, in ways that we can’t even imagine.”

To watch John Goodrow and his family present their Gift of Gratitude to Dr. Kitt, please visit baystatehealth.org/bhf and click on “Stay Connected”

A Tale of Two Bens

Jane Albert
Vice President of Philanthropy, Baystate Health
Executive Director, Baystate Health Foundation

At first glance, all they have in common is their name. Seven-year-old Ben Manzi, who is raising funds to help other kids – when he isn’t busy surviving leukemia. Dr. Benjamin Kitt, whose life-saving care inspired his patient to make a gift to benefit all patients. These two Bens have never met. But they represent the beating heart of Baystate Health – the daily experience of courageous patients and stellar health care professionals, made possible by generous people like you. Together with everyone reading their stories in this issue of Impact, you are part of the extraordinary philanthropic community of Baystate Health Foundation.

Every day, people share transformational life experiences at Baystate Health. Sometimes those experiences spark a meaningful philanthropic opportunity. Our Foundation team is here to help you channel your generosity to impact our patients’ lives. We’re ready to help you find ways to give that mirror your passions and priorities.

Create your Legacy by Providing for your Loved Ones…
And a Cause you Love

It’s never too early - or too late - to plan for the people and causes you care about. A thoughtful, up-to-date estate plan will ensure that your wishes are carried out - creating and preserving your lasting personal legacy. While each family’s situation is different, there are some planning strategies that can help you provide for your heirs and make a difference in quality healthcare now and for generations to come. Contact us for your FREE Wills Guide or to have a conversation with our planned giving specialist. All inquiries are strictly confidential.

To learn more about planned giving through Baystate Health Foundation, please visit our new planned giving site at baystatehealth.org/planmygift.org or contact Kylie Johnson at (413) 794-7789 or kylie.johnson@baystatehealth.org

Gifts of Gratitude

Baystate Health Foundation’s Gifts of Gratitude program offers a deeply impactful way to honor a physician, nurse, technician, or any member of the Baystate family who has contributed to a positive care experience for you or your family – while at the same time benefiting other patients in our care. The caregiver you wish to recognize will receive your message of thanks, as well as a special commemorative pin that will always remind him or her of your thoughtfulness. And your gift will help to fund the programs, technology, and facilities that support care for patients.

To learn more about Gifts of Gratitude, please contact Kathy Tobin at (413) 794-5996 or kathy.tobin@baystatehealth.org
Keeping Care Local Campaign Makes New Surgical Center Possible at Baystate Franklin Medical Center

Thanks to the generosity of all who contributed to Baystate Franklin Medical Center’s Keeping Care Local campaign, the hospital opened a $26 million, state-of-the-art surgical center in June. The freestanding building offers four new, larger operating rooms designed to accommodate advanced procedures and technologies, along with an array of other features and facility improvements. The Baystate Franklin Medical Center family gathered to celebrate the conclusion of the campaign, which raised $5 million for the new facility under the leadership of campaign co-chairs Robbie and Mary Cohn and honorary co-chairs Charles and Betty Barker.

Pictured: (left to right) Brad Albert; Baystate Health Foundation executive director Jane Albert; campaign co-chairs Robbie and Mary Cohn; Cindy Russo, president & chief administrative officer, Baystate Franklin Medical Center and Nancy Shendell-Falik, president of Baystate Medical Center; and senior vice president for hospital operations, Baystate Health.

Keeping Care Local Campaign Donors

Thank you to all who made Baystate Franklin Medical Center’s state-of-the-art surgical center possible. Your generosity is saving lives every day.

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& Jane Edwards*
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& Margaret Alexander*
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President’s Society Annual Reception

Baystate Health Foundation celebrated the generosity of hundreds of donors at the annual President’s Society Reception on September 21. The event, which recognizes the impact that philanthropic support has on the health system, included presentations from Mark A. Keroack, MD, MPH, president and CEO, Baystate Health and Jane Albert, vice president of philanthropy, Baystate Health and executive director, Baystate Health Foundation, as well as a Q&A Forum with members of the Baystate Health President’s Cabinet. This year’s event also included a special celebration honoring Robbie and Mary Cohn of Greenfield, longtime donors to Baystate Health Foundation and Baystate Franklin Medical Center, and co-chairs of BFMC’s successful Keeping Care Local campaign as the inaugural recipients of the Baystate Health Foundation Impact Award. The Impact Award will annually recognize a donor or organization whose passion, dedication and philanthropic leadership has positively impacted healthcare in our community.

Baystate Health Foundation Events Make a Big Impact

Thank you to our donors who walked, ran, cycled and golfed at our spring and summer events – and to everyone who supported those who did. Your participation, energy and generosity make a tangible impact in our patients’ lives and help us deliver a higher state of caring.

Katelynn’s Ride/Run: Hundreds of cyclists and runners hit the pavement in June for Katelynn’s Ride/Run at Hampshire College in Amherst. This year’s event marked the first year in which all proceeds raised will benefit the Children’s Cancer Hope Fund at Baystate Children’s Hospital. Since its inception, Katelynn’s Ride/Run has raised $335,000 in support of pediatric oncology.

Pictured is trauma surgeon, Andrew Doben, MD, captain of Baystate Health’s Team Cyclomeds, on his 100-mile ride.

Walk of Champions: Hundreds walked in support of the Baystate Regional Cancer Program and Baystate Mary Lane Outpatient Center at this year’s Walk of Champions, raising $75,000.

Pictured is cancer survivor Janet Schoonover, leading the way under the balloon arch.

Max Golf Classic: This July, Crestview Country Club hosted a full field of golfers at the festive Max Golf Classic, presented by Max’s Tavern. The tournament raised over $235,000 toward equipment for the new Pediatric Procedure Unit at Baystate Children’s Hospital.

Pictured is Jim Trask, committee member, with his sponsorship flag.

Wheeling for Healing: In August, 180 cyclists, walkers and runners participated in the Wheeling for Healing Ride/Walk/Run, raising $50,000 for cancer care and services at Baystate Franklin Medical Center.

Pictured are members of the MedCare cycling team. MedCare was also a sponsor of this year’s event.

Baystate Children’s Hospital Golf Tournament: In May, the Baystate Children’s Hospital Golf Tournament celebrated twenty-five years of support with over 200 golfers taking to the greens at Longmeadow Country Club and The Ranch Golf Club. Under the leadership of tournament chair Adrian Levsky, the event raised over $185,000 toward the new Pediatric Procedure Unit at Baystate Children’s Hospital.

Pictured (left to right) are Jim Sadowsky, chair, Baystate Health, Barbara Sadowsky, Scott Sadowsky and Ginny Levsky at the post-tournament celebration hosted by Latitude in West Springfield.

Save the Date & Tune In!

16th annual 94.7 WMAS Radiothon for Baystate Children’s Hospital
March 2-4, 2017

Upcoming Events
When he was a toddler, Ben used to tell his mother that he would be a superhero when he grew up – disguised as a doctor. Battling leukemia has called on all his superpowers.

The child life specialists at Baystate Children’s Hospital made sure Ben was surrounded by Legos, dinosaurs, and all of his favorite things. But there was no pretending that his winter and spring were anything other than a blur of inpatient and outpatient treatment. There have also been kidney stones. And migraines. And pain.

A little boy in a big wheelchair
Ben spent a lot of time traveling around the hospital for tests and procedures – mostly in wheelchairs designed for people a lot bigger than he was. They were not very comfortable. And sometimes even kind of scary – even for a superhero.

“He was such a little boy in such a big wheelchair,” Kati remembers. “Going for procedures was already creating anxiety for him. Being in the big chair made everything seem even more ominous.”

Ben and Kati found out that children’s wheelchairs do, in fact, exist – and that they’re actually in use in Baystate Medical Center’s Sadowsky Family Pediatric Emergency Department.

Ben decided to make sure that Baystate Children’s Hospital had them, too.

Team BAM to the rescue!
With help from friends and family members, coming together under the banner of Team BAM (Ben’s initials), Ben and his mom have raised $1,500 – enabling Baystate Children’s Hospital to purchase four pediatric wheelchairs.

But that’s still not enough to make sure that every child will have a child-sized chair, every time.

Ben needs some new friends to help purchase ten additional chairs at $350 each.

Everyone at Baystate was so kind, and surrounded us with so much love and positivity. We want to give back in ways that make a real difference for the children who receive care there.

– KATI OTERO

Love and positivity
Now in remission, Ben will receive chemotherapy for the next three years. But superheroes never rest. Team BAM continues to raise funds, host blood drives and toy drives, and otherwise channel support for children with cancer.

“Everyone at Baystate was so kind, and surrounded us with so much love and positivity,” says Kati. “We want to give back in ways that make a real difference for the children who receive care there.”

Kati predicts that Ben will take an increasingly active role in leading the charge as he grows older. “Ben loves Team BAM, and we think Baystate is awesome.”

If you would like to help Ben and Team BAM provide pediatric wheelchairs for patients at Baystate Children’s Hospital, please contact: Kathleen Bronner at (413) 794-7798 or kathleen.bronner@baystatehealth.org

To watch Ben test-drive one of the pediatric wheelchairs he helped purchase for Baystate Children’s Hospital, please visit baystatehealth.org/bhf and click on “Stay Connected.”

Make an Impact by Taking Stock in Baystate Health Foundation

As you consider a charitable contribution this year, you may want to consider a gift of appreciated stock as a particularly attractive way for you to make a meaningful gift and enjoy tax savings.

If the stock has been held for more than one year, a gift of stock to Baystate Health provides valuable benefits to you:

- the satisfaction of knowing your gift is making a meaningful impact for lifesaving and life-changing care
- an income tax deduction for the full fair market value of the stock at the time of the gift
- reduction or even elimination of capital gains tax on any increase in value over its cost

Using appreciated securities for charitable gifts makes sense even if you want to keep that particular stock in your investment portfolio. In that case, the tax-wise way of giving is to donate the appreciated securities to Baystate Health, and use the cash you would have gifted to buy the same stock on the stock market. In doing so, you may secure a new and higher original purchase price for the shares, reducing your capital gains exposure.

<table>
<thead>
<tr>
<th>Charitable Deduction</th>
<th>Donate Appreciated Securities Directly to Baystate Health</th>
<th>Donate $10,000 Cash</th>
<th>Sell Securities and Donate the Proceeds</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ordinary Income Tax Savings (assumes 35% rate)</td>
<td>$3,500</td>
<td>$3,500</td>
<td>$3,500</td>
</tr>
<tr>
<td>Capital Gains Tax Paid (assumes 15% tax rate on $8,000 gain)</td>
<td>$1,200 saved</td>
<td>N/A</td>
<td>$1,200 paid</td>
</tr>
<tr>
<td>Net Tax Savings</td>
<td>$4,700</td>
<td>$3,500</td>
<td>$2,300</td>
</tr>
</tbody>
</table>

Making a gift of securities to support our mission is as easy as instructing your broker to transfer the shares. For further information about giving with appreciated securities, please contact Kylie Johnson at (413) 794-7789 or kylie.johnson@baystatehealth.org.

This information is not intended as legal or tax advice. Gifts of stock can be complex: we encourage you to consult your tax or financial advisor.

Baystate Health Foundation
Together, we deliver a higher state of care.

280 Chestnut Street | Springfield, MA 01199 | (413) 794-5444 | baystatehealth.org/bhf