



NORTON REGIONAL
HEALTH FOUNDATION

“EMBRACING OPPORTUNITY”

2018 ANNUAL REPORT

Norton Regional
HEALTH FOUNDATION





“A pessimist sees the difficulty in every opportunity; an optimist sees the opportunity in every difficulty.”
— Winston Churchill

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The Norton Regional Health Foundation is a 501(c)(3) nonprofit organization that focuses on the importance of rural health and health care. The Foundation’s mission is “to support the enhancement of quality health care for the residents of Norton County and surrounding counties by securing gifts and contributions for the support of the mission of Norton County Hospital.”

This report was written, designed and produced by Katie Allen, Foundation Executive Director.

About the Foundation

The Norton Regional Health Foundation, started in 2016, desires to support projects of Norton County Hospital, Norton Medical Clinic and community health initiatives. Our hospital is a 25-bed critical access hospital and Level IV trauma center, and along with the clinic, provides medical services for residents of Norton County and surrounding northwest Kansas and southwest Nebraska communities. We have 120 skilled employees to assist our medical providers in all levels of inpatient care, a full range of outpatient ancillary services and several visiting physician specialty clinics (with more specialists being added on a regular basis).

Because of the many services the hospital and clinic continue to provide as they evolve to meet more demands for health care, patients have the convenience of staying close to home to receive the care they need, which also positively benefits the local economy. The hospital's roots trace back to the early 1900s, but it has been named Norton County Hospital since 1945.

Five-year averages show Norton County Hospital will annually:

- **See nearly 19,000 patients for outpatient services**
- **See nearly 2,000 patients in specialty clinics**
- **Attend to more than 21,000 patient visits at Norton Medical Clinic**
- **Witness more than 3,000 days of patient hospital stays**
- **Provide care for about 2,000 emergency visits**

Many hospitals have foundations in place to help raise funds to support a variety of projects. Gifts to the Norton Regional Health Foundation can be used for a variety of purposes and needs. The Foundation wishes to grow its assets so that it can always be here to provide funds to the hospital and clinic when needed. It also knows that healthy living is necessary outside of the facility and wishes to make healthy communities a priority as well. The Foundation hopes to help keep the Norton region economically sound by allowing for quality health care services for current and future generations!

Collaboration with Live Well Norton

The Norton Regional Health Foundation believes in the value of health care and healthy communities and just as it aims to support projects of Norton County Hospital and Norton Medical Clinic, it also aims to help make the healthy choice the easy choice among rural communities in the region, with the realization that "Health is wealth for our economy and our quality of life." This is the vision of Live Well Norton, a local volunteer-driven coalition with a focus on sustainable community wellness projects. An example of this is the Foundation and Live Well Norton collaborating to fund a new trail along Norton's Armory Drive to allow for a greater opportunity for safe physical activity. Another example is funding the Norton Kids' Cafe, a summer lunch program for all youth ages 18 and younger. The Foundation and Live Well Norton are working to educate and motivate regional citizens to build an understanding of the relationships among health, health care and their environment, and have them serve as effective advocates for healthy living. This will enable more opportunities for quality health care locally and economic stability/potential growth. Live Well Norton members are listed on p. 8.

About the Foundation



The 2018 Norton Regional Health Foundation Board of Directors pictured (front row, from left) Jill Edgett, Secretary/Treasurer; Jennifer Miller; Karen Griffiths; (back row, from left) Terry Nelson, Vice Chair; Dennis Gilhousen, Chair; Shad Chandler; and Chris Tanner.

What benefits do being a 501(c)(3) offer my nonprofit and its contributors?

Primary benefits of being tax-exempt under Internal Revenue Code Section 501(c)(3) include, for example:

- **Donor Development.** We have the ability to accept contributions that are tax-deductible to the donor. Like many other nonprofit organizations, the Norton Regional Health Foundation promptly sends donors thank you letters and tax receipts for their contributions. This allows for continued donor development; knowing our donors means they are more apt to learn about our current and future projects and perhaps donate again.

- **Financial.** Such 501(c)(3) exemptions include federal and/or state corporate income taxes. The Foundation has the ability to apply for grants and other public or private allocations available only to IRS-recognized, 501(c)(3) organizations (making dollars go farther!). It also has the ability to create and direct its own Investment Policy to maximize the return on invested assets while minimizing risk and expenses. This is done through prudent investing and planning, as well as through the maintenance of a diversified portfolio. It's important to note that gifts can match the donor's passion and interest and be earmarked for a certain department or cause.

- **Recognition & Support.** There is a sense of public legitimacy of and trust in an IRS 501(c)(3) recognition. Our Foundation supports the stability and enhancement of health and health care in the Norton region. The Foundation processes requests in two ways to balance *today's financial support* and *financial growth for the future*: (1) Requests for Support Form and Policy and (2) Identified capital improvement project(s). Requests for Support are for those expenses that are not part of the capital budget. This would include, for example, unplanned items of need that arise and were not part of the budgeting process (such as the second set or surgical instruments highlighted on p. 7). The Foundation Board, with recommendations from NCH administration, can decide on its fundraising projects that may be in the capital budget (such as a new CT Scanner also on p. 7).

We are all advocates for our Hospital and Foundation, and we create a united working team to witness success today, tomorrow and well into the future!

- Contributing Source: The Foundation Group

Executive Director Letter

Dear Foundation Friends:

I have taken many surveys throughout my collegiate and professional life that helped identify my strengths. One of my top identified strengths time and again is “achiever.” According to the Gallup StrengthsQuest, achievers have drive. They feel as if every day starts at zero. By the end of the day, achievers must complete something tangible to feel good about themselves. This must happen every single day – workdays, weekends and even vacations (yes, I am a known itinerary-maker for all my vacations!). If they don’t achieve what they’ve set out to do, they feel dissatisfied. The internal fire burning inside achievers pushes them to do more, to achieve more. After each accomplishment is reached, it’s on to accomplishing the next goal.

I really can’t think of a more accurate description of who I am. I am not afraid of looking a challenge square in the eye, working hard and making things better. My biggest fault is also an obvious one – I have a hard time dealing with situations that are out of my control. I wouldn’t be truthful if I said the last year-and-a-half working in health care wasn’t difficult. It’s difficult to have a plan for an expansion and remodel of our hospital only to see those plans evaporate due to financial strains. It’s difficult to lose medical providers at our hospital and even more difficult to understand how that loss affects a rural community, or region for that matter. It’s difficult to sit with other stakeholders to determine how to move forward on these fronts in the most **positive** way possible.

The glass cannot be half-empty. Pessimism, while easy to fall victim to, is not an option. As I reflect on the past 18 months, I must say that times of challenge created opportunities. While it may take time to enhance our hospital’s facilities and recruit a stable medical staff (both items the Norton Regional Health Foundation is committed to supporting), we still have a job to do. Each and every day, there is something to achieve. Despite setbacks, the Foundation has shown that it is here to make a difference in the quality of health and health care in the Norton region. Some of those achievements in 2018 are highlighted in this report. In summary:

- The Foundation, with Norton County Hospital, awarded several thousand dollars in scholarships to nursing and other students in the health care field to support their education and future careers.
- The Foundation funded two equipment expenses to help improve quality of patient care at Norton County Hospital: (1) A new fetal heart monitor to enhance mobility for laboring mothers and (2) An additional set of surgical instruments to help improve turnaround time for surgeries; therefore, more patients could be treated in a given day (voted for surgical instrument funding in 2018, purchase made in early 2019).
- The Foundation funded Norton County Hospital’s 2018 Community Health Needs Assessment so that a survey could be conducted of local citizens to understand their needs and furthermore, allow those needs to be part of the hospital’s three-year strategic planning process.
- The Foundation created an Investment Policy and Portfolio to serve as good stewards of charitable donations and grow its assets for generations to come.
- The Foundation, with its collaborator Live Well Norton, funded the new trail along Armory Drive to help improve access and safety for physical activity (walking, jogging, biking) in the summer of 2018. It also funded the summer meal program – Norton Kids’ Café – so children ages 18 and younger had access to free meals while school was not in session.

With Norton County Hospital’s strategic plan completed by the end of 2018, more work (backed by data) can be done to adequately support our patients and local communities. I feel we are on the cusp of some **positive** changes to revive our local health care system, and I can’t wait to see what we can accomplish as a team of staff, board members, patients, donors and friends.

Opportunity doesn’t await. Our opportunity is now!

*Sincerely,
Katie Allen*



Our Future

Opportunities for staff recruitment provided through scholarships



The Norton Regional Health Foundation, with Norton County Hospital, awarded scholarships to students pursuing advanced degrees in the medical field for the Summer 2018, Fall 2018 and Spring 2019 semesters.

Summer 2018 recipients (pictured at bottom left):

Bailey Dodd, Norton, awarded a \$1,000 scholarship from the Warren and Jean White Nursing Scholarship Fund; Bailey is taking college courses to become a LPN.

Stefanie Dodd, Norton, awarded a \$1,000 scholarship from the George Jones Nursing Scholarship Fund; Stefanie is a nursing instructor and currently works in the Nursing department at Norton County Hospital as a RN. She is completing her Bachelor of Science in Nursing degree.

Fall 2018 recipients (pictured at top):

Amber Graber, Norton, awarded a \$1,000 scholarship from the George Jones Nursing Scholarship Fund; Amber is taking college courses to become a LPN.

Amanda McDermott, Hill City, awarded a \$1,000 scholarship from the Warren and Jean White Nursing Scholarship Fund; Amanda is taking college courses to become a LPN.

Jordan Villarreal, Prairie View, awarded a \$1,000 scholarship from the Warren and Jean White Nursing Scholarship Fund; Jordan is taking college courses to become a LPN.

Melody DeWitt, Phillipsburg,

awarded a \$1,000 scholarship from the Helen Stevenson Memorial Scholarship Fund; Melody is continuing her nursing education, and she currently works as a LPN at Norton County Hospital.

Spring 2019 recipients (pictured at bottom right):

Nicole Henry, Norton, awarded a \$1,500 scholarship from the Helen Stevenson Memorial Scholarship Fund; Nicole currently works in the Norton County Hospital Laboratory department and is continuing her education to become a medical lab technician.

Baylee Miller, Norton, awarded a \$1,000 scholarship from the George Jones Nursing Scholarship Fund and a \$1,000 scholarship from the Warren and Jean White Nursing Scholarship Fund; Baylee is working toward a degree in nursing.



Meeting Equipment Needs

The Foundation funded two equipment expenses for Norton County Hospital: (1) A new fetal heart monitor to enhance mobility for laboring mothers (about \$22,000) and (2) An additional set of surgical instruments to help improve turnaround time for surgeries; therefore, more patients could be treated in a given day (about \$11,000, photo at right). These equipment needs were funded through a Request for Support application process that allows all hospital departments and Live Well Norton an opportunity to seek Foundation funds. The Request for Support must be accompanied by supporting documentation, such as the identified bid for the project. The Foundation wishes to be good stewards of donated funds and support projects that are well thought out and showcase a need to improve health and health care.



Building the CT Scanner Fund

Tax-deductible gifts to the Norton Regional Health Foundation are graciously accepted at any time. Any general, unrestricted gifts will help support any and all health and health care related projects funded by the Norton Regional Health Foundation. Donors can also designate their contribution as “restricted” to support a current project, or to establish a new fund to support items such as a scholarship or major purchase deemed appropriate by the donor and Foundation. A current fundraising project includes the purchase of a new CT Scanner.

Funding a new CT Scanner for Norton County Hospital is a large task. This new equipment is needed to continue to keep the best care close to home for patients and help us save lives. It will cost at least \$300,000 to replace the hospital’s current machine. CT scans allow hospitals to explore inside the human body to help determine the location, type, and extent of a disease or injury. These scans can be life-saving in chronic and emergent situations. The replacement machine would have many benefits for patients; it would be more technologically advanced and equipped to produce higher-quality images for more precise diagnoses. Greater CT technology reduces the need for invasive exploratory surgeries and biopsies, which could ultimately save patients time and money. The new scanner would also use the latest in radiation dose reduction and deliver better patient comfort and quality of care. The Foundation made the CT Scanner fund the focus of its 2018 annual giving campaign.



In addition to the CT Scanner, the hospital has several current projects planned to improve patient care. The Norton Regional Health Foundation can help match a donor’s wishes to a project of need. Among those other “patient needs” projects could include, for example:

- New patient beds (Most of the current beds are more than 15 years old and need replaced.)
- Improved call light system (Allow patients to receive faster, more efficient responses from medical staff, and allow staff members to communicate with one another more effectively.)

Our Communities

Opportunities for making healthy decisions in everyday life: physical activity

Live Well Norton, in collaboration with the Norton Regional Health Foundation, secured funding to complete a trail running east to west along the north side of Armory Drive in Norton. The Armory Drive Trail stretches a half mile from Highway 283 by the National Guard Armory to West Street, with crosswalks in place to allow for safe crossing, particularly for children going to school.

Construction began in October 2017 and was completed in June 2018. The project cost about \$130,000 total; however, a majority of those costs were covered by the City of Norton, supplying equipment, supervision and some materials, and the Norton Correctional Facility, providing the labor. The remaining costs, primarily for concrete, were funded by Live Well Norton and the Norton Regional Health Foundation, with the help of the Dane G. Hansen Foundation providing a grant of \$15,000, the Norton County Community Foundation providing a grant of \$5,000, and the Norton Trails Fund coordinated by Kristine Posson and Tonya Stover contributing the remaining \$5,000. Other donors stepped up at Norton County Match Day July 18, 2018, with gifts designated for the trail. These funds were used to pay remaining concrete expenses. In 2019, Live Well Norton hopes to fund grass seeding around the trail and do other beautification projects that could include implementing benches. We are thrilled to see people using the trail!

A ribbon cutting took place at the new Armory Drive Trail on Aug. 13, 2018. The trail was developed thanks to several individuals and community groups coming together, and the ribbon cutting was a way to publicly recognize all involved. Gina Frack, representing the Live Well Norton committee, led a program at the ribbon cutting to say thank yous to: Norton City-County Airport Board for the land, Norton's National Guard Armory for an easement to complete the trail to Highway 283, JP Metzler for engineering services, Eisenhower Elementary for support for a safer walk to school, the



Norton Correctional Facility and City of Norton for construction work, and all of the funders. Dollars were spent locally to purchase concrete and supplies for the trail from S&R Ready Mix and the Norton Homestore. The ribbon cutting ceremony also involved the Norton Area Chamber of Commerce and Norton Telegram. Lastly, Live Well Norton and the Norton Regional Health Foundation organized this entire project to help members of the community have a safer way to walk, run and bike. Those individuals who played a major role in this process include foundation executive director Katie Allen and the foundation board of directors, as well as the following Live Well Norton volunteer members (present and past): Rita Speer, Karen Griffiths, Leslie Pfannenstiel, Bill Johnson, Chad Manning, Gina Frack, Kellen Jacobs, Emily Jacobs and Caryl Hale.

Live Well Norton collaborates with the Norton Regional Health Foundation, in that all grant dollars are housed within the 501(c)(3) foundation for specific wellness projects. The Foundation's board works with the Live Well Norton committee to fulfill a variety of health and health care projects in Norton and the surrounding region. While the board primarily focuses on the health care needs of Norton County Hospital and Norton Medical Clinic, by working with Live Well Norton the board is focusing on community health needs as well.



Opportunities for making healthy decisions in everyday life: nutrition

Live Well Norton and the Norton Regional Health Foundation supported a summer meal program in 2018, and it will continue in 2019! The mission of Norton Kids' Café is to provide nutritious food to any youngsters, 18 and under. The Kids' Café Committee is a group of volunteers whose passion is to ensure all youth in Norton County have an opportunity to eat a nutritious meal, particularly during the summer months when school is not in session and access to nutritious meals may be limited. The committee shares the following goals and objectives to carry out its mission statement:

1. Offer an onsite summer meal program at the Norton First United Methodist Church.
2. Utilize the Kansas Food Bank as the sponsor by offering shelf-stable foods.
3. Assure that the program has a trained site manager and an adequate number of volunteers.
4. Treat youngsters at Kids' Café as valued individuals.
5. Offer adult guidance to model and reinforce appropriate meal-time behaviors.
6. Use opportunities that may arise to enhance the children's understanding and appreciation of the greater world around them.

Donations are accepted and administered by Live Well Norton on behalf of Kids' Café. People who are passionate about ensuring every child is fed throughout the summer have an opportunity to make a tax-deductible gift, or they can volunteer to help serve the meals! Data supports the "why" for Kids' Cafe. In Norton, nearly half of all students (46.7%) qualify for free or reduced-price lunch, according to the Kansas State Department of Education. One in 10 Norton residents is considered food insecure, meaning they lack reliable access to a sufficient quantity of affordable, nutritious food, according to Feeding America. In Kansas, 1

in 5 Kansas kids is food insecure, according to the Kansas Appleseed 2016 Childhood Hunger Report. About 13.7% of Norton County residents live in poverty, which is above the state average of 12.1%, according to the U.S. Census Bureau. Finally, low-income families must spend an average of \$300 more on groceries per month during summer, as children do not have access to school meals.

In 2018, we served 460 meals in 49 days, with an average of 9 kids attending each day. Sunshine Learning Center brought its children most Thursdays. We witnessed approximately 250 volunteer hours (low estimate) from those who served meals! Some of the volunteer organizations included Church of God, Rotary, Solutions North Bank, Nex-Tech, First United Methodist Church, St. Francis of Assisi Catholic Church, Norton County Hospital and Norton Chamber of Commerce. The Norton County Community Foundation generously provided a \$2,000 grant to assist the program in 2018 (photo below). Thanks to our volunteers, donors and the Kansas Food Bank for partnering with us!



Our Engagement

Opportunities for growing awareness

With the help of its donors and grantors, the Norton Regional Health Foundation saw growth in assets and in its number of donors for fiscal year 2018. Key items that led to this growth:

- The Foundation collaborated with Live Well Norton to showcase community health projects and helping members of the public understand how to make the healthy choice the easy choice! Donors supported projects they could see completed in the community, such as constructing the trail along Armory Drive, creating a summer meal program for children, and engaging the community through wellness activities that included a spring community wellness day and fall candy collection for our troops (photos below).
- The Foundation participated in Norton County Match Day for the second year and more than tripled its support in donations in year No. 2!
- The Foundation funded Norton County Hospital's 2018 Community Health Needs Assessment so that a survey could be conducted of local citizens to understand their needs and furthermore, allow those needs to be part of the hospital's three-year strategic planning process. More people learned about the Foundation because of these efforts throughout 2018 (more on p. 11).
- The Foundation worked on building awareness and increasing its donor base and overall funds, which led to more than 20 new donors in 2018. Work needs to continue to grow awareness of the Foundation, but continued projects such as those identified in this report help build that awareness.

Foundation funds help with restricted projects, such as scholarships, as well as unrestricted projects, such as immediate equipment needs, for Norton County Hospital. Through continued charitable gifts, the vision of next fiscal year promises to be even more prosperous for the Norton Regional Health Foundation!

Kicks on the Bricks (Community Health Day April 7, 2018) & Treats for Troops (Fall 2018)



Opportunities for knowing our communities better

Community Health Needs Assessments and implementation strategies are required of tax-exempt hospitals every three years. Not only is completion of the assessment required by law, it also offers the opportunity for hospitals to know the local communities they serve better and find ways to meet the health-related needs of their citizens.

The 2018 Community Health Needs Assessment took place May and June 2018, and Norton County residents ages 18 and older were asked to complete a short, anonymous survey; the feedback was used to chart the course for local health care priorities in the future. The assessment results were collected by Wichita State University's Center for Applied Research and Evaluation, a third-party unbiased entity; researchers also formulated the results into a meaningful packaged report. The Norton Regional Health Foundation provided the funding for the assessment, totaling \$5,650.

"The Norton Regional Health Foundation is involved in this project, because it aligns with its mission – 'to support the enhancement of quality health care for the residents of Norton County,'" said Katie Allen, Norton Regional Health Foundation's executive director, when the survey opened. "We need to hear from local citizens on how we can provide health care to our highest potential and use our resources wisely. For example, our Foundation can use the feedback to prioritize funding for projects our citizens believe to be most important."

Ultimately, health care affects us all, Allen said, and the sustainability of health care services in Norton County directly relates to the sustainability of the county's rural towns: "We need to hear from Norton County citizens their ideas to make health care better for them. Then we need to set goals and figure out ways to achieve these goals so citizens feel comfortable receiving health care services in Norton County. These services are not only important to those receiving them; they are important to those of us at the hospital and other health care entities in the county who provide them."

Gina Frack, Norton County Hospital's chief executive officer, said the compiled data and community input will allow numerous entities in the county to develop a direction for the future.

"The process of determining where we are and then where we need to be will be the framework for our hospital's strategic planning," Frack said. "We plan to share the data we gather broadly so others may be able to understand and use it, too."

Frack added that these types of assessments must be completed on a routine basis due to the continuously evolving health care system in the United States: "Our traditional health care system focuses on one patient at a time and only within the walls of our facilities. However, a majority of our citizens' lives are lived outside those walls. It is there that the greatest influencers on health exist, and it is our hope that the results uncover commonalities for those health issues in and out of the traditional health care setting."

The hospital, clinic and health department have always had supportive relationships, said Leslie Pfannenstiel, Norton County Health Department's administrator, and have worked together in the past on Community Health Needs Assessments.

"Collaboration occurs on a daily basis in the provision of care to clients and the communities we serve," Pfannenstiel said. "The Community Health Needs Assessment assists us in knowing the needs of Norton County residents and also better

equips us in pursuing grants and meeting grant requirements – an important component of keeping rural health care accessible."

The theme for the 2018 Community Health Needs Assessment and strategic planning process was "Your Health Matters," which was meant to show that every Norton County adult citizen could have a voice to help guide the future of local health care. Following the survey portion of the process, an open "town hall" meeting was provided to the public to discuss and refine the results. The data was then used to create an in-depth and strategic implementation plan that involved input from (1) local stakeholders (photo at left), (2) hospital leadership, (3) all hospital staff and (4) final approval by the Norton County Hospital Board of Trustees. The report was ultimately approved and placed on the hospital's website by the end of 2018.



Donors: Making opportunities possible

Developing and maintaining excellence in the Norton Regional Health Foundation's efforts can be credited to private gift support and grant funding. This list recognizes private gift supporters from Jan. 1, 2018 through Dec. 31, 2018. The Norton Regional Health Foundation extends its sincere appreciation to the following individuals, businesses and organizations:

Legacy Society Donor

(\$50,000 +)

Russ and Gina Frack, Norton
RW and Doris Yeager, Norton

Visionary Level

(\$25,000 - \$49,999)

Sponsor Level

(\$100-\$249)

Thomas and Cathy Brannan,
Norton

Leader Level

(\$10,000 - \$24,999)

Richard and Mary Beth Boyd,
Norton

Shannan Hempler, Norton

Builder Level

(\$5,000 - \$9,999)

Jennifer Miller, Norton

Bob and Rita Speer, Norton

Patron Level

(\$2,500 - \$4,999)

Friend Level

(\$1-\$99)

Katie Allen, Norton

Carolyn Applegate, Norton

Cody Bredemeier, Norton

Donna Foley, Norton

Rose Garrison, Norton

Monica Kats, Lenora

Alexis Kohfeld, Norton

Beverly Kindler, Norton

Beverly Klein, Norton

Denise Meyer, Norton

Allan Miller, Norton

Ray and Ruth Mizell, Norton

Mike and Leslie
Pfannenstiel, Norton

Corey and Gail Roy, Norton

Jack and Mary Kay
Woodyard, Norton

Sustainer Level

(\$500-\$999)

Charles and Beverly Kohfeld,
Norton

Glenda Maurer and Dale
Carlson, Norton

Partner Level

(\$250-\$499)

John and Pam Engelbert,
Norton



The following Businesses/Organizations also contributed to the Foundation at the following levels in 2018:

Legacy Society Donor

(\$50,000 +)

Trailblazer Level

(\$25,000 - \$49,999)

Executive Level

(\$10,000 - \$24,999)

Director Level

(\$5,000 - \$9,999)

Associate Level

(\$1,000 - \$4,999)

Almena State Bank

Investor Level

(\$250 - \$999)

Bullock Inc. Oil Properties,
Norton

St. Francis Society, Norton

Advocate Level

(\$249 and less)

Glenn Brands, Sterne/UCM,
Almena

Jamboree Foods

Moffet Drug

Norton County Farm Bureau
Association

Notes and Disclaimer: Donor recognition levels include contributions from cash and gift-in-kind donations. Donor recognition is not a validation of amount claimed by donor for income tax charitable deduction purposes. Receipts are sent to donors when the gift is made. We appreciate this generous support of the Norton Regional Health Foundation, and we want to recognize donors accordingly with 100 percent accuracy. If there is an error, please contact the Foundation at 785-877-3351.

Planning Ahead

The Norton Regional Health Foundation appreciates donor support, as we can join together to help Norton County Hospital and Norton Medical Clinic provide better health care. Some goals for 2019 are included below.

Projects:

- Aid in physician recruitment efforts for Norton County Hospital and Norton Medical Clinic.
- Continue to raise funds to support equipment purchases such as a new CT scanner.
- Now that the nursing scholarship program has been streamlined (two scholarship opportunities in one application process), the focus remains to grow the scholarship program to allow for more scholarships to be awarded to students interested in health-related careers. Currently, the scholarships awarded by the Norton Regional Health Foundation are for nursing students. We need more scholarships for students pursuing other areas of medicine, particularly those who will work in ancillary services (radiology, lab, various therapies, etc.). The hospital always seems to have openings for candidates with that education and skillset. We need assistance programs such as these for both recruitment and retention of a skilled workforce.
- Develop and enhance health-related projects within regional communities. More projects related to trails (providing opportunities for easy access to physical activity) and continuing Norton Kids' Café are priorities.

Development:

- Broaden awareness of what we do! Continue efforts of community outreach and showcasing sustainable efforts to benefit Norton County Hospital, Norton Medical Clinic and health of our communities. This includes participating in health events and getting more involved in economic development efforts.
- The Foundation has already co-hosted a variety of free educational seminars in the past with Norton County Hospital. These have primarily focused on improving health and understanding health-related programs, such as Medicare and health insurance, in addition to advance directives. More events like these will occur in 2019.
- Seek external grant sources that align with the Foundation's mission and goals, as well as the mission and goals of Norton County Hospital; continue to grow the Foundation's donor base.

Finance:

- Serve as good stewards of the funds donated to the Foundation by investing, growing assets and considering how gifts can go on in perpetuity through endowment programs.
- Ensure the Foundation builds and remains a sustainable source of funding for health and health care projects.
- Allow for donor's wishes to be part of the gift stewardship process.

Many ways to make an impact:

The Norton Regional Health Foundation accepts tax-deductible gifts in various formats. These might include:

- Memorials
 - Gifts made as a tribute to a loved one
 - Stocks
 - Commodities
 - Real Estate
 - Life Insurance
 - Estate Plans
 - Retirement Plans
 - Other Assets/Planned Giving
 - Gifts-In-Kind
 - Giving Through a Business
- (Many gifts may be deferred or pledged and spread out over a set period of time.)*

AmazonSmile opportunity:

Choose the Norton Regional Health Foundation as your charity of choice through AmazonSmile, and shop Amazon as normal. Amazon will donate 0.5% of the price of your eligible purchases to the Foundation.

Giving Assistant opportunity:

Every day, Giving Assistant shoppers earn cash back on their purchases at popular online retailers, and then they donate a percentage of those earnings to organizations like the Norton Regional Health Foundation. Donating is hassle-free, because Giving Assistant facilitates the whole process. Join Giving Assistant to start donating.

Donate online:

If you would like to make a donation online using your credit card or PayPal account, you can do so by visiting www.ntcohosp.com and clicking the Foundation tab. Once on the Foundation's page, please click the "Donate" button, and enter your information. If you have any questions, contact Katie Allen at 785-877-3351.

NORTON REGIONAL HEALTH FOUNDATION, INC.
NORTON, KANSAS
FINANCIAL STATEMENTS WITH SUPPLEMENTARY INFORMATION
FOR THE YEAR ENDED DECEMBER 31, 2018

MAPES & MILLER LLP
CERTIFIED PUBLIC ACCOUNTANTS
NORTON, KANSAS

Norton Regional Health Foundation, Inc.
Statement of Assets, Liabilities, and Net Assets-Cash Basis
As of December 31, 2018

	<u>Restricted</u>	<u>Unrestricted</u>	<u>Total</u>
ASSETS			
Cash and Cash Equivalents			
First State Bank-Checking	9,553.59	12,591.41	22,145.00
First State Bank-Money Market	0.00	103,381.80	103,381.80
Edward Jones-Money Market	191.99	0.00	191.99
FC Stone-Bank Deposits	947.88	3,018.38	3,966.26
Securities America-Bank Deposits	0.00	2,212.89	2,212.89
Total Cash and Cash Equivalents	<u>10,693.46</u>	<u>121,204.48</u>	<u>131,897.94</u>
Investments			
Common Stock	25,035.66	84,976.63	110,012.29
Exchange Traded & Closed End Funds	45,862.28	47,491.02	93,353.30
Mutual Funds	88,104.83	67,063.41	155,168.24
Total Investments	<u>159,002.77</u>	<u>199,531.06</u>	<u>358,533.83</u>
TOTAL ASSETS	<u><u>169,696.23</u></u>	<u><u>320,735.54</u></u>	<u><u>490,431.77</u></u>
Liabilities and Net Assets			
Net Assets	136,198.74	340,654.84	476,853.58
Change in Net Assets	<u>33,497.49</u>	<u>-19,919.30</u>	<u>13,578.19</u>
Total Net Assets	<u>169,696.23</u>	<u>320,735.54</u>	<u>490,431.77</u>
TOTAL LIABILITIES & NET ASSETS	<u><u>169,696.23</u></u>	<u><u>320,735.54</u></u>	<u><u>490,431.77</u></u>

No assurance is provided on these financial statements. See Selected Information-Substantially All Disclosures Ordinarily Included in Financial Statements Prepared in Accordance with the Cash Basis of Accounting Are Not Included.

Norton Regional Health Foundation, Inc.
Statement of Revenue, Expenses, and Changes in Net Assets-Cash Basis
For the Fiscal Year Ending December 31, 2018

	<u>Restricted</u>	<u>Unrestricted</u>	<u>Total</u>
Revenue			
Grants	2,000.00	0.00	2,000.00
Contributions	5,986.78	6,320.27	12,307.05
Transfer from NCH	57,534.02	0.00	57,534.02
Investments			
Gain (Loss) on Sale of Securities	709.22	-162.05	547.17
Dividends	3,497.14	4,699.70	8,196.84
Interest	0.26	1,567.52	1,567.78
Total Investments	<u>4,206.62</u>	<u>6,105.17</u>	<u>10,311.79</u>
Total Revenue	<u>69,727.42</u>	<u>12,425.44</u>	<u>82,152.86</u>
Expenses			
Program Expenses			
Community Healthcare Enhancement	34,966.14	29,145.08	64,111.22
Total Program Expenses	<u>34,966.14</u>	<u>29,145.08</u>	<u>64,111.22</u>
Support Services			
Management & General	1,263.79	3,199.66	4,463.45
Total Support Services	<u>1,263.79</u>	<u>3,199.66</u>	<u>4,463.45</u>
Total Expenses	<u>36,229.93</u>	<u>32,344.74</u>	<u>68,574.67</u>
Change in Net Assets	<u>33,497.49</u>	<u>-19,919.30</u>	<u>13,578.19</u>

No assurance is provided on these financial statements. See Selected Information-Substantially All Disclosures Ordinarily Included in Financial Statements Prepared in Accordance with the Cash Basis of Accounting Are Not Included.

Norton Regional Health Foundation, Inc.
Statement of Functional Expenses-Cash Basis
For the Fiscal Year Ending December 31, 2018

	<u>Program Services</u> Community Healthcare Enhancement	<u>Supporting Services</u> Management and General	<u>Total</u>
Operations			
Office Supplies	0.00	14.48	14.48
Total Operations	<u>0.00</u>	<u>14.48</u>	<u>14.48</u>
Fees			
Legal Fees	0.00	300.00	300.00
Accounting Fees	0.00	1,515.00	1,515.00
Business Registration Fees	0.00	40.00	40.00
Other Fees	10.00	251.50	261.50
Investment Fees	0.00	1,872.58	1,872.58
Foreign Tax Withheld	0.00	4.93	4.93
Total Fees	<u>10.00</u>	<u>3,984.01</u>	<u>3,994.01</u>
Community Relations			
Advertising/Public Relations	0.00	274.96	274.96
Travel, Conf, Staff & Board Development	0.00	190.00	190.00
Total Community Relations	<u>0.00</u>	<u>464.96</u>	<u>464.96</u>
Program Service Expense			
Community Health Activities	2,521.81	0.00	2,521.81
Community Health Needs Assessment	5,874.00	0.00	5,874.00
Health Equipment/Infrastructure Improvements			
Hospital Equipment	22,517.29	0.00	22,517.29
Armory Drive Trail	23,961.82	0.00	23,961.82
Postage	226.30	0.00	226.30
Scholarships	9,000.00	0.00	9,000.00
Total Program Service Expense	<u>64,101.22</u>	<u>0.00</u>	<u>64,101.22</u>
Total Expenses	<u><u>64,111.22</u></u>	<u><u>4,463.45</u></u>	<u><u>68,574.67</u></u>

No assurance is provided on these financial statements. See Selected Information-Substantially All Disclosures Ordinarily Included in Financial Statements Prepared in Accordance with the Cash Basis of Accounting Are Not Included.

Norton Regional Health Foundation, Inc.

Selected Information-Substantially All Disclosures Ordinarily Required by the Cash Basis of Accounting Are Not Included

Summary of Significant Accounting Policies

Nature of Activities

The Norton Regional Health Foundation, Inc. is a non-profit corporation, was formed in 2016 under the laws of the State of Kansas. It is headquartered in Norton, Kansas. The mission of the Norton Regional Health Foundation, Inc., is to support the enhancement of quality healthcare for the residents of Norton County and the surrounding counties by securing gifts and contributions for the support of the mission of Norton County Hospital.

Basis of Accounting

The records of the Norton Regional Health Foundation, Inc. are maintained on the cash basis of accounting and the accompanying financial statements have been prepared on that basis. Revenues and expenses are recognized when incurred. Noncash transactions are not recognized. The cash basis of accounting differs from generally accepted accounting principles primarily because certain revenues are recognized when received rather than when earned and certain expenses are recognized when paid rather than when the obligation is incurred.

Contributions

Contributions received are recorded as unrestricted or restricted support, depending on the existence and/or nature of the donation restrictions.

Cash and Cash Equivalents

For the purpose of the statement of assets, liabilities, and net assets-cash basis, the Norton Regional Health Foundation, Inc. defines cash as consisting of cash on hand, demand deposits, and money market accounts.

Investments

For the purpose of the statement of assets, liabilities, and net assets-cash basis, the Norton Regional Health Foundation, Inc. includes investments at their original cost basis.

Federal Income Taxes

The Norton Regional Health Foundation, Inc. is exempt from Federal income tax under provisions of Section 501(c)3 of the Internal Revenue Code.

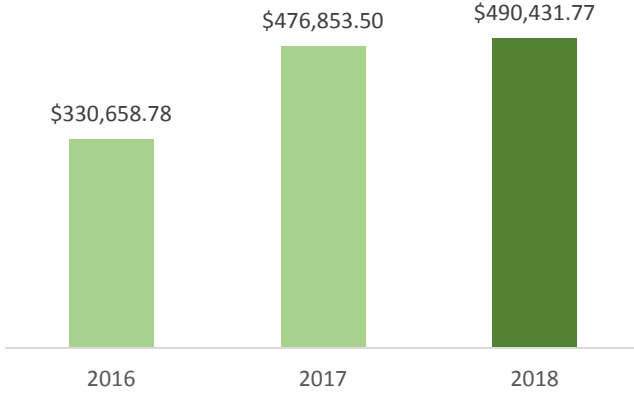
Restrictions on Net Assets

As described above, contributions are recorded as unrestricted or restricted support, depending on the existence and/or nature of the donation restrictions.

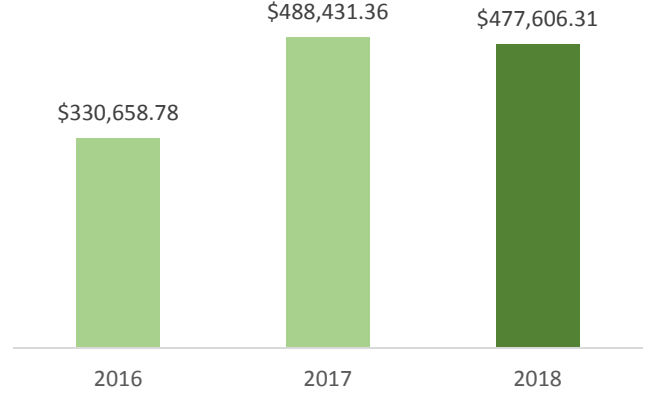
Restricted assets are available for the following purposes

Nursing Scholarships	\$165,338.94
Kids Café Program	\$2,421.87
Armory Drive Trail	\$521.08
Live Well Norton Projects	\$1,414.34
Total Restricted Net Assets	<u>\$169,696.23</u>

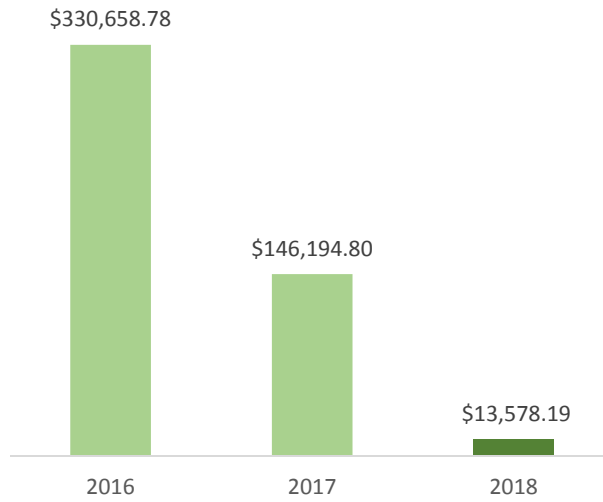
Total Assets-Historical Cost



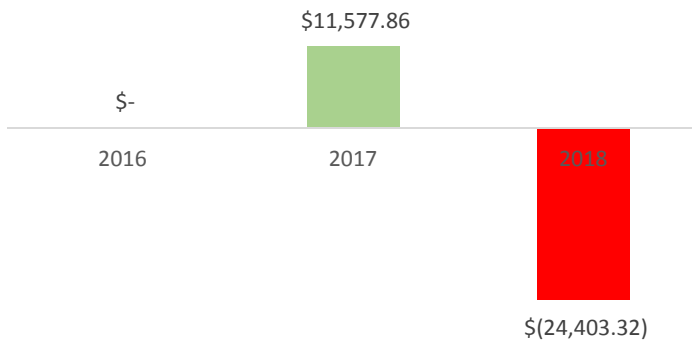
Total Assets-Fair Market Value



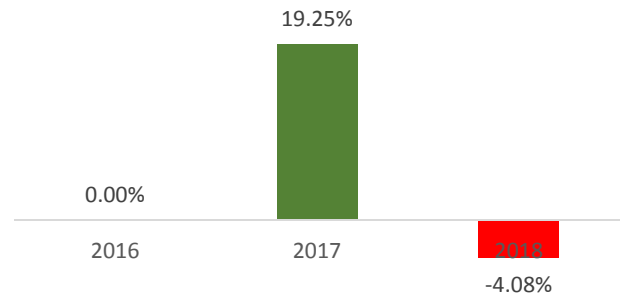
Change in Net Assets

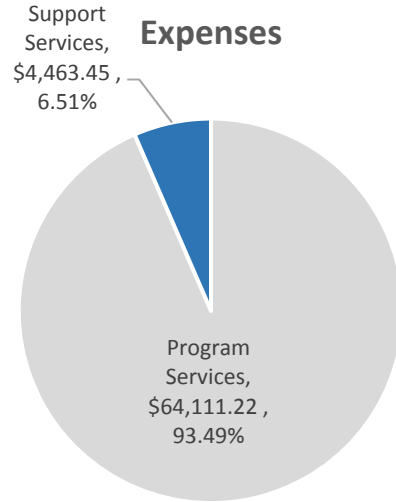
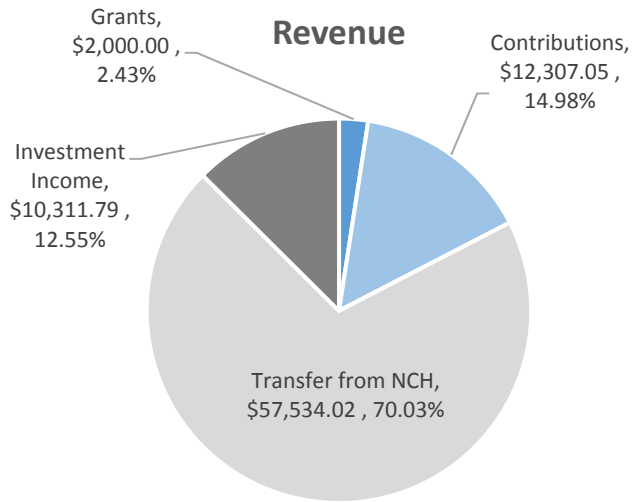


Unrealized Gain (Loss) on Securities

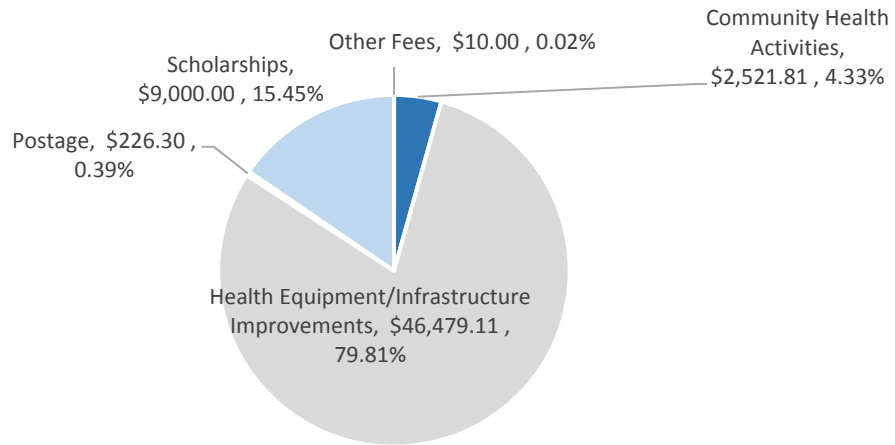


Investment Returns (Net of Fees)

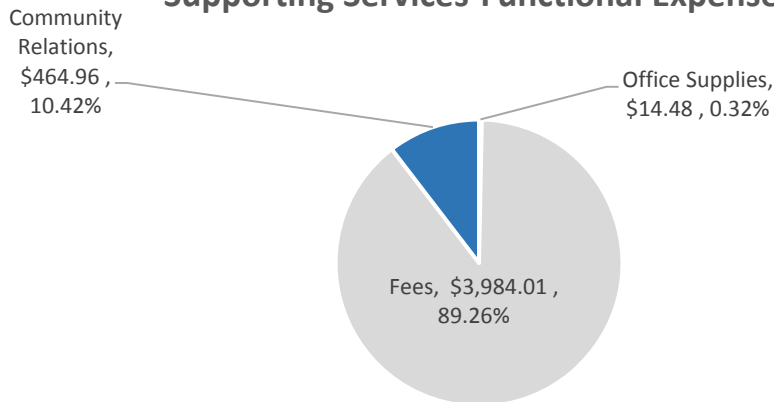




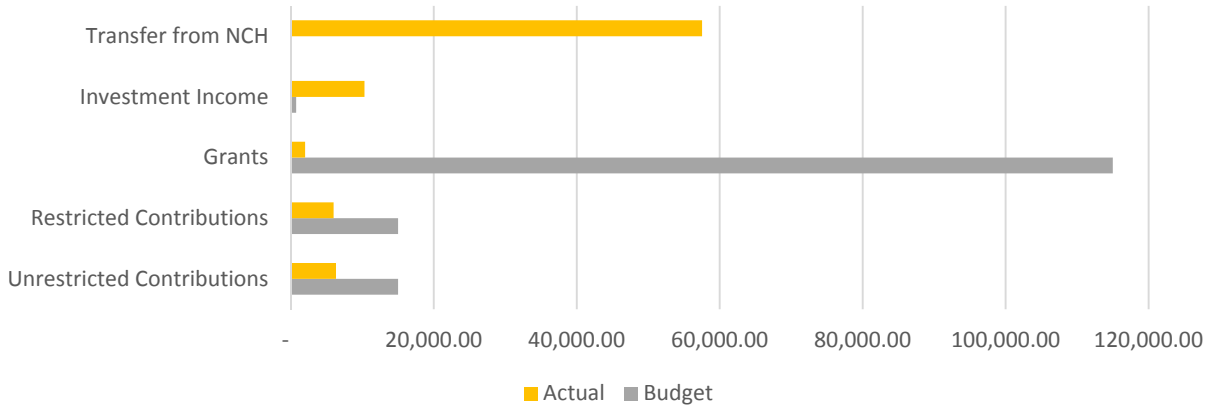
Program Services-Functional Expenses



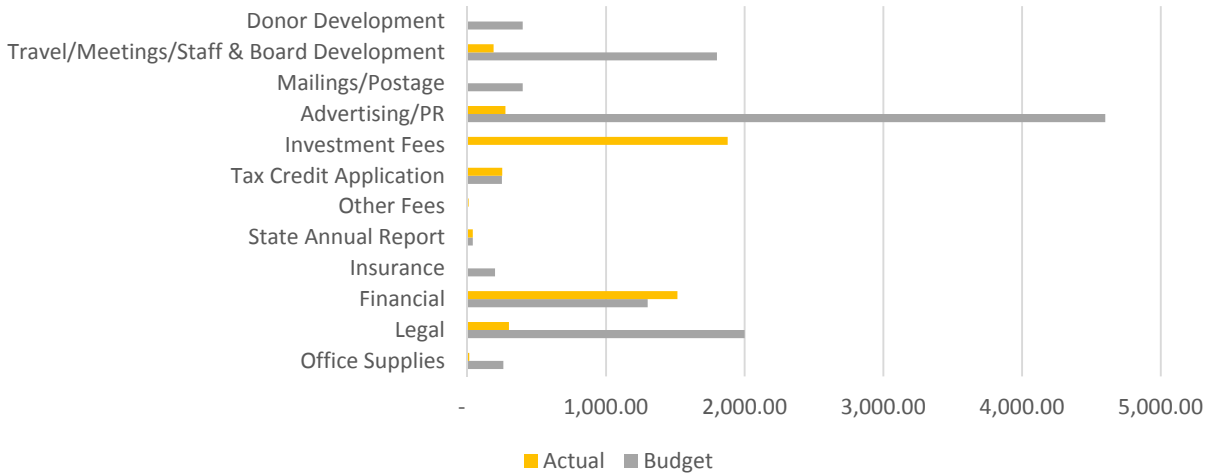
Supporting Services-Functional Expenses



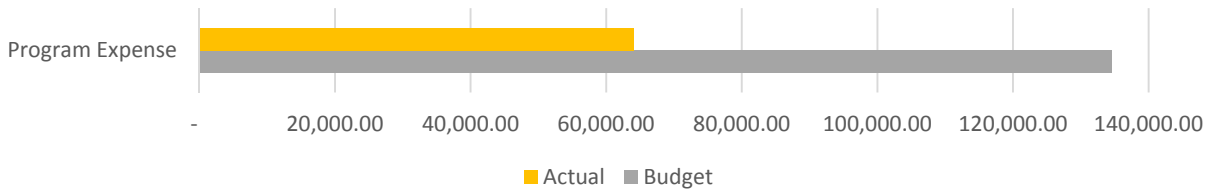
Budget to Actual Comparison-Revenue



Budget to Actual Comparison-Other Expenses



Budget to Actual Comparison-Program Expense



The logo for the Norton Regional Health Foundation features the name 'Norton Regional' in a white, elegant cursive script, with 'HEALTH FOUNDATION' in a white, bold, all-caps sans-serif font directly below it. The background is a vibrant, abstract geometric pattern of overlapping triangles in various shades of teal and green.

Norton Regional
HEALTH FOUNDATION

Norton Regional Health Foundation

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[http://www.ntcohosp.com/foundation/
foundation_info.html](http://www.ntcohosp.com/foundation/foundation_info.html)