

imagine

Philanthropy Matters

RAISED TO DATE **\$6.5 Million**

GOAL **\$10 Million**

Making History in the Kennebec Valley

Our once-in-a-lifetime moment is upon us. For the past year, we have been establishing the foundation for the bricks-and-mortar transformation of health care in our region. We secured our Certificate of Need; collaborated with state and federal officials to fund and build a new I-95 exit; and sold more than \$280 million worth of bonds to buyers placing orders for more than twice that amount. At last, the construction of our new hospital is under way.

The new hospital taking shape at the site of the Harold Alfond Center for Cancer Care is the most visible aspect of health care transformation but it is only one part of our work.

Behind the scenes a revolution is taking place. MaineGeneral is hardwiring excellence throughout our organization to ensure that patients and their families have a consistent, outstanding experience regardless of where they intersect with -our system of care. We are instilling a culture of *a/ways*. Excellent care every time. No exceptions.

MaineGeneral employees are leading the charge. Their dedication is the engine that drives our organization. What motivates them? Simple. They want the best care possible for their own families. This isn't just about building a health care system; it's about building OUR health care system.

That's why more than half of MaineGeneral employees have



MGH Nurse Managers lead their teams to an historic achievement of 71% of inpatients rating their experience a '9 or 10' for the last quarter. This accomplishment is the result of our culture-change efforts and illustrates our commitment to enhancing patient satisfaction.

chosen to invest their hard-earned dollars in the campaign for the New Regional Hospital and Thayer Comprehensive Outpatient Center.

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"This isn't just about building a health care system; it's about building OUR health care system."

- Lisa Hallee

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To track campaign progress visit give.mainegeneral.org

Making History

continued

Of the \$6.5 million raised so far toward the \$10 million Alford Challenge match, nearly \$2 million has come from MaineGeneral nurses, doctors and employees.

Now we are inviting our community to join us. Hundreds of our friends and neighbors already have. With gifts large and small, they are placing their names on our new hospital and placing their future health in our hands. Together we are making the seemingly impossible happen – right here and right now.

Please join us. Be a part of history.



Lisa Hallee
Vice President for Philanthropy

Campaign-at-a-Glance

As of October 27, 2011 we have gathered nearly \$6.5 million in commitments including:

- \$2.1 million from our business community
- \$2.4 million from families and individuals
- \$1.9 million from our doctors, nurses and MGH staff
- \$50,000 from Foundations

We're on our way!

New Regional Hospital Groundbreaking Ceremony September 23, 2011



Peter Lunder, left, of Scarborough and Robert A. Marden of Waterville.



From left, Mark Johnston of Manchester, Bill Alford of Boston, MA, Greg Powell of Cape Elizabeth and Peter Alford of Palm Beach, FL.



Attendees boisterously instruct contractors working at the construction site to drive the pile that will be used in forming the foundation for the New Regional Hospital.



From left, Laurie Lachance of Manchester, Peter Thompson of Readfield, Gail Evans of Waterville and Ed Cervone of Augusta.

Grateful Givers

Elsie Viles



\$1 million: Healing Gardens

“ . . . act that each tomorrow finds us farther than today.”

Henry Wadsworth
Longfellow

These donors are among the many generous contributors to our capital campaign who are giving from a place of personal gratitude for past care and also with hope for our collective health care future.

Charlie and Nancy Shuman



**Charlie’s Family of Dealerships
\$250,000: Continuing Care Nursery**

“It’s very important to give back to a community that’s been so good to us, which is why we support this new hospital – because we want the best medical facility possible to care for our employees, friends and neighbors far into the future.”

**Nick Alberding,
Gena Canning & Keith Canning**



**Pine State Trading Company
\$250,000; First Floor Main Waiting Room**

“Over the past 70 years, spanning three generations, Pine State Trading Co. has grown and prospered in the heart of this community. Our gift to the New Regional Hospital is in honor of our employees and their families, whose dedication and hard work continue to help us succeed.”

Allen and Dianne Ryan



\$100,000: Cardiac Rehabilitation Gym

“Through the construction of this hospital, Kennebec County communities have ensured we will have exceptional medical services for generations to come. We should be very proud of the leadership shown by our hospital and our citizens.”

Murray-Beliveau and Mattson Families Collaborate for Health Care

The families of Severin and Cynthia Murray-Beliveau and Kevin and Jeanne Mattson invest in our health care future

Few know the value of a good partnership better than the local development duo of Severin Beliveau and Kevin Mattson.

This partnership began in 1998 when Beliveau and Mattson revived what's now Hattie's Chowder House, a cornerstone in Hallowell's downtown. Thirteen years and many successful ventures later, the two remain a dynamic stabilizing force in the central Maine area, breathing life and business into buildings old and new.

Pairing Mattson's aptitude for re-imagining aged spaces with Beliveau's interest in the vitality of Maine's communities was no accident; the two have an intuitive intelligence regarding the power of collaboration. Beliveau's gregarious nature and breadth of experience as the senior partner in Preti-Flaherty, one of Maine's largest law firms, matched with Mattson's fervor for community revitalization lend a balance to their work that is synonymous with success. They see the same balance reflected in MaineGeneral's New Regional Hospital/Thayer Comprehensive Outpatient Center project which fueled their \$100,000 joint gift to our capital campaign.

The hospital project piqued their philanthropic interest as they saw new pillars of a pivotal civic institution put solidly into place: a secured Certificate of Need; successful collaborations to fund and build a new I-95 exit; and planning and financial projections that resulted in a self-bonded project in a turbulent economy. Add the generation of 500 construction jobs, the estimated \$266 million that will be pumped into our local economy, physician specialists already being recruited by the vision of a world-class facility, positive organizational culture change and invested, accessible leadership and they see a project destined to thrive.

“This project is an economic development tool and the ripple effect is tremendous. It engages local people to literally build an infrastructure for the future of health care. We’re seeing a systemic approach to increasing quality, not just a shiny new building, and that makes us want to give. The evolution of the system and care model reflects the progress of this community.”

- Kevin Mattson -

While the details are compelling, what sealed the deal was the potential the collective pieces represent – the potential to transform something that's always been adequate into a world-class facility that inspires confidence and delivers on the promise of medical excellence close to home.

“We made this gift because it's the right thing to do,” Cynthia Murray-Beliveau said. “What put us over the top was that we can help make things better. Our four boys were born at MaineGeneral and we've all received care there throughout our lives; it's an important part of our history and will be an important part of our future.”

As they have with many things over the years, the Murray-Beliveau and Mattson families decided to make this gift together.

“We're like extended family,” Mattson said. “We both wanted to support this project for its economic and personal ramifications and we decided to do so together so we could make a bigger impact.”

With their gift they opted to name the spiritual center gardens.

Continued on next page

“It’s good to acknowledge that all things contribute to health and healing,” Cynthia said. “The culture of the hospital, the culture of a community . . . as humans we’re spiritual as well as physical and these gardens will allow space to heal all aspects of ourselves amid the hurry and buzz of an active medical place during a very vulnerable and personal time.”

This far-reaching project has the benefit of its investors being consumers of their own product. From those thoughtfully mapping out the architectural

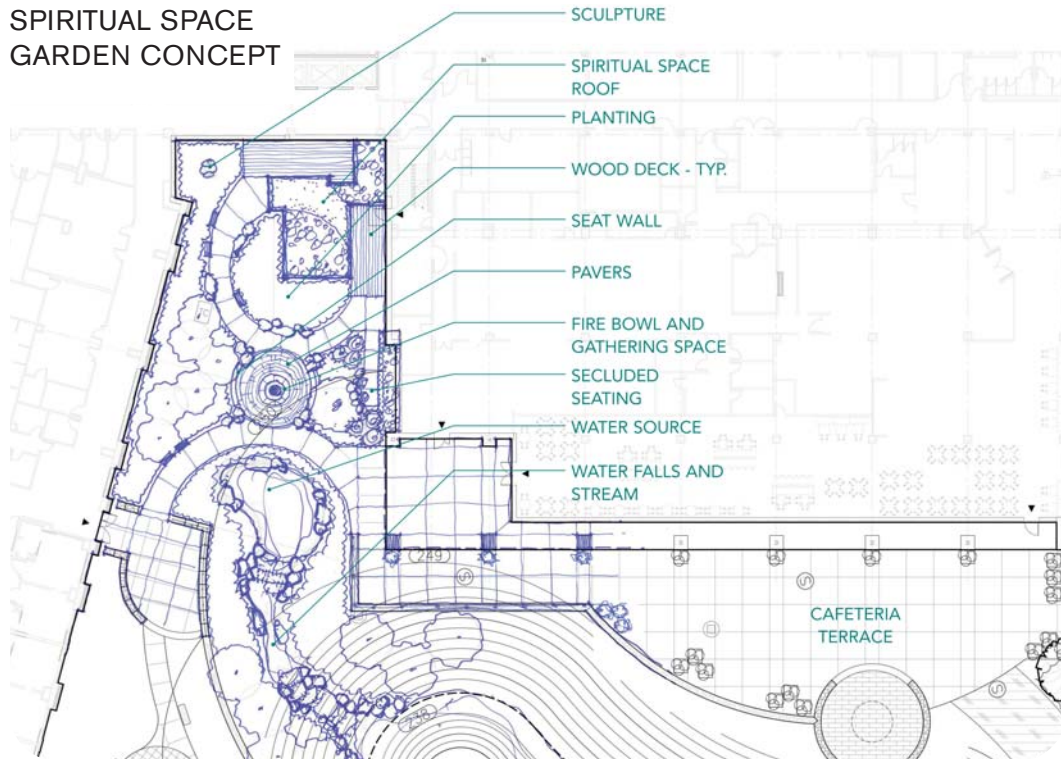
design and operational details of care delivery, to those literally building our health care future and to those supporting it with philanthropic contributions – nearly every investor will use the new facility making the mission all the more meaningful.

“A hospital is the center of a community’s pride; it signifies the community has arrived as a sustainable place to live and work,” Severin said. “This facility will provide a first-rate health care infrastructure; it’s going to be something of which we can all be very proud.”

“A hospital is the center of a community’s pride; it signifies the community has arrived as a sustainable place to live and work”

- Severin Beliveau

SPIRITUAL SPACE GARDEN CONCEPT



8th Annual Walk for Hope: A Resounding Success!

More than 800 walkers gathered for the 8th Annual Walk for Hope Saturday, Oct. 15. The 5K Walk, which raised in excess of \$117,000, began at the Sam's Club parking lot at the Marketplace in Augusta and loops through the University of Maine – Augusta Nature Trail and back. This year was windy but sunny – warming our hearts and spirits – although not nearly as much as the united strength of 800+ people walking in honor of those currently fighting breast cancer and those who we remember. We walked to raise awareness and to raise funds for the future Women's Imaging and Breast Care Center being built in



MaineGeneral's New Regional Hospital. All funds raised will be matched by the Harold Alfond Foundation – doubling the impact of the proceeds of the Walk!



Ken and Shirley Eskelund — *The Power of Planning*



Ken and Shirley Eskelund

Ken and Shirley Eskelund worked hard throughout their lives to raise a wonderful family and to build and expand a worldwide business here in Central Maine. Their belief in the importance of family extends deeply and visibly beyond their home and into the greater Waterville community, as evidenced by their numerous philanthropic gifts and accolades.

After his retirement in 1993, Ken met with his attorney and accountant to do some estate and gift planning. The ultimate goal was to find the best way for the Eskelunds to leverage their estate; they wanted to be able to

make gifts to local organizations but also needed to create the best possible income on which to live after retirement. After considering various options and scenarios, Dr. Eskelund decided to create a charitable remainder unitrust, which provides a consistent income stream for him and Shirley while also allowing the principal to grow, principal that will eventually be given to various local organizations at their death. Nearly 20 years later, Ken is still very proud of this strategy that he says “allowed us to keep our money right here in town instead of sending it to Washington.”

Upon hearing about the campaign for MaineGeneral's New Regional Hospital/Thayer Comprehensive Outpatient Center, the Eskelunds wanted their family name to be included in this historic project. They worked with Kate O'Halloran in the Office of Philanthropy to determine what space at the new facility would be suitable to bear the Eskelund name, and recently made yet another wonderful commitment to our community.

The Eskelund's gift consists of a multi-year outright commitment, which will be added to eventual funds MaineGeneral will receive from the charitable remainder trust that Ken created. To honor their extraordinary gift, when the

New Regional Hospital opens in 2014, patients, family, and MaineGeneral staff will be met with the bright light and soothing vista of the Eskelund Courtyard.

Ken and Shirley Eskelund say they are pleased to be able to support this important campaign, having received great care throughout their lifetime at MaineGeneral. The project also appealed to Ken's business savvy – he sees it as a remarkable opportunity to help maintain access to high-quality health care and to offer a much-needed boost to the local economy.

Just as their Courtyard will bring powerful, healing light into the many rooms and corridors of the New Regional Hospital, Ken and Shirley Eskelund remain a beacon of leadership support to the Kennebec Valley, support that is especially powerful in difficult times.

“This strategy has allowed us to keep our money right here in town instead of sending it to Washington.”

- Ken Eskelund

Close 2011 with the Gift of Health

The future of health care in the Kennebec Valley is under construction! As we watch the pieces of this once-in-a-lifetime, patient-centered, generation-impacting, economy-reviving project being put into place, MaineGeneral continues to reach out to the community – as it has since the spring – to engage members in supporting the construction of our New Regional Hospital and the Thayer Comprehensive Outpatient Center. We have a \$10 million goal with the Harold Alfond Foundation matching contributions dollar for dollar. Our annual appeal, mailed this October, informed our families, friends and neighbors about their opportunity to contribute to this amazing project.

As you plan your end-of-year philanthropic giving, please consider making a donation to the New Regional Hospital and Thayer Comprehensive Outpatient Center (if you haven't already!). Naming opportunities begin at \$1,000. More information including photos and detailed descriptions is available on our web site, www.give.maine-general.org/community.

To date we have raised \$6.5 million – which means \$13 million when matched! Track our progress on the web site!

Philanthropy Welcomes New Team Members

Buffy Higgins became the Director of the Fund for MaineGeneral in April 2011. Born at Seton and raised in the Waterville area, Buffy graduated from Clark University in 1992. She worked in sports media relations at Brown University and Harvard University and later as the publications coordinator at the Harvard Varsity Club. In 1999, she returned to central Maine to work at Colby College as an assistant/associate director of Alumni Relations and then “cut her teeth” in fundraising as the associate director of the Colby Fund. The opportunity to work at MaineGeneral and be part of something so incredibly meaningful and significant as raising money for our New Regional Hospital is tremendously fulfilling to Buffy both professionally and personally. Buffy lives in Fairfield with her husband Joe and their two daughters, Alicen and Sadie. She is also the stepmom of Aaron and Meagan.



Tina Burrill, a Waterville resident, joined the Philanthropy team in September as the community fundraising coordinator. Tina, a graduate of Dexter Regional High School, was born in Dover-Foxcroft and raised in Garland. She received a BS and MBA from Thomas



College and began working for MaineGeneral Health in 1999 with HealthReach Hospice. Tina still remains involved as an alumna of Thomas College through a business organization of which she is an active member.

Community Connection

There are many creative ways to support MaineGeneral through business promotions, special events and school projects. Philanthropic support from our community is critical to ensuring everyone in our region has access to world-class health care.

Every year community fundraising events are organized by families, friends, businesses, schools and sports teams. Each event starts with a great idea and big hearts; some raise \$50 and some \$50,000. No matter the result, all play an important role in helping the patients and families of MaineGeneral.

If you have an idea for an event, we can help make it a success. Call Tina Burrill, community fundraising coordinator, at 861- 8618 to learn more. Visit our website give.maine-general.org to see some highlights from this year's community fundraising efforts including Erskine Academy's 4th Annual Walk, Cony and Gardiner's 3rd Annual Drive Out Cancer effort and many others!

Annual Campaign Gift FY 10-11

This list reflects gifts received from July 1, 2010 to July 30, 2011



Founder's Circle - (\$25,000.00 +)

Mr. Peter Alford
The Charles A. Dean Memorial Trust
United Way of Kennebec Valley

Benefactor's Circle - (\$10,000.00 +)

The Peter Alford Foundation
Drive Out Cancer
Gardiner/Cony
Mr. and Mrs. Stephan L. Kruse
MaineGeneral Medical Center
Auxiliary-Augusta
MaineGeneral Medical Center
Auxiliary-Waterville
Town of Jackman
United Way of Mid-Maine

Advisor's Circle - (\$5,000.00 +)

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J.S. McCarthy Company, Inc.
Mr. and Mrs. Scott Karczewski
Kennebec Savings Bank
New Balance Foundation
Mr. and Mrs. Charlie Shuman
Town of Moose River

Leadership Circle - (\$2,500.00 +)

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E.S. Boulous Company
Erskine Academy Health Careers Group
G & E Roofing Co., Inc.
The Golden Family

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Mercer
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SMRT, Inc.
Standard Distributors
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Andrew and Sherri Woodward

President's Club - (\$1,000.00 +)

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Eric Barry, MD
Cynthia O. Bean
Mr. and Mrs. Walter R. Belden
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Steven and Kimberly Townsend
Emilie van Eeghen and Richard Tory
John van Summern, MD and Ms. Maggie Smith
Michelle R. Wilson, PA-C
Dr. and Mrs. Steve R. Witkin

Corporate Partners - (\$1,000.00 +)

Border Trust Company
C.O. Beck & Sons, Inc.
Charity Rebekah Lodge 6
Delta Ambulance Service
Dennistown Plantation
Graffman's, Inc.
H.P. Cummings Construction Co.

Annual Campaign Gifts *continued*

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Maine Community Foundation, Inc.	Mrs. Sandra S. Begin	Mr. and Mrs. James E. Moore, III	Ms. Angel Brewer
Maine Drilling & Blasting, Inc.	Mr. Richard Beliveau	Jan and Jim Murton	The Brooks Group & Associates, Inc.
Maine Hospice Council, Inc.	John and Mary Benziger	Mr. and Mrs. James S. Nixon	C. Haggan Jr. Excavation, LLC
Moose River Lumber Co., Inc.	Dr. Dilshad Blackinton and Mr. David Blackinton	Northeast Medical Practice Consultants	Mrs. Muriel Campbell
Mosquito LLC - Hardscrabble	Mr. and Mrs. Frederick Bourne	Ms. Kate O'Halloran	Diane S. Campbell, MD
New Spirit, Inc.	Nona O. Boyink and Douglas Boyink, MD	Carey Paradis	Mr. and Mrs. Matthew Cary
PFBF, CPAs	Mr. and Mrs. John L. Carroll	Pine Tree Chapter BMW CCA	Mrs. Patrice A. Clark
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Sappi Fine Paper, N.A.	Corniche	Arun Ranganath, MD	Mr. Scott S. Colford
Skowhegan Savings Bank	Mr. and Mrs. Clarence S. Cram, Jr.	Ms. Margaret E. Reil	Dr. and Mrs. Henry F. Colt
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Sprague and Curtis Real Estate	Mr. and Mrs. Hank R. Davis	Sam's Club	Barbara Covey, MD and Mr. Mark D. Jose
The Thomas Agency, Inc.	Mrs. Lillian L. Dionne	Lisa Sauer, MD and William J. Kragness, MD	Crocker Pond Sportsmen's Assoc. Inc
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Advocate - (\$500.00 +)	Longfellow's Greenhouses	Ms. Janice L. Bellaire	Fraternal Order of Eagles # 3137
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 C. Forrest West, MD
 Mr. Gene Wilson
 Mr. and Mrs. Maurice G. Wilson
 Susan Wing-Lennon
 Mr. Robert E. Wood
 Suzie and Mark Yerrick
 Jean Youde

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 Eric Barry, MD
 John R. Benziger, MD
 Dilshad Blackinton, MD
 Douglas P. Boyink, MD
 Rebecca Brackett, MD
 John E. Burke, MD
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 Diane S. Campbell, MD
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 Mark S. Cooper, MD
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