



What defines a high performing Organization?

AHP recognized the top 25 percent of all reporting organizations in the *2016 AHP Report on Giving*. These organizations had net production returns of higher than \$11.9 million.

In the United States, net fundraising revenue for high performers is almost seven times higher than for all institutions reporting (\$21.1 million vs. \$3.0 million, respectively). In Canada, the net fundraising revenue for high performers is three times greater for all institutions reporting (\$22.3 million vs. \$6.7 million, respectively). High performers depended less on annual gifts and special events as major fundraising sources, and more on corporate gifts and major gifts.

AHP High Performers on participating in the *AHP Report on Giving*

Watch full clips and more online on AHP's YouTube channel at

youtube.com/user/ahpvideo.



"Benchmarking is really critical in terms of how I communicate with board members... It's helpful to compare our health system to other like health systems."

—Julie Cox,
vice president of
development,
LifeBridge Health



"Participating in the *Report on Giving* and the performance benchmarking is equally as important as being a member of AHP."

—Bill Littlejohn,
chief executive officer &
senior vice president, Sharp
Healthcare Foundation



"It is the science behind the art of fundraising."

—Mark Larkin, president, Boca
Raton Regional Hospital Foundation

For more information, order your copy of the *2016 AHP Report on Giving* at www.ahp.org.



The 2017 High Performer List

HOSPITAL NAME	FOUNDATION NAME	FOUNDATION LOCATION
Advocate Health Care	Advocate Charitable Foundation	Downers Grove, IL
Allegheny Health Network	Allegheny Health Network	Pittsburgh, PA
Aspen Valley Hospital	Aspen Valley Hospital Foundation	Aspen, CO
Banner Health	Banner Health Foundation	Phoenix, AZ
Beaumont Health	Beaumont Health System	Royal Oak, MI
Boca Raton Regional Hospital	Boca Raton Regional Hospital Foundation	Boca Raton, FL
Boston Medical Center	Boston Medical Center	Boston, MA
Children's Hospital Los Angeles	Children's Hospital Los Angeles Foundation	Los Angeles, CA
Cook Children's Health	Cook Children's Health Foundation	Fort Worth, TX
Craig Hospital	Craig Hospital Foundation	Englewood, CO
Dignity Health	Dignity Health Philanthropy	San Francisco, CA
Einstein Healthcare Network	Einstein Healthcare Network	Philadelphia, PA
Florida Hospital	Florida Hospital Foundation	Orlando, FL
BJC Healthcare	Foundation for Barnes - Jewish Hospital	St. Louis, MO
Hackensack Meridian	Hackensack Meridian Health Affiliated Foundations	Neptune, NJ
Hamilton Health Sciences Foundation	Hamilton Health Sciences Foundation	Hamilton, ON
Spectrum Health	Spectrum Health Foundation	Grand Rapids, MI
Hoag Hospital	Hoag Hospital Foundation	Newport Beach, CA
Hospital for Special Surgery	Hospital for Special Surgery Fund, Inc.	New York, NY
Houston Methodist	Houston Methodist Hospital Foundation	Houston, TX
INTEGRIS Health	INTEGRIS Foundation	Oklahoma City, OK
Intermountain Health	Intermountain Foundation	Salt Lake City, UT
Interior Health Authority	Kelowna General Hospital Foundation	Kelowna, BC
Lee Memorial Health System	Lee Health Foundation	Fort Myers, FL
Lehigh Valley Health Network	Lehigh Valley Health Network Office of Philanthropy	Allentown, PA
LifeBridge Health	LifeBridge Health	Baltimore, MD
Mackenzie Health	Mackenzie Health Foundation	Richmond Hill, ON
MedStar Health	MedStar Health Foundation	Columbia, MD
Mercy Health	Mercy Health	Cincinnati, OH
Miami Children's Health System, Inc.	Miami Children's Health Foundation	Miami, FL
St. Joseph Health System	Mission Hospital	Mission Viejo, CA
Community Hospital Foundation	Montage Health	Monterey, CA
McGill University Health Center	Montreal Children's Hospital	Montreal, QC
Parkland Health & Hospital System	Parkland Foundation	Dallas, TX
Piedmont Healthcare	Piedmont Foundation	Atlanta, GA
Rutgers Biomedical and Health Sciences	Rutgers University Foundation	New Brunswick, NJ
Sacred Heart Health System	Sacred Heart Health Foundation	Pensacola, FL
SCL Health	Saint Joseph Hospital	Denver, CO
Sanford Health	Sanford Health Foundation	Sioux Falls, SD
Seattle Children's Hospital	Seattle Children's Hospital Foundation and Guild Association	Seattle, WA
Sharp HealthCare	Sharp HealthCare Foundation	San Diego, CA
St. Michael's Hospital	St Michael's Hospital Foundation	Toronto, ON
Sutter Health	Sutter Health	Sacramento, CA
The Ottawa Hospital Foundation System Summary	The Ottawa Hospital Foundation System Summary	Ottawa, ON
The University of Texas Health Science Center at Houston	The University of Texas Health Science Center at Houston	Houston, TX
Trillium Health Partners Foundation	Trillium Health Partners Foundation	Mississauga, ON
UMass Medical School	UMass Medical School/ UMass Memorial Development Office	Shrewsbury, MA
University of Arkansas for Medical Sciences	University of Arkansas for Medical Sciences	Little Rock, AK
Vail Valley Medical Center	Vail Valley Medical Center Foundation	Vail, CO
Visiting Nurse Association Health Group	Visiting Nurse Association Health Group	Red Bank, NJ
Wake Forest Baptist Medical Center	Wake Forest Baptist Medical Center	Winston-Salem, NC