

# Corporate Partners Program

July 1, 2020 to June 30, 2021



## **MERCY HEALTH SERVICES**

Companies are drawn to Mercy's mission—to provide excellent, compassionate care to all who come to us—and our special commitment to the people of Baltimore City.

## **Our Values**

**Dignity** – We celebrate the inherent value of each person as created in the image of God. We respond to the needs of the whole person in health, sickness, and dying.

**Hospitality** – From many religious traditions and walks of life, we welcome one another as children of the same God, whose mercy we know through the warmth, fidelity, and generosity of others.

**Justice** – We base our relationships with all people on fairness, equality, and integrity. We stand especially committed to persons who are poor or vulnerable.

**Excellence** – We hold ourselves to the highest standards of care and to serving all with courtesy, respect, and compassion. Maintaining our involvement in the education of physicians and other health care professionals is a priority.

**Stewardship** – We believe that our world and lives are sacred gifts which God entrusts to us. We respond to that trust by constantly striving to balance the good of all with the good of each, and through the creative and responsible use of all our resources.

**Prayer** – We believe that every moment in a person's journey is holy. Prayer is our response to God's faithful presence in suffering and in joy, in sickness and in health, in life and in death.

# CORPORATE PARTNERS



## Looking Toward the Future

In 2020, after 28 years of extraordinary service, Mercy Health Services President and CEO Thomas R. Mullen announced his retirement. Under his leadership, Mercy was transformed into a thriving regional health system by creating new Centers of Excellence in Women's Health, Orthopedics, Cancer, Digestive Health, and more and by building a network of high-quality primary and specialty care sites downtown and around the beltway.

The Mercy Health Services Board of Trustees appointed David N. Maine, M.D. to succeed Mr. Mullen as President and CEO. Dr. Maine's appointment marks the first time a physician has led the hospital and health system in its 145-year history. The Board's selection of Dr. Maine is a natural extension of Mercy's physician-driven culture and mission of service to the Baltimore region.

"Dr. Maine is uniquely qualified to bolster and further expand Mercy's award-winning clinical programs, enhancing Mercy's singular position as an independent Catholic health system with statewide reach," said Sister Helen Amos, RSM, Executive Chair of the Mercy Health Services Board of Trustees.

Dr. Maine served as Executive Vice President for Mercy Health Services since October 2019 and previously was Executive Vice President of Mercy's Physician Enterprise, focusing on the growth of its physician network. Since 2007, he has been the Medical Director of The Center for Interventional Pain Medicine at Mercy, perennially earning distinction as a Baltimore magazine "Top Doctor."

Mercy's future will be shaped not only by visionary leaders but also by the essential values instilled into its work by the Sisters of Mercy, by an unwavering commitment to serving Baltimore, and by the excellence of its clinical care.



**"I am honored and humbled to be selected by the Board of Trustees to follow in Tom's footsteps as president and CEO of Mercy Health Services. Mercy is blessed with outstanding physicians, providers, nurses, staff, and a strong team of executive leaders all committed to moving Mercy forward for many years to come. As a mission-driven organization, we look forward to meeting the challenges of a rapidly evolving health care landscape by leading as the health system of choice with high-quality, high-value services provided in a community of compassionate care."**

**DAVID N. MAINE, MD, *President and CEO, Mercy Health Services***

## Why Companies Partner with Mercy

The Corporate Partners Program brings together people and businesses that share a commitment to improving the quality of life in the Baltimore region. By partnering with Mercy, you are investing in the health of our community while building awareness and a heightened image for your business.

### Generous members of the Corporate Partners Program benefit from:

- Increased visibility and brand awareness
- Networking and marketing to enhance business relationships
- Meaningful recognition as one of our most loyal and generous benefactors
- The opportunity to gain insight into health care and public policy issues by connecting with Mercy's leadership
- Employee volunteer opportunities

### HOW OUR PARTNERS HELP US SERVE:



#### Prenatal Care & Childbirth Services

The Family Childbirth & Children's Center at Mercy uses a family-centered model of care in a state-of-the-art facility for expectant mothers, newborn babies, pediatric patients, and families. Mercy provides comprehensive, individualized care to better serve expectant mothers. High-risk pregnancy patients with underlying health issues receive specialized care in our Center for Advanced Fetal Care. At Mercy, women have access to high-quality prenatal care, programs, and education to help prepare for pregnancy, birth, and the transition to parenthood.

# 2,698

The number of new lives brought into the world at Mercy Medical Center last year. Mercy is the largest birthing hospital in Baltimore City where approximately 1-in-5 babies are born. And, more than 60% of mothers are Medicaid-insured.

# A Resource for the Baltimore Business Community

Mercy has been serving the people of Baltimore since 1874. Guided by the values of the Sisters of Mercy, we have attracted leaders and visionaries who have planned wisely for our future.

Mercy's resolve to remain headquartered in downtown Baltimore, our success in attracting nationally recognized physicians, and our investment in state-of-the-art technology adds value to the quality of life for people working and living in the City.

Anchoring Baltimore's central business district, Mercy plays a significant institutional role across the City. It is among the region's large private employers with more than 5,000 employees across its sites.

Even as it remains firmly rooted at its original downtown location, Mercy's 115 surgeons and medical specialists and 70 advanced practice providers fan out across 33 locations in 13 counties from Martinsburg, WV to Salisbury, MD, extending Mercy Health Services' reach.

The community's tremendous respect for Mercy—our physicians, providers, nurses, and staff—and our high-quality patient care have inspired many generous benefactors, volunteers, and friends to partner with us.

# 216,710

Number of lives touched by Mercy in Fiscal Year 2020

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### Creating Economic Opportunity

Valuing the dignity of work, Mercy focuses on its role as a major employer for the good of the City. Through partnerships with Mercy High School, Cristo Rey Jesuit High School, Baltimore Alliance for Careers in Healthcare Fellows Program, and Baltimore's YouthWorks summer jobs program, Mercy provides early training to talented young students who may be considering a future career in health care.

# Answering the Call

## Responding to the Global Pandemic

Mercy responded with thoughtful agility to the novel coronavirus pandemic. The institution rapidly deployed telemedicine access for patients, maintained a full spectrum of services, established five remote COVID-19 testing clinics downtown and at our community medical hub sites, and immediately expanded total physical inpatient bed capacity by more than 60%.

Small businesses and large corporations alike were inspired to support Mercy and its employees during the pandemic. Examples of corporate generosity included deliveries of free meals for frontline health care workers, donations of critical personal protective equipment, and cash contributions to Mercy. The business community's response demonstrates the powerful impact of our corporate partnerships at this time of crisis.

## Commitment to Dignity and Justice

Calls to end systemic racism and discrimination align with Mercy's mission and our long-standing values of Dignity and Justice. We celebrate the inherent value of each person and base our relationships with all people on fairness, equality, and integrity. Mercy stands especially committed to ensuring poor or vulnerable persons have equal access to quality health care. And, we seek to eliminate health disparities by focusing on improving health outcomes for the diverse populations we serve.



## Mercy First in State

Mercy was the first hospital in the state to receive Emergency Certificate of Need (CON) approval to construct a new hospital unit in response to Maryland Governor Larry Hogan's call to increase hospital bed capacity statewide to address the COVID-19 public health emergency. The \$12.5 million project was completed in record time and in partnership with The Whiting-Turner Contracting Company. The 32-bed unit has treated patients diagnosed with COVID-19 since June 1st.

# Serving the Community

Our strong partnerships with community and business leaders have contributed in important ways to Mercy's significant progress. The dedication of our corporate partners, benefactors, and friends helps us keep pace with technological and medical advancements, stay true to our mission, and offer outstanding care to everyone who enters our doors.

Our work serving the Baltimore community and beyond is made possible thanks to the support and generosity of our many friends and benefactors.



Guests from companies throughout the region attended Mercy's 2019 President's Reception.



## Population Health Program

Mercy's Population Health Program connects high-risk patients, including low-income and/or chronically ill people, to community services, free and reduced-cost prescription medications, follow-up care, counseling, transportation resources, and healthy food options. For example, Mercy's Harvest Rx initiative is a discounted food delivery service that our clinicians offer to patients who may live in food deserts, experience food insecurity, or cannot afford fresh produce.

# The Impact of Corporate Philanthropy

Corporate philanthropy enables Mercy to remain steadfast in our mission to serve the neediest among us and to provide exceptional care to every patient.

Our Corporate Partners provide Mercy with its most valued contributions—unrestricted annual revenue—helping us to address the needs that are most critical to the hospital.

The dedication of our Corporate Partners helps to ensure that our legacy of care will continue for decades to come as we advance the mission of the Sisters of Mercy well into the future.

**Your investment will have a valuable impact on our patients and the larger community as we:**

- Provide innovative, patient-centered care
- Give our patients access to the most advanced health care technology available
- Educate and train staff to strengthen Mercy's hallmark of compassionate care
- Improve the well-being of our neighbors through community health initiatives
- Respond quickly to urgent community health emergencies, such as the COVID-19 pandemic



## The Power of Telemedicine

In response to COVID-19, Mercy rapidly deployed a wide range of new telemedicine services to meet the diverse health care needs of our patients. The availability of these innovative, technology-based services during the pandemic have allowed patients to receive the care they need while remaining in the safety of their homes. Telemedicine visits have also removed barriers to health care access, such as transportation, child-care, and scheduling adjustments.

# 47,000+

Telemedicine  
Encounters

March 16, 2020  
to June 30, 2020

# Partners In Mission

# CORPORATE PARTNERS



The Sisters of Mercy and Board of Trustees thank the following companies for their generous philanthropic support.

## Corporate Benefactors

Listed below are corporations whose gifts and sponsorships of \$1,000 or more were given to Mercy Medical Center and Stella Maris during the period of July 1, 2019 to June 30, 2020.

### Gifts of \$50,000 and above

Gallagher Evelius & Jones LLP  
M&T Bank  
PNC  
The Whiting-Turner Contracting Company

### Gifts of \$35,000 to \$49,999

Arthrex, Inc.

### Gifts of \$25,000 to \$34,999

American Orthopaedic Foot and Ankle Society  
American Trading & Production Corporation  
BRG  
Paragon 28, Inc.  
Southwest Airlines Co.  
Vicinity Energy

### Gifts of \$15,000 to \$24,999

Brown Advisory  
Centric Business Systems  
EMJAY Engineering and Construction Company, Inc.  
Epic  
Remedi SeniorCare  
Stamper Electric, Inc.  
Anonymous

### Gifts of \$10,000 to \$14,999

AMMON HEISLER SACHS architects, P.C.  
Hord Coplan Macht  
Leach Wallace Associates, Inc., Member of WSP  
Towne Park  
Trion Group, a Marsh & McLennan Agency, LLC  
University of Maryland School of Medicine

### Gifts of \$5,000 to \$9,999

Antwerpen Automotive Group  
Bloom & Associates, P.A.  
Bolton  
Brightview Senior Living, LLC  
Centerline Construction Company  
Confidio  
Consolidated Medical Services, Inc.  
Constellation, An Exelon Company  
Cove Electric, Inc.  
DHG Healthcare  
Healthfuse  
JLL

Marquette Associates  
McCormick & Company, Inc.  
Merritt Companies  
Metz Culinary Management  
Otis Elevator Company  
Ponder & Co.  
Saul Centers, Inc.  
TCB Administrative Services  
Transamerica  
University of Maryland Department of Emergency Medicine  
Vision Technologies, Inc.

### Gifts of \$2,500 to \$4,999

Atlantic Financial Federal Credit Union  
Bay View Homecare, Inc.  
Cranbrook Liquors  
Daft-McCune-Walker, Inc.  
Excell Concrete Construction, LLC  
Gundersen Lutheran Medical Foundation, Inc.  
Harkins Builders, Inc.  
Health Care Access Maryland  
Johnson Controls  
KELLY  
Life Care Services  
Medline Industries, Inc.  
Myriad Genetics, Inc.  
O'Connor, Mooney & Fitzgerald Realtors  
Optum  
RehabCare  
ReliaSource, Inc.  
Ruck Funeral Homes, Inc.  
W. R. Grace Foundation, Inc.  
Wells Fargo

### Gifts of \$1,000 to \$2,499

Apartment Services, Inc.  
Bel Air Carpet, Inc.  
Bob Jackson Landscapes, Inc.  
Frank D. Boston Attorney at Law  
CB Flooring, LLC  
Chesapeake Employers Insurance  
Chinquapin Contracting, Inc.  
Cigna  
Dulaney Valley Memorial Gardens Inc.  
R.H. Fewster Painting Co., Inc.  
Fidelity Investments  
Frank G. Lidinsky, P.A. –Attorneys At Law  
Gray & Son, Inc./Maryland Paving  
Health Facilities Association of Maryland  
Homewood General Contractors, Inc.  
HPSI Purchasing Services, LLC  
J. McLaughlin  
Henry J. Knott Masonry  
Leonard Paper Company  
Loyola University Maryland  
Mayflower Textile Services Co.  
Med-Care Transportation, LLC  
Omega Fire & Life Safety  
Oxford Chase Development, Inc.

Pappas Restaurant and Sports Bar  
Power and Combustion, Inc. –DBA PCI Service Company  
Pro-Med Equipment Services, LLC  
Radiation Physics, Inc.  
Riggs, Counselman, Michaels & Downes, Inc.  
RTM Enterprise, Inc.  
Ruff Roofers  
SIG  
SunBelt Rentals, Inc. & S.R.E.  
ThermaSolutions, Inc.

## The Visionary Society

Listed below are corporations whose cumulative philanthropic support for Mercy Medical Center and Stella Maris is above \$1,000,000.

M&T Bank  
MBNA America Bank, N.A.  
The Whiting-Turner Contracting Company

## The Cornerstone Society

Listed below are corporations whose cumulative philanthropic support for Mercy Medical Center and Stella Maris is between \$500,000 and \$999,999.

Constellation, An Exelon Company  
Gallagher Evelius & Jones LLP  
Harkins Builders, Inc.

## The Founders' Society

Listed below are corporations whose cumulative philanthropic support for Mercy Medical Center and Stella Maris is between \$100,000 and \$499,999.

American Office  
AMMON HEISLER SACHS architects, P.C.  
Bank of America Merrill Lynch  
Bloom & Associates, P.A.  
BRG  
Brown Advisory  
CareFirst BlueCross BlueShield  
Cavanaugh Financial Group  
Charitable Foundation  
Centric Business Systems  
Comcast Cable Communications  
DePuy Orthopaedics, Inc.  
Legg Mason  
Life Care Services  
Mars Super Markets  
McCormick & Company, Inc.  
Mercantile-Safe Deposit and Trust Company  
The National Brewing Company  
PNC  
Remedi SeniorCare

Select Benefits Communications Group, LLC  
Southwest Airlines Co.  
Stamper Electric, Inc.  
John L. Stasiak Private Foundation and M. Nelson Barnes & Sons, Inc.  
SunTrust Bank  
Synthes, Inc.  
Under Armour  
University of Maryland Department of Emergency Medicine  
University of Maryland School of Medicine  
Verizon  
Vicinity Energy

## The Champions' Society

Listed below are corporations whose cumulative philanthropic support for Mercy Medical Center and Stella Maris is between \$50,000 and \$99,999.

Allegis Group Foundation  
ARAMARK Corporation  
Arthrex, Inc.  
B.J. Kirkwood & Co., Inc.  
Bolton  
C. W. Amos & Company, Inc.  
Centerline Construction Company  
Comfort Link  
DHG Healthcare  
EMJAY Engineering and Construction Company, Inc.  
Frontier MEDEX  
Gill-Simpson  
Hord Coplan Macht  
Jeffrey Brown Contracting, LLC  
JLL  
Katzen Eye Group  
KELLY  
KPMG LLP  
LabCorp  
Leach Wallace Associates, Inc., Member of WSP  
Mercy Ridge  
Miller, Long & Arnold Co., Inc.  
Otis Elevator Company  
Paragon 28, Inc.  
Ponder & Co.  
RadAmerica II, LLC  
The Shelter Group  
Towne Park  
Transamerica  
Trion Group, a Marsh & McLennan Agency, LLC  
Vision Technologies, Inc.  
The Warner Companies, Inc.  
Anonymous

# Mercy's Corporate Partners Program

Partnerships can be customized to best meet your company's philanthropic or marketing priorities and offer benefits which may include:

- Invitations to virtual and/or live events, health education programs, and networking opportunities
- Recognition on Mercy signage, Mercy Health Services publications, Mercy website, and communications with Mercy Health Services Board of Trustees and leadership

**\$69.4  
MILLION**



In Fiscal Year 2019, Mercy provided \$69.4 million in Community Benefits representing 14.1% of the total hospital operating expenses, including \$18.6 million in Charity Care.

## Annual Contribution Levels

**Diamond**  
\$50,000 and above

**Platinum**  
\$35,000 - \$49,999

**Titanium**  
\$25,000 - \$34,999

**Gold**  
\$15,000 - \$24,999

**Silver**  
\$10,000 - \$14,999

**Bronze**  
\$5,000 - \$9,999

# Recognition and Engagement Opportunities at a Glance

## Bronze Level of Support \$5,000 to \$9,999

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- **Invitation to Corporate Partners Breakfast\*** for corporate CEOs and executives in the Baltimore region  
*Hosted by Sister Helen Amos, RSM, Executive Chair, Board of Trustees and David N. Maine, M.D., President & CEO, Mercy Health Services*
- **Listing in Mercy Health Services publications**  
*Including recognition in Mercy Health Services Annual Report*
- **Listing on Mercy's website** with link to your company website offering public recognition for your corporate philanthropy  
[www.mdmercy.com/giving](http://www.mdmercy.com/giving)
- **Company name displayed on digital donor recognition screen** in The Mary Catherine Bunting Center  
*Featuring our philanthropic partners who help advance our mission of healing and service*
- **Corporate Partners Donor list** shared with Mercy Health Services Board of Trustees and Mercy leadership

## Silver Level of Support—\$10,000 to \$14,999

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All the benefits of the giving level listed above PLUS:

- **Invitation to President's Reception\*** exclusively for our most generous donors  
*Hosted by David N. Maine, M.D., President & CEO, Mercy Health Services*

## Gold Level of Support—\$15,000 to \$24,999

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All the benefits of the giving levels listed above PLUS:

- **Recognition on Mercy's Outdoor Electronic Sign** at the corner of North Calvert and Pleasant Streets  
*Visible to thousands of drivers and pedestrians each day*
- **Lunch 'N Learn Health & Wellness Sessions or Company Recognition at Mercy Event\***

## Customized Levels of Support—\$25,000 and Above

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**Titanium: \$25,000 to \$34,999**

**Platinum: \$35,000 to \$49,999**

**Diamond: \$50,000 and Above**

All the benefits of the giving levels listed above PLUS:

- **Customized opportunities for Mercy's most generous institutional partners**  
**built to best meet your company's philanthropic priorities and marketing objectives**

*\*As the COVID-19 pandemic continues, events may be held virtually to protect our attendees' health.*



## **For More Information**

### **Mercy Health Services**

301 St. Paul Place  
Baltimore, MD 21202  
[www.mdmercy.com/giving](http://www.mdmercy.com/giving)

### **Leslie Sporn**

Director of Corporate and Foundation Relations  
[lsporn@mdmercy.com](mailto:lsporn@mdmercy.com)  
410-332-9817

### **Eleanor Hajduk**

Assistant Manager of  
Corporate and Foundation Relations  
[ehajduk@mdmercy.com](mailto:ehajduk@mdmercy.com)  
410-332-9563



# Commitment Form

## CONTACT INFORMATION

Company Name \_\_\_\_\_  
(Please list as you would like it to appear on published materials.)

Contact Name \_\_\_\_\_ Title \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ E-mail \_\_\_\_\_

## SUPPORT

### Please indicate your Corporate Partnership Level:

- Diamond:** \$50,000 annual contribution
- Platinum:** \$35,000 annual contribution
- Titanium:** \$25,000 annual contribution
- Gold:** \$15,000 annual contribution
- Silver:** \$10,000 annual contribution
- Bronze:** \$5,000 annual contribution
- Other:** \_\_\_\_\_

Commitment may be paid in two installments:  
1st installment due by December 31, 2020  
2nd installment due by June 30, 2021

## PAYMENT OPTIONS

- Check** Enclosed is my check made payable to Mercy Health Foundation.
- Charge** Please charge \$\_\_\_\_\_ to my credit card.

Cardholder \_\_\_\_\_ Signature \_\_\_\_\_

Credit Card Number \_\_\_\_\_ Expiration Date \_\_\_\_\_

### Please mail with payment to:

Leslie Sporn  
Director of Corporate & Foundation Relations  
Mercy Health Foundation  
301 St. Paul Place, Baltimore, MD 21202-2102

**Logo Specifications:** Please email a vector EPS file and a 300 DPI jpeg file of your corporate logo both in color and black & white to ehajduk@mdmercy.com.

**For More Information:** Please contact Leslie Sporn at 410-332-9817 or lsporn@mdmercy.com.

**For Your Records:** Mercy Medical Center tax ID 52-0591658 and  
Mercy Health Foundation tax ID 52-2173656.

Mercy Medical Center and the Mercy Health Foundation are nonprofit organizations, donations to which are tax-deductible as allowed by law. Mercy welcomes charitable contributions to advance its mission to health care, benefit the community and/or demonstrate good corporate citizenship. Contributions are not to be linked, implicitly or explicitly, to any expectation or agreement that Mercy Medical Center will use, order, recommend or make a referral for any product or service and may not result in a personal benefit to any individual, corporation, foundation or organization.

The Board of Trustees and the Sisters of Mercy thank you for your generous support.