



# *A Report To Our Investors*

*Kathy's House is a hospital guest house dedicated to providing lodging and a supportive environment for families who need to travel to Milwaukee for medical care.*

## *A Letter from the Chairman of the Board and Executive Director*

Thank you donors! We have experienced unprecedented growth in the past two years. Your support is the reason we are able to accommodate an increasing number of out of town families who need our services.

Last year Kathy's House received contributions from 1,200 donors and I'm grateful for the generosity of each and every donor. Every gift, be it \$25 or \$25,000, is vitally important to continue the mission of Kathy's House.

Since opening in 2001, Kathy's House has provided over 105,000 nights of lodging for more than 15,000 guests! From 2011 to 2015, Kathy's House occupancy grew by more than 50% with occupancy averaging 77% over the past year. At least a couple of times a month we now have to create a waiting list for guests. In August, we hit our highest occupancy of 2015 at 89%. The vast majority of our guests are being treated for cancer.

To best serve the needs of the growing number of guests, we have begun planning for a new state of the art hospital guest house. Our goal is to stay within a couple of miles of Froedtert & the Medical College of Wisconsin since 83% of our guests are referred from there. We are working with representatives from Froedtert & the Medical College of Wisconsin, the Milwaukee Regional Medical Center, Milwaukee County, and the city of Wauwatosa, to secure a site near the medical center.

Thank you to all who invest in Kathy's House. As research shows, the presence of family and social support contributes significantly to better health outcomes.



Glen VanFossen & Patty Metropulos  
Board Chair & Executive Director

## *Bill Dones, Kathy's House Guest, Shares His Story*



Kathy's House supporters, Jean and Peter Storer, flew Bill back home after the Golf Outing.

Last summer, Bill Dones from Heron, Michigan was diagnosed with stage three pancreatic cancer with a tumor near the aorta. His physicians at an academic medical center in Michigan, said it was inoperable. Bill and his wife Dalair did not give up, continuing to search for a physician that would be willing to operate.

Bill and Dalair were told by another physician that the operation was beyond his ability. He did say though, that if he had this diagnosis, he would trust his care to Dr. Evans at Froedtert & the Medical College of Wisconsin in Milwaukee, WI.

Within the week they were in Milwaukee. Dr. Evan's said he could do the operation on December 8<sup>th</sup>. *"We were so grateful! By the grace of God we found a great physician,"* said Bill.

For the first appointments with Dr. Evans, Bill and his wife needed to stay in Milwaukee for three nights. It was a very busy summer weekend in Milwaukee and they ended up moving to a different hotel each night.

Then one of the receptionists at the Cancer Center recommended Kathy's House. Bill and Dalair went right over and made arrangements to stay at Kathy's House for their next visit. *"The guests were people who were going through the same kind of thing I was,"* said Bill. *"It's like the sign above the door at Kathy's House says 'May all who enter as guess leave and friends. We left as friends that day.'"*

Bill's surgery went well, but Dr. Evans recommended radiation with Dr. Beth Erickson as the next step. Bill stayed at Kathy's House for the next six weeks with his wife coming as often as she could. *"Knowing I had a home at Kathy's House really reduced my stress. Even my mail was delivered there! The staff were phenomenal. I love to golf and they helped me go to some great courses as well as arranging other outings for my wife and I."*

*"My wife and I will always be grateful to Kathy's House and consider it our home away from home."*

## *Kathy's House Annual Report 2014-2015: Fast Facts*

Since opening in 2001, Kathy's House has provided more than 105,000 nights of lodging and served more than 15,000 guests.

The average length of stay is 8 days. Guests stay anywhere from 1 night to over a year.

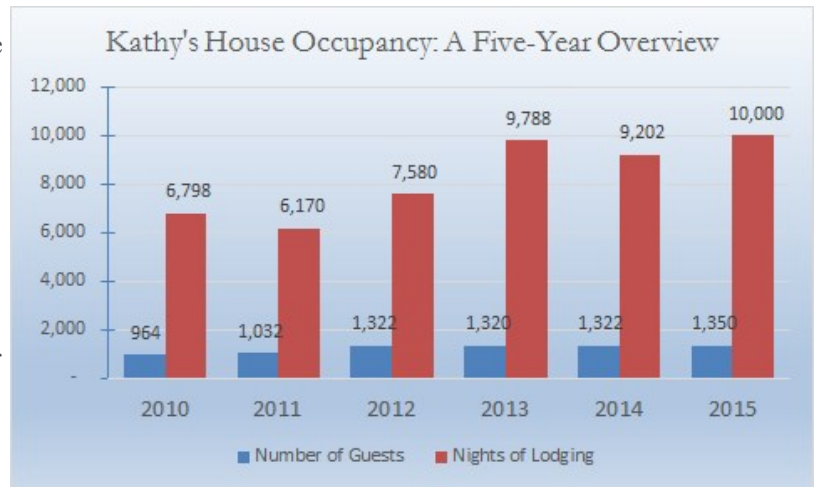
55% of guests are caregivers; 45% are patients.

83% of guests are referred from Froedtert and the Medical College of Wisconsin, followed by Children's Hospital and Columbia St. Mary's.

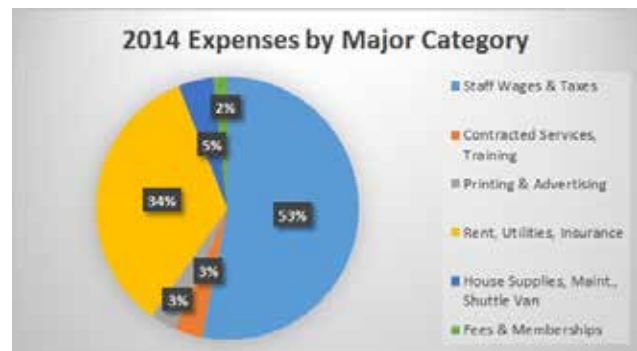
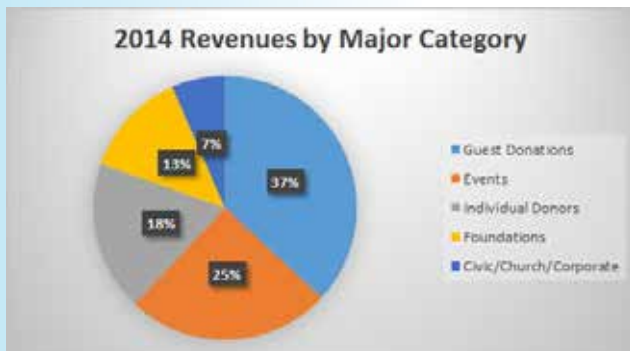
80% of families referred are receiving treatment for cancer (mostly for complex cancers such as blood, bone and pancreatic) followed by cardiovascular, stroke and accident/trauma.

Almost all guests live at least 40 miles outside of Milwaukee. 62% are from WI with the most coming from northeast WI, 10% from Michigan, 8% from Illinois, 6% from other Midwest states, 13% from other US states and 1% from outside of the US.

Lodging is donation-based. For guests who are able to make a contribution, the average donation is \$35. No one is turned away due to an inability to make a donation.



## *Financial Overview*



Kathy's House is projected to end the 2015 fiscal year with a healthy and balanced budget. Expenditures and revenues are expected to be \$450,000. Independent financial audits are conducted annually and Kathy's House has received a clean audit every year.

Cost per night per room to operate Kathy's House in 2015 is \$90 based on current occupancy. Most local hotels charge a minimum \$110 a night.

Not reflected in the revenue chart is the work and value of hundreds of volunteers. On average, volunteers contribute 200 hours per week or over 10,000 hours a year. This work is valued at \$187,200. Leveraging the time and talent of compassionate volunteers helps to keep costs down.

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*For privacy reasons, donations received from guests in 2014-15 were omitted. We thank these 1,400 families for their support.*

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W Girls  
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Gundy Walton  
Waukesha Community Acupuncture  
Waukesha Freeman  
Wauwatosa School District  
Jeff & Michelle Werner  
John & Melanie Werner  
Whisk Catering  
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Wisconsin Lutheran College Students  
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Teresa Young  
Gigi's Cupcakes Wauwatosa  
Pick N'Save  
Peter & Jean Storer  
GlenVan Fossen  
Jude Zovar  
Zilli Hospitality Group



## *Mark Your Calendar: 2016 Events*

*Shully's Dinner and Wine Pairings, February 26th*

*Foundations of Hope Gala, May 14th*

*Kathy's House "Classic" Golf Outing, September 19th*

## *A Special Thanks to our*

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*The information contained in this newsletter is believed to be accurate as of the time of publication. We apologize for any errors omissions and truly appreciate all support given to Kathy's House. Please call 414-453-8290 with corrections.*

*The names and organizations listed are from January 1st, 2014 through December 15th, 2015.*



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