

Deputation: Hospice Mississauga Capital Project

Presented by:

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About Your Hospice

- Registered charity that has been serving since 1985
- Impacts the lives of more than 2,500 people in Mississauga and surrounding region, *every single year*
- Currently provides programs *in home and in office* for all ages and phases of a life-limiting illness trajectory
- 28 staff and 100+ volunteers
- 52% of funds come from community donations
- 60% of those we serve are under 60 years of age and 70% are cancer related

Your Care Is In Crisis

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If you were faced with an end-of-life illness right now in Mississauga this is your situation if you could not remain in home, or wanted another choice, you would:

Need to receive care in the hospital which costs the health care system *triple* what it would in a dedicated hospice centre, or

If there is a hospice bed, you must leave your community to receive care in a hospice centre in a different city



We believe neither of these are the best option and have a plan to make sure you have the option to receive hospice care locally in Mississauga.



Why is this IMPORTANT?

- In Mississauga, we have no Hospice Centre, yet:
 - Largest Community Hospice in Canada
 - 3rd largest region in the Province, and only major city in Canada without
 - 1/3 of the cost of a hospital bed
 - Highest death rate in the Province at 5,448 deaths annually
 - 7th highest hospital death rate in the Province
 - For every death, 9 grieve
- Vital to the future of integrated healthcare services in Mississauga

We are Building Compassion

A Palliative Resource Centre/ Hub offering expanded hospice care in our community and integration into our healthcare system as the Provincial Gold Standard.





Council Report Options

Option 1: City as Loan Guarantor

- Hospice is able to satisfy the issued term sheets by VanCity and CWB
- The land Lease will be taken as security and mortgaged in favor of the Lender
- Demonstration of CofM alignment and sustainability
- Bank requires loan monitoring in addition to CofM conducting its own oversight
- CofM operating reserves can remain untouched, so long as Hospice remains in good standing

Option 2: Direct Lending by City

- Gives CofM direct **control** over financial repayments, schedules, amounts
- Demonstration of concrete and tangible community investment
- May be more cost savings for Hospice, while also providing interest income to the CofM depending on agreed to rate
- The land Lease will be taken as security by the CofM and mortgaged in favour of the CofM with landlord approval
- The CofM Remedies in the event of a default can be more directly realized and remedied quicker.

Financial Health & Mitigation

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Investment in staffing infrastructure to support fundraising uptake



Fundraising opportunities increase as we start construction and as we operate. No record of any insolvent hospices across the Province



Levels of engagement with community have increased from 14,000 to 225,000 this year alone



We know, as we construct, we will continue to fundraise, which will decrease potential borrowing needs

Financial Health & Mitigation

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Strong Executive Leadership that have successfully led Capital Campaigns and Healthcare infrastructure projects.



Robust stewardship plan to ensure continuity of donor engagement.



We seek value in both operating and capital expenditures ongoing.



Hospice Mississauga welcomes City staff oversight of operations to ensure fiscally prudent strategies are consistently being employed.

Financial Health & Mitigation

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Loan monitoring is required under any term sheet offered by a financial institution and the contract is already in place.



Proven track-record of year over year increases to successful fundraising. We have added over 50% each year to fundraising targets successfully.



Well-managed, longstanding charity, regularly accredited, professionally audited annually.



Collateral Agreement, board membership potential as we understand prudent measures are required regardless of financing structure.

Financial Health & Mitigation

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While the mortgage will be amortized over 25-30 years, we will have the ability to lump sum pay as funds come in to pay off quicker where possible.



The aging demographic is our best strategic funding and fundraising position over the next 20 years.

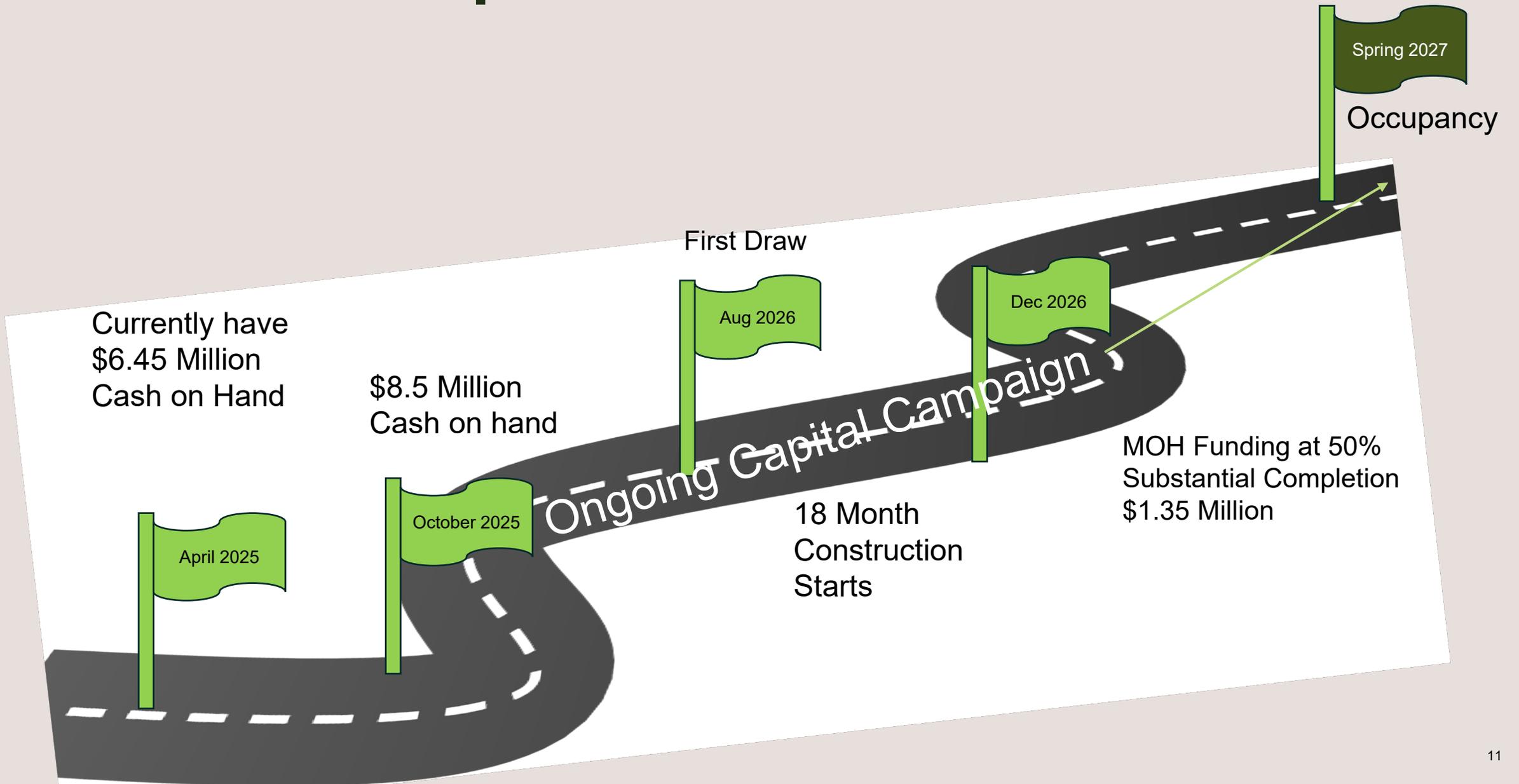


Advocacy continues locally and provincially with increased funding of 23% over the last 3 years allowing more funds to be allocated for debt repayment.

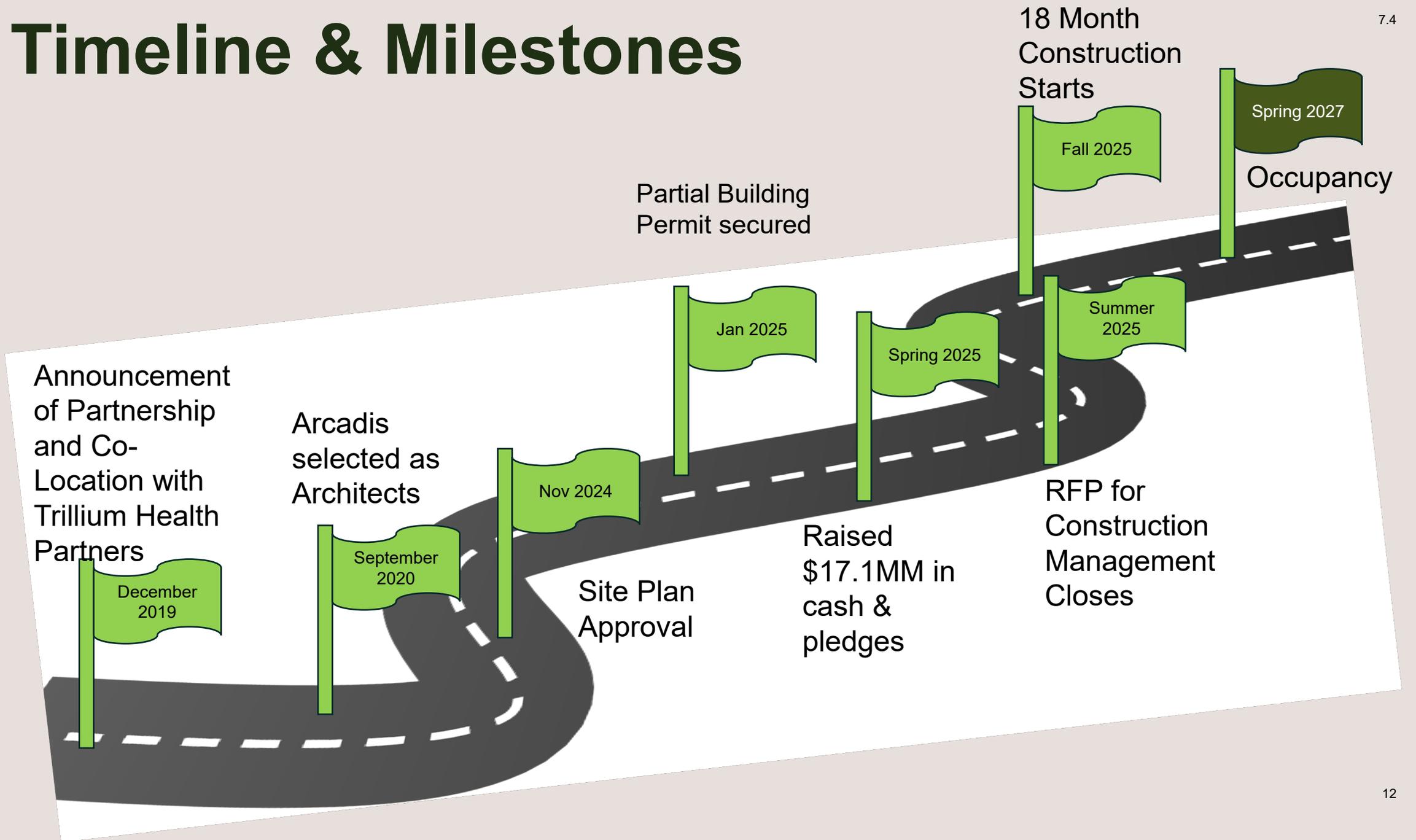


We have raised over 50% (\$17.1MM) of total cost for construction in cash and pledges, most in the last 12 months. Cashflow at construction start will be over \$8.5MM.

Financial Map



Timeline & Milestones





Thank you!