

CHILDREN'S HOSPITALS WEEK 2021

# CDO Summit –April 2021

Jena Pado, CFRE  
Executive Director  
Dayton Children's Hospital Foundation



# Current membership agreement – expires Dec. 31, 2021

## The three factors are built on:

- 25% population
- 25% Average Annual Household Income with COLI factored in
- 50% partner total

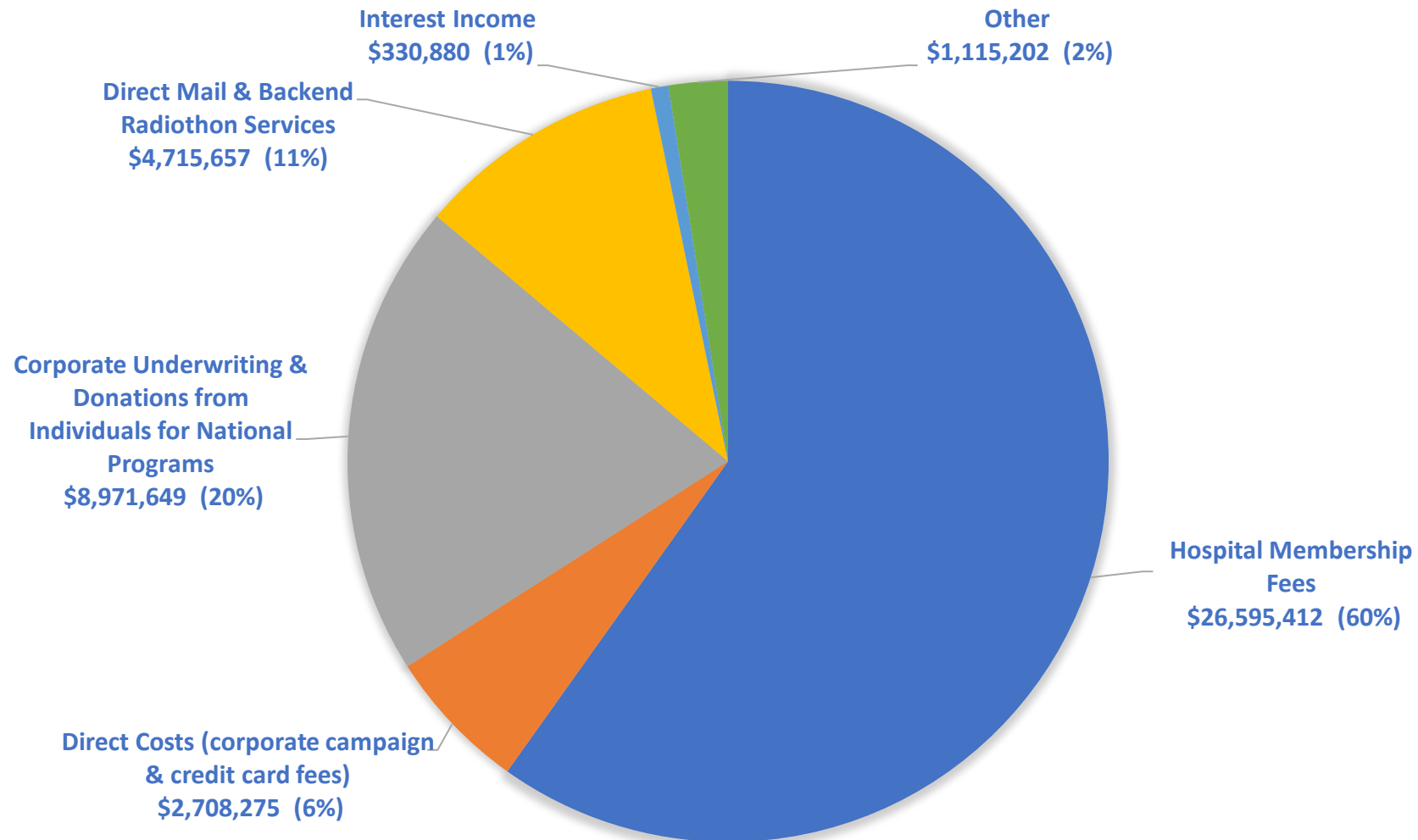
*This balances the field by eliminating issues of size, fundraising total or geography.*

## Data based on:

- U.S. Census
- PMR (CMN Hospitals system where members input data on funds received outside the funds sent directly to CMNH National).
- Cost of Living Index (COLI)

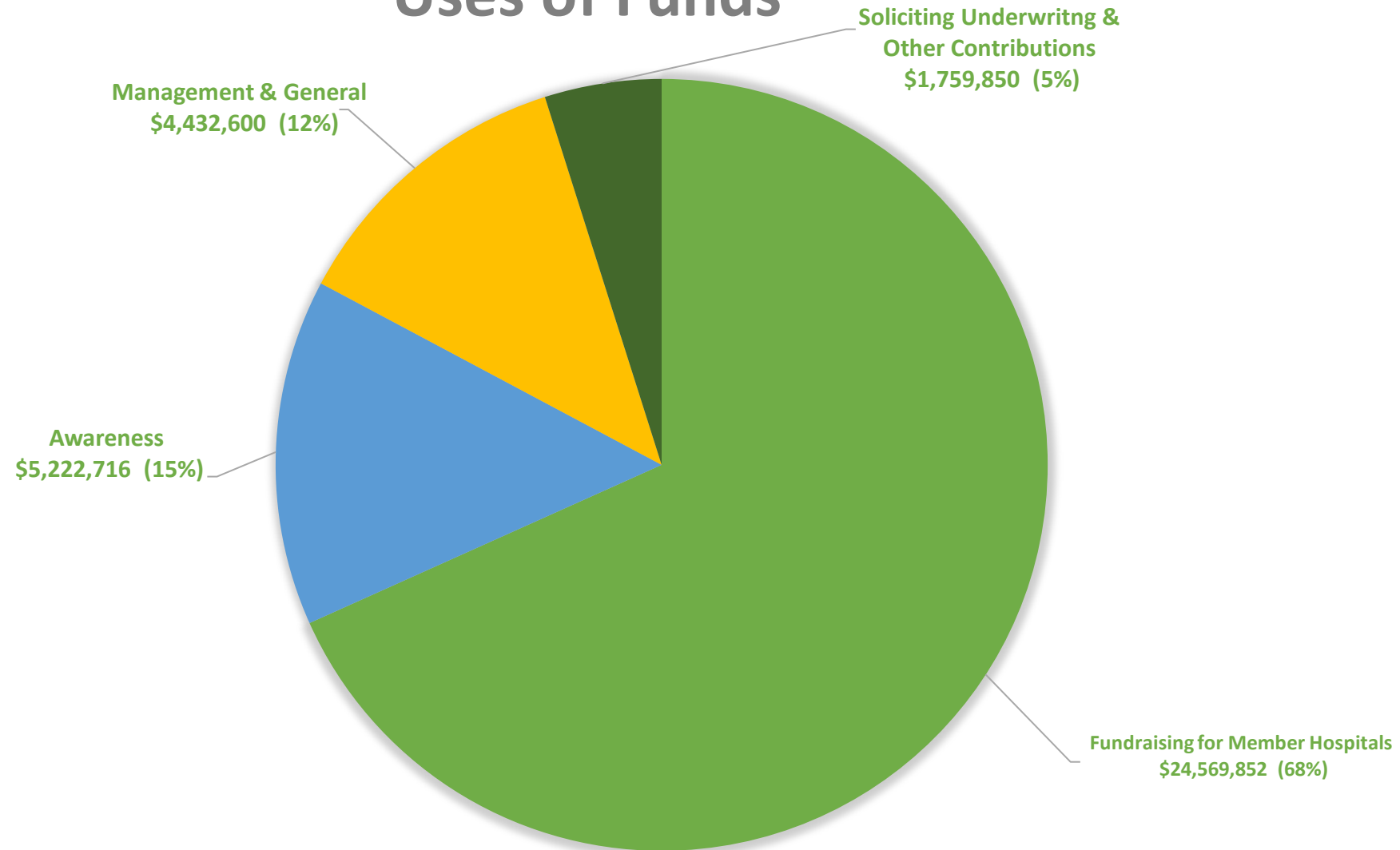


# Children's Miracle Network Hospitals Sources of Operating Revenue



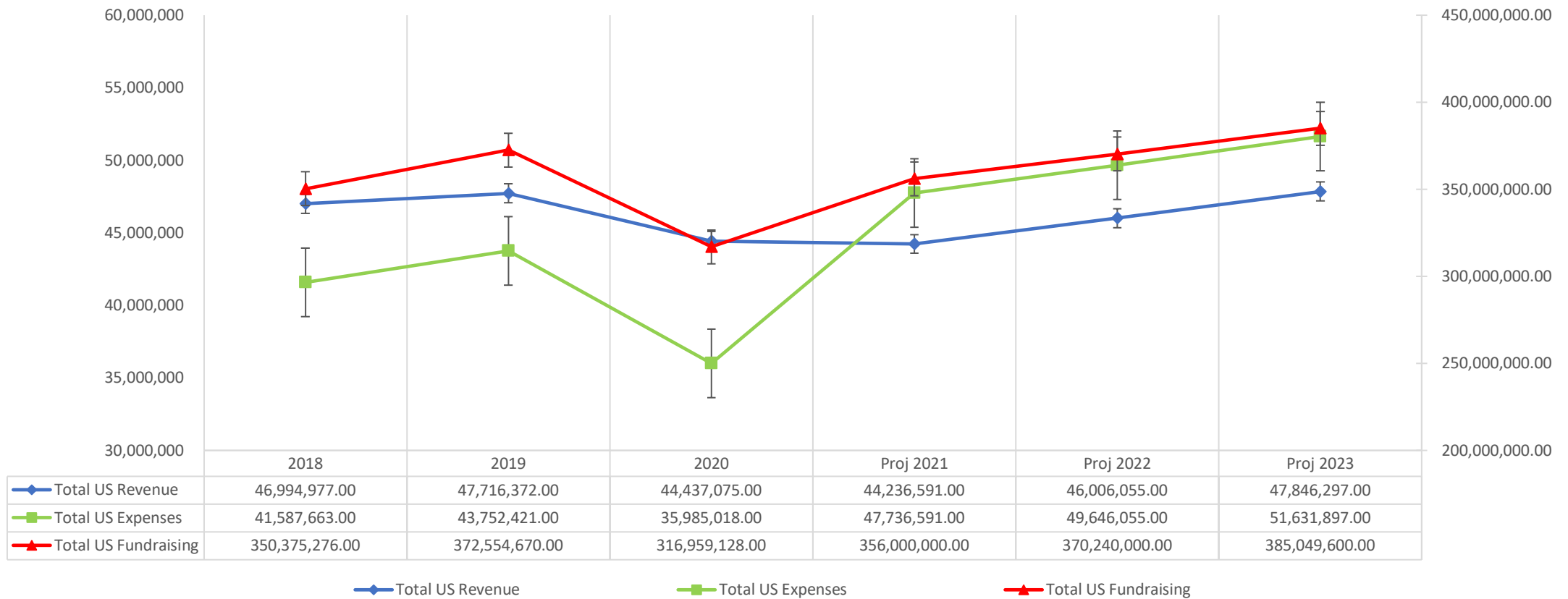


## Children's Miracle Network Hospitals Uses of Funds



# What is the ROI?

**TOTAL U.S. FUNDRAISING, OPERATING REVENUE & EXPENSES**



# What's next?

1. Review your contract for your hospital.
2. CMN Board of Trustees approved recommendation from CDO Advisory Committee to extend our current contract one year through Dec. 31, 2022.
3. No new fee increase for 2022
4. Recommend to CMN Board at March 2022 meeting for contract starting January 2023 (need to give hospitals 6 months notice of new contract)

# Timeline

February 25, 2021 – Membership Agreement Sub Committee Kick off

Gather buy-in:

April 22, 2021 – Spring CDO Summit

June 2021 – CMN Town Hall Meetings

Fall Business Meeting

December 2021 – CMN Town Hall Meetings

March 2022 CMN Board to vote on new contract

July 1, 2022 CMN to provide new contract to hospitals

January 1, 2023 start new contract

# Membership Agreement Sub-committee members

1. Jena Pado, Chair - Dayton Children's, Ohio (medium market)
2. Erin Black—Yakima, WA (small market)
3. Janet DeWolfe – Primary Children's, Salt Lake City, UT (large market)
4. Erin Morrison –Vanderbilt Children's, Nashville, TN (medium market)
5. Phil Salerno – Specialized Children's, New Jersey (large market)
6. Steve Testa – Nationwide Children's, Ohio (large market)
7. Teri Wilczek - Marshfield Clinic, Wisconsin (small market)

# Questions?

Contact a committee member or the chair,

Jena Pado, CFRE

Executive Director

Dayton Children's Hospital Foundation

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