Open hearts welcome



MONTREAL HEART INSTITUTE FOUNDATION

2020-2021 ANNUAL REPORT

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We give life to your donations

5000, rue Bélanger, Montréal (Québec) H1T 1C8 514 593-2525 | 1 877 518-2525 **GIVEfortheHEART.org** BN: 10183 7896 RR0001

A message from the Chief Executive Officer



"The Montreal Heart Institute's strong roots and tradition of innovation have allowed our professionals to take on ambitious projects to improve the health of the 55,000 patients we treat annually." This past year has marked us all in different ways. At the Foundation, we've joined the international community in the fight against the pandemic and deployed all our efforts to maintain and even increase the scope of our projects and operations. We've been able to do so in part because of the generosity of our partners and donors who all share a common goal: to help sensitive hearts.

The Montreal Heart Institute's strong roots and tradition of innovation have allowed our professionals to take on ambitious projects to improve the health of the 68,000 patients we treat annually. Every day, our devoted and passionate teams set new standards and push the boundaries of science to improve care, research, teaching, and prevention at the Institute.

The strong ties we've forged with our community have contributed to scientific progress and breakthroughs:

- BRAIN-AF is the world's first study that aims to demonstrate a link between atrial fibrillation and cognitive impairment in young patients.
- The COLCORONA research project includes genetic analyses on patients with COVID-19 to better understand why some of them develop a severe infection.

I also want to take this opportunity to highlight the spirit of solidarity that reins among our hospital staff as well as the dedication of Mélanie La Couture, President and CEO of the Institute. Over the past months, they were able to take on challenges with great resilience while ensuring their own safety and the safety of patients.

Thank you to our volunteers and collaborators and to the teams at the hospital and the Foundation. Together, and with your support, we continue to make a difference.



Alain Gignac Chief Executive Officer

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A message from the Chair of the Board



"Together, we've accomplished great things and we are pursuing our fight against the world's leading cause of death." Dear friends,

After more than 20 years of supporting the Montreal Heart Institute Foundation as a member of the board of directors and various committees, it is an immense honour to have been named Board Chair. I want to thank my predecessor Lino A. Saputo for his dedication, leadership, and passion for the Institute's mission.

This past year has included more than its fair share of surprises, challenges, and upsets. In fact, health has now become the most common topic of conversation and has led to the necessary changes that compel us all to rethink our future.

Amid this upheaval, a movement of hope has come together. We knew that our extended Foundation family was devoted and generous, but their unprecedented support during these times has had an immense impact. During the pandemic, we were able to continue to finance innovative research projects and transform our events into virtual gatherings without compromising on their excellence. And we were able to maintain solid ties with everyone who cares about our cause. Together, we've accomplished great things and we are pursuing our fight against the world's leading cause of death.

True to our legacy of excellence and innovation, our priority today is to propel our experts' major projects. To do so, we are counting on the support of our precious donors, collaborators, partners, volunteers, and members of the large Institute family.

To all our allies, thank you for opening your heart. Thank you for your contributions that have changed lives. Thank you for continuing to make a difference in the history of the Montreal Heart Institute.

Daniel Lamarre Chair of the Board of Directors

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Statement of financial position as at March 31, 2021

(In thousands of dollars)

	2021	2020
Assets		
Investments	\$136,023	\$111,927
Cash	\$2,559	\$2,125
Accounts receivable	\$571	\$270
Inventories	\$12	\$26
Other assets	\$507	\$498
Total assets	\$139,672	\$114,846
Liabilities		
Accounts payable and accrued liabilities	\$3,421	\$3,797
Total liabilities	\$3,421	\$3,797
Fund balances		
Restricted	\$126,801	\$101,452
Unrestricted	\$9,450	\$9,597
Total fund balances	\$136,251	\$111,049
	\$139,672	\$114,846

Note: Copies of the Montreal Heart Institute Foundation's financial statements are available on our Website or at the following address: The Montreal Heart Institute Foundation, 5000, rue Bélanger, Montréal (Québec) H1T 1C8 • GIVE for the HEART.org

Statement of operations and changes in fund balances

Year ended March 31, 2021 (In thousands of dollars)

	2021	2020
Donations	\$20,735	\$14,416
Fundraising activities	\$1,023	\$2,231
Bequests	\$2,204	\$2,177
Total of donations and fundraising activities	\$23,962	\$18,824
Investment revenues	\$4,886	\$4,657
Change in the unrealized fair value of investments	\$19,141	(\$9,375)
Total investment revenues	\$24,027	(\$4,718)
Gross operating revenues	\$47,989	\$14,106
Direct and indirect costs of donations and fundraising activities	\$1,400	\$1,473
Net operating revenues	\$46,589	\$12,633
Administration costs	\$2,955	\$2,394
Excess of revenues over expenses before contributions	\$43,634	\$10,239
Contributions – research, technological development, and other	\$18,432	\$25,263
Excess (deficiency) of revenues over expenses	\$25,202	(\$15,024)
Fund balances at beginning of year	\$111,049	\$126,073
Fund balances at end of year	\$136,251	\$111,049

Administration costs

In 2021, administration costs accounted for 12.3% of the income from donations and fundraising activities, compared to 12.7% in 2020. Furthermore, non-recurring expenses of about \$200,000 were made in 2021.

Contributions

The Foundation is committed to pay the Montreal Heart Institute amounts totalling \$34,230,081. These amounts include a commitment of \$10,166,872 for Phase II of the Montreal Heart Institute's Investing in Excellence construction project.

1997 -

Summary of 2020-2021

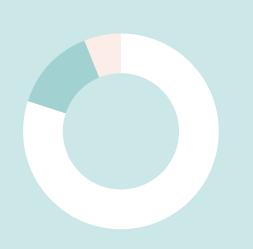
Our exceptional donors have enabled the Institute to shine as a world-leader in cardiology.

Their support helps our professionals carry out major projects in research, prevention, teaching, and care for patients. This has allowed the Institute to become a constantly evolving, world-class institution focused on innovative approaches and cutting-edge know-how and technology. Thanks to the generosity of our **27,235** donors, the Foundation has raised **\$23,961,635** this year. Thank you for giving us the means to make a difference in the lives of tens of thousands of patients and their families.

Since its creation in 1977, the Foundation has raised \$336,504,716 for the Institute.

1977 →	1996	\$33.6 million			
→ 2001 \$21.1 million					
2002→	2006	\$34.4 million			
		2007 → 2011	\$65.1 million		
		2012 → 2016	\$64.2 million		
			2017 → 2021	\$118.1 million	

Gifts came from



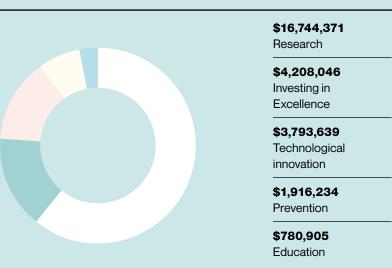
80%

Major and planned gifts

14% Direct marketing

6% Events and fundraising projects

This year, the Foundation allocated \$27,443,195 to the Institute



Your donations have supported the Montreal Heart Institute's innovative projects.

Purchase of a nextgeneration DNA sequencer

Made possible thanks to the Gelmont Foundation, the Robert O'Brien estate, the J. Armand Bombardier Foundation, Canadian Pacific Railway Company, Sun Life, Fondation Ariane Riou et Réal Plourde, TFI International Inc., Mary M. Marlin Trust, and the Sibylla Hesse Foundation

Precision medicine, also known as personalized medicine, is based on an approach tailored to the patient's specific profile through genetic analysis. It is an approach that helps optimize treatments and improve the efficiency of medication. Thanks to advances made in genomic technologies, precision medicine research projects are now possible.

The NovaSeq 6000 DNA sequencer is a ground-breaking innovation which will allow the research team to remain a pioneer in its field.

Extension of the Beaulieu-Saucier Pharmacogenomics Centre

Made possible thanks to Gisèle Beaulieu and Michel Saucier

Pharmacogenomics is the study of the link between a patient's genetic profile and their response to medication. It is a field that contributes to the development of personalized medicine by enabling health care staff to treat patients with drugs adapted to their specific profile.

The addition of a 4th floor at Université de Montréal's Beaulieu-Saucier Pharmacogenomics Centre will allow the Biobank to expand and will house new microbiome, metabolomics, and artificial intelligence laboratories.

Bourses du Cœur from the Elina & Giuseppe Borsellino Family Foundation

Made possible thanks to the Elina & Giuseppe Borsellino Family Foundation

Les Bourses du Coeur from the Elina & Giuseppe Borsellino Family Foundation promote excellence in cardiology and foster a feeling of belonging at the Institute. These grants are awarded to young physicians during their fellowship, a period of additional training allowing them to gain knowledge, experience, and technical know-how in various internationally renowned centres.

This major donation from the Elina & Giuseppe Borsellino Family Foundation enables us to make sure this critical initiative created by Tony Meti can continue for years to come and allows us to continue to award annual scholarships.

Thank you to the Elina & Giuseppe Borsellino Family Foundation!

Diabetes Prevention Clinic sponsored by Sun Life

Made possible thanks to Sun Life

Thanks to the ongoing activities at the Diabetes Prevention Clinic sponsored by Sun Life during the pandemic, patients with type 2 diabetes or a metabolic syndrome were able to improve their overall health. Paired with a balanced diet, physical exercise helps prevent and mitigate the effects of the disease.

Since the clinic opened in 2018, more than 220 people have been optimizing their diabetes treatments with lifestyle changes.

Montreal Heart Institute Foundation

We give life to your donations



A heartfelt, individual way to give

Gifting shares, donating a life insurance policy, or making a bequest are all simple ways to give. It's a way to show your willingness to leave a legacy that will ensure the future of the Institute and contribute to helping thousands of sensitive hearts.

Whether you do so because you want to leave your mark, pay tribute to a loved one, or show your gratitude for the Institute, your planned gift will change lives and give meaning to your own. Thank you to the Visionaries who have planned to make a donation to the Foundation.

We want to honour the heartfelt gesture of the Visionaries we lost this past year. Their actions will keep their values alive and their dedication to the Institute will live on.

Bequests received in 2020-2021

Sylvie Durivage

Jean-Guy Fullum

Dany Gaudreault

Jean-Paul Guérin

Étiennette Lavoie

Fernand Lefebvre

Thérèsa Marczona

Odette Martineau

Madeleine Mayer

Peter Laffoley

Marcel Beaudry Florence J. Bédard Élise Marie Clarisse Bouchard Baillargé Thérèse Bouffard Ann Lucy Brown Warren Pauline Crocetti Notarbartolo Pierrette Denis **Yvan Desjardins**

Françoise et Gaétan Morissette Robert O'Brien Jacques Gendreau Michel Paquette Lucille Paradis Denise Paré Roger Parent Lucky Marcel Polidori Louis-Philippe Rondeau Sarah Ste-Marie

Fundraising events and activities

The Foundation's fundraising events and activities are always memorable, mobilizing occasions. Even though most of them were held virtually this past year, they still raised an impressive amount for the Foundation!

Thank you to our partners and sponsors for supporting our virtual events and to everyone who took part. Thank you to everyone who has embraced our cause by organizing their own third-party fundraisers and solicited their network to raise money for the Foundation.

Foundation events



Grand Bal des Vins-Cœurs 20th edition September 10, 2020

\$551,203 raised

Soirée HeartBeat 7th edition February 11, 2021

\$105,240 raised







Third-party events

Fundraising: \$88,248 raised 2020 Ultra-Trail Harricana - Aurélien Lorin Avant-Première Bénéfice du Salon de l'Auto Bromont Ultra Collecte - Benoit Ouellet Donner c'est Cool Encan Signature Pro

\$2 Does the

Heart Good

February 4 to 24, 2021

37th edition

\$281.205

Collecte de

August, 2021

\$55.033

raised

fonds Kanawaki 34th edition

raised

Funding Innovation HydroSolution Mariage Louise Rémillard et **Richard Beaumier** Samantha 2.0 Yoga Bromont - Josée Darche

raised C LotoCardio

Challenge VP

March 2021

\$132,751

1st and 2nd editions December 2020 and



Loto Cardio 26th edition February 15 to March 31, 2021

raised

\$123.030

Thank you to our donors

Our donors' philanthropic convictions help us save lives. Thanks to their generosity, our teams are able to make a difference every day.

Thank you to all the sensitive hearts who have supported our cause with donations of \$5.000 or more between April 1. 2020 and March 31. 2021 and to those who have committed to do so with the Foundation.

\$5 million and more

André Desmarais et France Chrétien Desmarais Sophie Desmarais Fondation Mirella et Lino Saputo Saputo Inc.

\$1 to \$5 million

Bangue Nationale du Canada Gisele Beaulieu et Michel Saucier Carsley Family Foundation André Chagnon Fondation J. Armand Bombardier Fondation Familiale Elina et Giuseppe Borsellino Fondation Famille Godin Fondation Guy Laliberté Fondation de Claire et Jean-Pierre Léger Fondation J.-Louis Lévesaue Fondation des maladies du cœur et de l'AVC

Fondation Molson Gelmont Foundation The Morris & Rosalind Goodman Family Foundation Mouvement des caisses Desjardins **Power Corporation** du Canada **RBC** Banque Royale Richard J. and Carolyn Renaud

\$500.000 to \$999.999

Fondation Luc Maurice Canada Vie Christine Gélinas et Cardiologues Associés de l'ICM Hvdro-Québec **Chirurgiens Cardiaques** iA Groupe Financier Associés de l'ICM La Famille Laurence CN Pierre Laurin **Fondation Familiale** Famille Claude Lesage Claudine et Stephen Manuvie Bronfman Diane et Pierre Michaud Fondation ÉPIC Nova Steel Inc. Maurice Pinsonnault Sun Life

\$25.000 to \$99.999

\$100.000 to \$499.999

Axium Infrastructure Inc.

Bensadoun Family

Foundation

The Birks Family

Foundation

Karen & Murray Dalfen

La Fondation de la

Montréal

Antoine Elie

Corporation des

Concessionnaires

d'Automobiles de

Louis et Suzanne Daubois

Paul et Hélène Desmarais

Cogeco

Aetios Productions Inc. Les Anesthésistes Associés de l'ICM Fondation Serge et **Rollande Archambault** Laurent et Claire B. Beaudoin Marie-Claude Turcotte Bellev Louis Bourassa Canadian Pacific Railway Company **Fiera** Capital Corporation Immobilière Kevric J.V. Raymond Cyr Jacques D'Amours Louise Desmarais Anthony Dewell The John Dobson Foundation Diane Dunlop et Norman E. Hébert Yvan Dupont Énergir Fasken s.r.l. Fondation Bergeron-Jetté Fondation Sandra et Alain Bouchard

Fondation Paul Durocher Fondation Norman Fortier Fondation Lise et **Richard Fortin** Fondation Ariane Riou et Réal Plourde Gaétan Frigon et Hélène Héroux Gestion Raymond Boudreau Inc. Les Intensivistes de l'ICM Sébastien Kaine Chloé Le Moyne de Sérigny Novartis Pharma Canada Inc. Ordre fraternel des Aigles aire 3981 Terrebonne Osisko Gold Rovalties Ltd Pfizer Canada Les Radiologistes Associés de l'ICM Mark Smith Louis A Tanquav **TFI** International Famille Henri Toulouse **R. Howard Webster** Foundation

\$10.000 to \$24.999

Banque CIBC Jeannine Beausoleil Bell **BMO** Banque de Montréal Jean Boisvert Janine Bombardier et Docteur Sadok Besrour Christiane Bourassa Cascades Canada ULC Bita Cattelan Daniel Foliot Fondation Charitable O.E. Dorais

Paul A. Fournier Fondation Luigi Liberatore Fondation MI Corazon Fondation Québec Philanthrope Fondation Huguette et Jean-Louis Fontaine **Robert Frances Jacques** Gagnier Gestion Rosaire Dubé Gestion Simon Lamarche Gestion André Waechter Hvdro Solution Intact Corporation financière Kanuk Anthony Koktung Chen Deep Khosla Daniel Lamarre Tom Little and Ann Sutherland MAWER Groupe Mercille Paul Morimanno Dora Morrow Sunil Panray Petra Ltée Francis Picory et Irène Lafond Planit Construction & F.M. Pomerleau Provencher Roy Guy Saint-Pierre SNC-Lavalin Société des alcools du Québec Simon-Pierre Soucy SoundBite Medical Solutions TELUS Mirhossein Valavy Xodan Conseils Inc.

Fonds Fondation

\$5.000 to \$9.999

Jacques Amyot Dr André Arsenault Banque de développement du Canada Jeanne Boisclair Normand Brais Dr Serge Carrière Dr Raymond Cartier **Edith Cochrane** Di Lillo Construction Ltée Gilles Crépeau Josée Darche **Pierre Desautels** Raffaele et Mario Di Lillo Dollarama L.P./S.E.C. EOS Systèmes de Positionnement inc. Ernst & Young **Fondation Jacques** et Michel Auger **Fondation Famille** Bertrand Fondation Sibvlla Hesse Fonds de charité des emplovés de la Ville de Montréal Garival Inc. Jean-Guy Hamelin **Fondation Familiale Mel** Hoppenheim Sarah Humphrey & Doctor Gerald Van Gurp Les Industries Pro-Tac Inc. Jean Joubert Peter Kruvt Yves Labrie Renée Lacoursière Ivan Lacroix Normand Legault John & Joanne Leopold Pierre-Elliott Levasseur

Marlin Trust

McKinsey & Company Metro Richelieu Inc. Garv Mintz Oeuvres Régis-Vernet **Pierre Ouimet Fondation Protech** John A. & Phyllis Rae Jean Roy Yves Rov Stella-Jones Inc. Jean-Pierre Themens Jean-Luc Thibodeau Ada Trak Ginette Tremblav Julien Tremblav Crichton & Christa Wilson

We would also like to thank all donors who wish to remain anonymous. Thank you for your generosity!

2020-2021 **Board of directors** and committees

The Foundation is proud to count on the support and expertise of the volunteers who sit on its board of directors and various committees.

Officers

Daniel Lamarre, President Lino A. Saputo, Outgoing President Susan Kudzman, Vice-Chair André Courville, Treasurer Michel Boislard, Secretary Alain Gignac, CEO

Executive Committee*

Stéphane Achard **Michel Bernier** Pierre J. Blouin France Chrétien Desmarais Sylvie Fontaine Mathieu L. L'Allier Mélanie La Couture Éric Lamarre Pierre-Elliott Levasseur Lucie Martel **Tony Meti Bruno Roy** Louis A Tanguay **Francois Veillet** An-Lap Vo-Dignard *Including officers

Emerging Leaders Committee

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Olivier Rénald

Kimberly Sande

Guillaume Twigg

Jonathan Thériault

Marie-Laurence Migneault

Nicolas Rousseau-Saine

Andréanne Bergeron Marie-Claude Bergeron Janie Brunelle Marc-André Dion Adriana Embiricos Sébastien Fontaine Patrick Fouquette **Catherine Fournier** Adrihel Gagnon Arthur Gignac **Ravess Haider**

Justine Hamelin Jean-Philippe Joyal

Montreal Heart Institute Foundation

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Marie-Christine Bergeron Administratrice de sociétés

Christiane Bergevin **Bergevin Capital**

Michel Bernier ΕY

Eve-Lyne Biron Administratrice de sociétés

Pierre J. Blouin Administrateur de sociétés

Michel Boislard Fasken

Jean-Francois Bouchard Sid Lee

Marc Y. Bruneau Administrateur de sociétés

Marvin Carslev Fondation Familiale Carslev

Roger Casgrain Casgrain & compagnie Limitée

France Chrétien Desmarais Administratrice de sociétés

André Courville Administrateur de sociétés

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Diane Dunlop-Hébert Groupe Park Avenue

Adriana Embiricos Libra Group

Santo A. Fata Produits Alimentaires Sager Inc.

Sylvie Fontaine Fonds Achbée Inc.

Gaétan Frigon Publitech

Anna Gainev Fondation Gainev

Alain Gignac Fondation de l'Institut de Cardiologie de Montréal

Jacques Goulet Financière Sun Life Canada

Nicolas Hien Dollarama

Mel Hoppenheim Les Investissements Mel Hoppenheim Global Inc.

Martin Juneau Institut de Cardiologie de Montréal

Susan Kudzman Administratrice de sociétés Mathieu L. L'Allier

Stifel **Jasmin Labrie**

Gamma Gestion de patrimoine Inc. Mélanie La Couture Institut de Cardiologie de Montréal

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Intact Corporation

Claude McMaster

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Administrateur

de sociétés

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Anna Martini

Technologies

D-BOX inc.

Tony Meti

G.D.N.P. Inc.

Jérôme Nvcz

Isabelle Oliva

Administratrice

de sociétés

de sociétés

BDC Capital

Groupe CH

financière

Vêtements

Tom Little

Company Canada

McKinsev &

Jean Raymond **Daniel Lamarre** Marchés mondiaux Cirque du Soleil CIBC inc.

> **Mario Rigante BMO** Gestion privée

Bruno Rov SSENSE

Marc Poulin

de sociétés

Administrateur

Martin Rov Christie Innomed

Yves Rov Administrateur de sociétés

Lino A. Saputo Saputo inc.

Rami Savar Microsoft Corporation

Louis A Tanguay Administrateur de sociétés

Jean-Claude Tardif Institut de Cardiologie de Montréal

Pascal Thomas Administrateur de sociétés

Jean-Philippe Towner Dollarama

Francois Veillet Corporation Fiera Capital

An-Lap Vo-Dignard Groupe Vo-Dignard Provost – Financière Banque Nationale

TC Transcontinental Sunil Panray Administrateur

François Olivier

Claude Paguin Services Financiers Groupe Investors Inc.

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Thank you to our partners and volunteers

The Institute's extended family is a source of collective strength that shines bright. Through their generosity and remarkable efforts, this exceptional community has mobilized to support sensitive hearts. Our big-hearted partners and volunteers are committed to helping us push the boundaries of cardiovascular medicine and they all share **one common** goal: to save more lives.

Volunteers

Suzanne Archambault Colette Bertrand Michel Brouillet Danielle Caty-David Katia Dekkers Hélène Désilets Jacques Doyle Gilles Spinelli Ginette St-Hilaire Éric Talbot Chalifoux Carole Tavernier

Ana N Jay Anna Gainey Auberge Saint-Antoine **Banque National** Bell **Bijoux NES** BMO Bonheur et Becs sucrés BonLook Box Experience Bromont Ultra Canadiens de Montréal Canards du Lac Brome CIBC Cirque du Soleil Claude Webster Club de foot Montréal Club privé Etcetera Club St-James Cossette Cuisine Opéra Desjardins **Distillerie Stadacone** Domaine du Ridge **Domaine Lafrance** Escaparium Fasken Fédéral Limousine Flamme en rose Flor Deco Funding Innovation Gallerie Roccia Gamma Canada Gian Carlo Di Tommaso et Joe Poulin Golf Exécutif Montréal Groupe Vo-Dignard Provost Heidi Messing Hoogan et Beaufort IGA Kinipi spa nordique & hébergement Kopel La Chérie photographie La ferme des Quatre-Temps

Partners

La Guilde Culinaire La Presse + Le château du cirque Le Groupe Bugatti inc. Leméac Les Coureurs de Jupons Les Melezes Les saucissons Vaudois Les Studios Flow Les vergers Cataphard & Fils Inc. Lisabel Louis A Tanguay Magda-Frederik **Cosmétiques Spécifiques** Marthe Desautels Modo Yoga MTL Zipline Musée Pointe à Callière Nika Fontaine Paragraph Passport Helico **PEAK Groupe financier Power Corporation** du Canada RéZin **Rib N Reef Steakhouse** Saint-Justin Saputo SAQ Sébastien Fontaine SNC-Lavalin Soccer 5 Spa Bota Bota SSENSE TELUS Traîneaux Art'ic Verger Jean-Yves Boileau Verger St-Paul Orchard Vergers Roger Côté Via Rail Vortex Racing

Published by the Department of Communications and Marketing of the Montreal Heart Institute Foundation.

Thank you to everyone who contributed to the publication of this annual report.

Graphic design Cossette

Graphical editing Karine Bibeau

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