

# ELLIS IMPACT

Ellis  
MEDICINE



PRESIDENT'S MESSAGE FROM PAUL MILTON

## GRATITUDE IN ACTION: A Heartfelt Thank You to Our Community

The waiting room at the new Outpatient Child and Adolescent Clinic provides a calming space with sensory activities to help kids prepare for their visit.

**We cannot say it enough: Thank you! Your generosity and dedication to Ellis and our community have made a meaningful and lasting impact. Thanks to your support, we continue to improve the quality and accessibility of healthcare for those we serve.**

Last year, with your support, the *Generations of Health Campaign* for Ellis Medicine surpassed its \$25 million goal—and well in advance of our five-year timeline. This extraordinary fundraising effort, led by Neil Golub, has enabled us to expand services critical to our community. Your commitment to Ellis is worth celebrating.

One of the most significant achievements of the Campaign is the expansion and enhancement of our Oncology program. With advanced cancer treatment options and outcomes that rival those of national cancer centers, Ellis has introduced state-of-the-art care to our community. This expanded oncology service line was made possible through our valued partnership with Roswell Park – a National Cancer Institute. Roswell strengthens Ellis' medical oncology services, offering our community access to cutting-edge research and treatment. No longer do patients need to travel for outstanding cancer care: it came to us! In addition, investments in cancer surgery and radiation therapy equipment means that all your providers are under one roof, talking to one another regarding the best plan of treatment to make you well.

Philanthropic support also helped expand mental health services at the Terri and Mark Little State Street Health Center.

The new Outpatient Child and Adolescent Clinic and The Living Room and Family Room outpatient crisis programs are providing the right care by the right professionals at the right time. We are proud of our philanthropic partners that help make these important services possible.

Our partnership with St. Peter's continues to bring innovative best practice models to life at Ellis: improving healthcare quality and the hospital's financial performance. Our long-term goal remains: to merge with St. Peter's while keeping Ellis services in the community, caring for those who rely on us — and we continue to move the needle further towards this goal.

That said, The Foundation closed the books on the *Generations of Health Campaign*. The community's outpouring of support for the Campaign was far-reaching and inspiring and with the leadership and commitment of good friends like you, Ellis will continue to provide high-quality care, meeting the needs of every patient, every time. Thank you for your continued support, guidance, and extraordinary generosity!

“ Ellis is stronger and better today because of you — your generosity and dedication continues to make a lasting difference in our community.”

**PAUL MILTON**  
President & CEO of Ellis Medicine



# BUILDING A HEALTHIER TOMORROW – TOGETHER.



The new *Be All In* \$12 million campaign builds upon the momentum of our past successes, ensuring that Ellis Medicine remains a beacon of health, innovation, and hope—a source of strength and care for future generations.

It was during the pandemic that the Foundation for Ellis Medicine launched the *Generations of Health Campaign*, a bold plan to raise \$25 million to strengthen the very core of our healthcare services with a focus on cancer care, mental health, and surgical excellence.

Thanks to your extraordinary support, in the last few years, Ellis has made meaningful investments in our services, ensuring that lifesaving treatments and compassionate support are always accessible to those who need them most.

## We celebrated a few milestones along the way, including:

- Opening a new Medical Oncology practice in partnership with Roswell Park, delivering life-saving cancer care and vital prevention education.
- Updating complementary radiation therapy equipment with a state-of-the-art linear accelerator, to provide the most precise and effective cancer treatment available.

- Expanding mental health services to support young patients and their families and those in crisis.
- Investing in surgical care, including cutting-edge robotic surgery technology and modernized operating rooms to provide better care and better health outcomes for our patients.

These achievements mark a significant and necessary leap forward to providing the care our community needs, close to home, however the pandemic also laid bare the financial and operational pressures Ellis continues to navigate, which requires a longer-term solution, one that ideally aligns with our partnership with St. Peter's Health Partners.

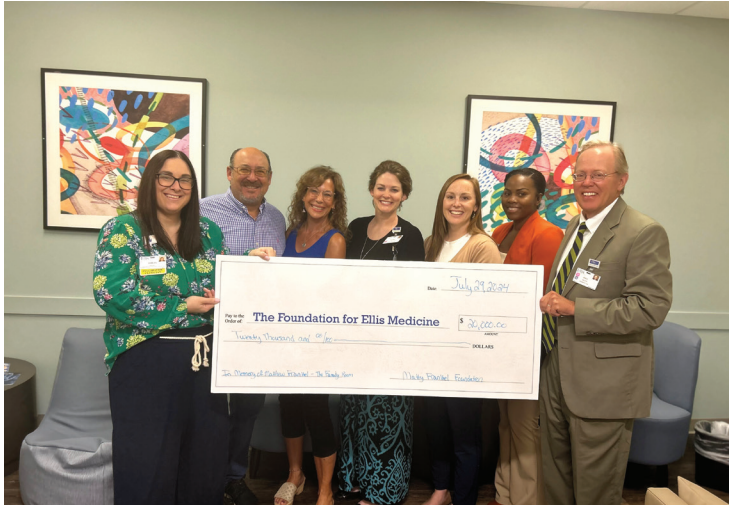
Ellis is committed to addressing long-term changes in the health and wellness of our community. This includes meeting the growing demand for critical services, responding to the evolving needs of our diverse population, and adapting to rapid

advancements in care delivery and technology. Building a healthier tomorrow requires us to be flexible and responsive to the changing needs of those we serve.

In response, the Foundation's Board of Trustees made the strategic decision to conclude the *Generations of Health Campaign* ahead of schedule and to redirect our energies to supporting the evolving needs of Ellis.

With our sights on the future, the Foundation has launched the *Be All In Campaign* with renewed commitment and determination to improving the health and well-being of our community, for today and for the future.

This new \$12 million campaign builds upon the momentum of our past successes, ensuring that Ellis Medicine remains a beacon of health, innovation, and hope—a source of strength and care for all.



Community support from individuals, corporations and foundations like the Matty Frankel Foundation, made new programs like the Family Room, a crisis diversion program, possible.



The community supports future nurses at the Belanger School of Nursing with numerous scholarships each year, building the next generation of health care providers for our community.



The new surgical robot helps physician provide cutting edge care, which means patients recover faster.



Ellis' new Linear Accelerator provides state of the art treatment to patients needing radiation to beat cancer.



Ellis leaders and community donors cut the ribbon to the Family Room.

## The *Be All In Campaign*

The new campaign addresses three broad areas of support – what we call the “3E”s.

At Ellis, we understand that providing exceptional care goes beyond medical treatments—it requires the right Environment, the right Equipment, and the right Education.



### Environment HEALING SPACES

Healing is not only found in the hands of our physicians, but also in the spaces where care is delivered. A healing space is one where patients feel supported, safe, and cared for—where they are surrounded by an environment that fosters recovery. It’s also a place where caregivers have the resources and facilities they need to deliver their best work, free from the constraints of outdated infrastructure. That’s why we are investing in our current spaces to elevate both patient and caregiver experiences. With your support, we can create environments where every patient feels truly cared for, every team member is empowered, and our entire community thrives.



### Equipment DIAGNOSTIC AND TREATMENT

Advanced medical equipment is the cornerstone of high-quality care and better patient outcomes. By continually upgrading our diagnostic and treatment capabilities, we can offer pioneering procedures like hybrid ablation for chronic AFib sufferers; robotic surgery with improved precision, that results in faster recovery times and fewer complications; and the innovative Ion bronchoscopy that uses a thin catheter and robotic guidance to access and biopsy lung nodules. These technological advancements enable our physicians and nurses to practice at the peak of their abilities and offer the most advanced care available. With your generosity, Ellis can continue to equip its teams with the tools needed to deliver exceptional care and remain at the forefront of healthcare innovation.



### Education EMPOWERING THE WORKFORCE FOR THE FUTURE

At the heart of every great hospital is a dedicated and skilled workforce—one that is constantly evolving to meet the changing needs of the community. The Ellis Promise ensures that our nurses, technicians, and other caregivers—today and in the future—are prepared for the evolving needs of our patients. Whether it’s through providing education opportunities for our current staff or inspiring the next generation to enter healthcare, Ellis is committed to fostering a team that is both skilled and compassionate. Your support will ensure we can offer the education and training needed to empower our team to innovate and deliver care in ways we cannot yet imagine.

The *Be All In Campaign* is an invitation to be part of something meaningful. Investing in the 3Es—Environment, Equipment, and Education—you are improving the lives of those in our community and the dedicated caregivers who support them.

Your generosity will move us forward with renewed determination and compassion, knowing that, together, we are building a future where exceptional care is a lasting reality for our community.

Be All In: health,  
hope, and healing,  
for everyone.

For more information please call  
518.243.4600 or scan the QR code  
to make a donation to support the  
Be All In Campaign.



# Ellis Foundation Appoints New Trustees

THE FOUNDATION ELECTED EIGHT NEW TRUSTEES TO SERVE ON THE BOARD REPRESENTING THE DIVERSE INTERESTS OF THE COMMUNITY.



**Roberta Winsman**

SVP AND DIRECTOR OF OPERATIONS, NBT BANK

Roberta is a dedicated community advocate who brings a wealth of experience to the Board. She is also deeply committed to Ellis’ partnership with Roswell Park and credits Ellis and Roswell for the lifesaving care she received during her breast cancer journey. “The care I received from the Roswell Park team at Ellis was simply amazing and I will be forever grateful”.



“ The care I received from the Roswell Park team at Ellis was simply amazing and I will be forever grateful.”

**ROBERTA WINSMAN**  
Trustee



**Michael Collins**

ASSOCIATE PARTNER, NEW YORK LIFE

A young professional with a determined mindset, Mike is an individual who looks for new challenges and ways to have a positive impact on others. Mike is an avid runner and upon joining the Foundation Board he immediately immersed himself in planning the Foundation’s Cardiac Classic 5k.



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**Antonio Civitella**  
**PRESIDENT & CEO, TRANSFINDER**

Tony began his career as a software intern who successfully developed and launched the product Transfinder Pro, a public transportation system that now supports more than 1,700 school districts in North America. Tony is a committed advocate for the Schenectady community, and has been honored with several accolades, including the Newsmaker of the Year award from the Albany Business Review and the Entrepreneur of the Year award from his alma mater, Siena College. Tony serves his local community as a board member for various organizations and is also active in industry groups nationwide.

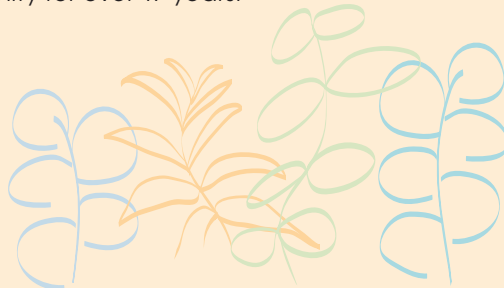


**Laura Mirković,**  
**MARKETING MANAGER, INSPIRE CONFIDENCE GROUP, FRACTIONAL MARKETING COACH & MARKETING DIRECTOR, INSPIRE NETWORK**

Laura joined professional forces with husband, Saša Mirković, in 2006 and has spearheaded branding, advertising and marketing for both Inspire Confidence Group, a private wealth advisory practice of Ameriprise Financial, and Inspire Network. She manages the organization’s online and social media presence, while supporting Network and client in-person and virtual events.



Committed to the community, Laura has served on various boards and has been an active member of the Crossfit community for over 17 years.



**Anita Makhija**  
**SENIOR PRODUCT MANAGER, PHILIPS HEALTHCARE**

Anita has been working in the healthcare field for more than 25 years and she currently leads the cardiac ultrasound product portfolio globally for Philips Healthcare in Cardiovascular Ultrasound.

Prior to Philips Healthcare, Anita held various positions at GE Healthcare across the Americas, Europe, and Asia, focusing on Cardiology, Oncology, and Anesthesia delivery. Notably, she led the conceptualization and development of the first affordable PET/CT product, expanding access to cancer treatment in more than 40 countries.

In addition to her professional work, Anita enjoys giving back to her community by volunteering with the NY Syrian Refugee organization and tutoring local students.



## Linda West, NP-C

### WEST AESTHETICS

Linda has been serving the Schenectady community as a Family Nurse Practitioner and primary care provider at Hometown Health Centers since 2019. She has been in healthcare for more than 15 years and recently opened a private practice, West Aesthetics, where she specializes in medical aesthetics and integrative wellness.



## Matt Lombardo

### CHIEF ACTUARY, MVP HEALTH CARE

An actuary with nearly two decades of experience in health care, Matt leverages data and industry knowledge to position MVP for financial success.

Matt began his career as an actuarial analyst at CDPHP, where he provided insights on Medicare Part D bids, and developed pricing models. Recently, he served as the Managing Director of MVP's Growth Department, focusing on strategic initiatives within their commercial and state programs lines of business and was responsible for MVP's risk adjustment and competitive intelligence departments starting in late 2023. Matt earned his B.S. in Actuarial Science from SUNY Albany. He is also a Fellow of the Society of Actuaries.

## Elizabeth Guerin

### MARKETING STRATEGIST, CBS 6-WRGB

Elizabeth is a Schenectady native and a well-respected 23-year marketing and community relations professional at CBS6. Elizabeth is the executive producer for all special projects and events at WRGB, including the annual CBS6 Melodies of Christmas and, most recently, the New Schenectady Initiative. She also oversees all WRGB awareness campaigns, including Backpack Heroes, Call off Hunger, and the Make-A-Wish Adopt-A-Wish campaign. Elizabeth was inspired by Jane Golub's commitment to the community and to Ellis Medicine and began serving on the Women's Night Out event committee in 2019, prior to joining the Foundation Board of Trustees in 2023.



## Sanjeeve DeSoyza, Esq.

### ATTORNEY, BOND SCHOENECK & KING

With nearly two decades of experience, Sanjeeve specializes in labor and employment law, representing employers exclusively in response to potential or threatened claims. He regularly advocates for clients before federal and state courts, arbitrators, mediators, and various government agencies on a wide range of issues. Sanjeeve also serves as co-deputy chair of his firm's Labor and Employment Department. He earned his undergraduate degree from SUNY Buffalo and his law degree from Cornell University. Originally from Sri Lanka, Sanjeeve immigrated to the U.S. at the age of four. He and his wife Amy, an art teacher, reside in Niskayuna.

# Ellis

MEDICINE | THE FOUNDATION

ellismedicinefoundation.org | 518.243.4600

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Please let us know your preferred method of communication so we can stay in touch. Scan the code, call **518.243.4600** or email us at [ellisfoundation@ellismedicine.org](mailto:ellisfoundation@ellismedicine.org)

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## It's Never Too Early to Plan Ahead for the New Tax Year



Here are two charitable giving opportunities that allow you to support your community while also providing potential tax benefits:

- **A Qualified Charitable Distribution (QCD) from your IRA**
- **Gifting Appreciated Stock**

*Your gift to Ellis will have a direct and lasting impact on the care provided to the community.*

### QCD Benefits

- Satisfy your required minimum distribution (RMD)
- Offer Tax Benefits
- No Need to Itemize Deductions
- Can fund a Charitable Gift Annuity (CGA)

### Appreciated Stock Benefits

- Potentially reduce future capital gains taxes
- Allows you to give more and make a larger impact

Ellis  
MEDICINE

FOR MORE INFORMATION about how your gift to The Foundation for Ellis Medicine can work for you, please contact **Beth** at **518.243.4600** or [freare@ellismedicine.org](mailto:freare@ellismedicine.org)

Discuss these and other options with your tax or financial advisor or call The Foundation for Ellis Medicine to find out how simple this mutually beneficial strategy can be.