



the BROTHERS of MERCY

BROTHERS OF MERCY MAGAZINE | FALL 2018



BROTHERS OF MERCY
CAMPUS

Moving Forward Boldly into 2019



PETER C. EIMER
BROTHERS OF MERCY
CEO

Getting Back to our Roots

In April of 1924, six Brothers arrived in the United States from Germany to bring their work of home care for the sick and elderly to our country. Two years later, in 1926, they bought an old Victorian house on Cottage Street in Buffalo from where their legacy of providing home care began.

In those days the Brothers would ride their bikes to visit their patients. They did this as their mission and did not charge for their services. Occasionally a patient would give them a tip.

It wasn't until the early fifties that the Brothers purchased farmland in Clarence and began to build the campus that we have today. Over the years the services offered on the campus have expanded from nursing care to include rehabilitation, independent living and adult care. Due to increasing regulation and insurance complexities, however, the Brothers eventually discontinued their home care services. While the campus has grown tremendously, with over 500 employees serving over 500 residents daily, home care has not been a service offered in many years.

Many people say that life goes in cycles, however, and that is now the case with Brothers home care. Recently the Brothers have begun offering home "companion" care services to independent living residents on our campus. Companion services

include such things as medication reminders, meal preparation, light housekeeping and recreational activities. Susan Reilly, RN, who once was the Administrator of Sacred Heart Home, has returned to Buffalo after living in Florida for some years to start and manage this service. Already she has hired staff and has a number of clients on the Brothers campus.

Even more exciting is the prospect of expanding Companion Care into the Western New York community, which will happen very soon.

Then in the near future, to complete the cycle that started in 1924, the Brothers of Mercy will begin offering Licensed Home Care services to both the campus community and the outside Western New York community. These services will include "activities of daily living" such as dressing, feeding, bathing, toileting and transferring.

It is exciting to see Brothers continue to grow and continue the legacy of home care that started way back in 1924! For anyone interested in more information, please contact Susan Reilly at (716) 291-6178 or Sreilly@brothersofmercy.org.

A handwritten signature of Peter C. Eimer in dark ink.

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PROFILE

Brother Xavier O'Neill Celebrates his 75th Jubilee



Celebrating 75 Years

Brother Xavier O'Neill celebrated his 75th Jubilee on September 9, 2018. A special mass was held in the Sacred Heart Home Chapel to commemorate the event.

In front of family and friends and fellow Brothers, Brother Xavier renewed his vows. A reception was held at the Brothers residence to celebrate the occasion. Afterwards, Brother Xavier took a few weeks vacation to enjoy his family in Michigan and to catch up on his fishing skills. Brother Xavier has been a long time humanitarian. His mother influenced him early on in the care she and other family members took for a sickly Uncle.

Brother Xavier joined the Brothers of Mercy in 1943; he went to school to become a CRNA, meaning he was licensed to nurse in all 50 states. He worked as a nurse anesthetist. He remembers the tiniest of patients and the care it took to administer anesthesia. Brother Xavier's tenure has taken him around the globe.

◀ Photos to the left showcase the special mass held in the Sacred Heart Home Chapel.

2018 Oktoberfest & 5K Run/Nature Walk



The Brothers of Mercy 2018 Oktoberfest and 5K Run and Nature Walk was held on Friday September 7th. It was a perfect "fall" evening to enjoy both the run along with Oktoberfest fun, food and libations.

Over 300 runners and walkers participated in what is considered one of the "premier races" of the year. Oktoberfest entertainment was provided by the ever popular Auslanders. The German band has been

performing throughout Western New York since 1974.

The Oktoberfest is one of two major fundraising events we have every year. A very special thanks goes out to the many volunteers that make this event possible.

Special recognition to Fran and the maintenance crew. These guys worked tirelessly to make this event work so well. Great job everyone!

CARITAS Awards Dinner 2018



On May 10th, the Brothers of Mercy Foundation hosted the 17th Annual Caritas Awards Dinner. Honorees included **David Nasca**, Evans Bank; **Robert Gioia**, President at the John R. Oshei Foundation and **Joseph Floss**, President and Owner of The Floss Agency, Inc. **Steeg Johnson**, husband of the late Helen "Heidi" Johnson, received the Spotlight Award for all their years of service and donorship to the Brothers of Mercy.

All who attended had a wonderful time and enjoyed participating in raffle drawings, a live auction and a "Heads and Tails" game! The 2018 Caritas Awards Dinner event was the most successful to date, bringing in over \$112,000.



PROFILE

Nancy Gugino

Executive Director
Brothers of Mercy
Foundation



There is a great quote that reads - *When people ask "What Do You Do?" Answer: "Whatever It Takes"*. This is the mantra Nancy Gugino lives by every single day.

As Executive Director of the Brothers of Mercy Foundation, Nancy is responsible for all fundraising activities including both the capital and annual campaigns, the two largest annual fundraising events (The Caritas Awards Dinner and the Oktoberfest 5K Run and Post Race Party), the Gift Card Gathering Event and numerous smaller venues throughout the year. But it doesn't end here...that's just beginning.

Because of her extensive sales and marketing background, Nancy was asked by CEO Peter Eimer if she could take on the responsibility of filling the all-inclusive independent senior community Montabaur Heights. Not only did Nancy fill it in record time, but she maintains a healthy waiting list. Her secret - doing whatever it takes.

"Everyone is busy today" says Gugino. "You can no longer tell people we are open for tours Monday through Friday between 10:00 and 5:00. In fact most of my tours are weekends or evenings and go for about 3 hours. Many people comment after the tour saying - nobody does this."

Nancy is so committed to helping people and making a good first impression, she takes calls on her personal cell phone at the craziest times. *"I remember taking a call at 5:00am a few months ago from an older*

gentleman that probably thought he would be getting an answering machine. This past Easter Sunday I got a call at 7:15am from a lady that wanted to take a tour that day. You basically do whatever it takes to close the deal."

Now that Montabaur Heights is full, Nancy's next "assignment" was helping fill the Sacred Heart Home and Skilled Nursing facilities. *"There's always something to learn, especially when it comes to health protocol and government regulations. I could not do this without the help of all the wonderful Brothers of Mercy team members that are always there to help me along"*.

Understanding the importance of developing relationships, Nancy is constantly out in the community making professional connections, or visiting residents at the nursing home just to say hello. *"Something good always happens when you get out there"* is one of Nancy's favorite sayings - and the results are there to back up that statement.



*When people ask
"What Do You Do?"
Answer...
"Whatever It Takes"*



NEW ASSISTED LIVING COMMUNITY

Construction scheduled for early 2019

The Brothers of Mercy is moving forward with a new assisted living facility and a memory care building. With 96 total beds at a cost of \$17.5 million, construction is scheduled for the first half of 2019.

The Brothers of Mercy already have a 70-bed adult care facility, call the Sacred Heart Home, on its 126-acre wellness campus in Clarence. But CEO Peter Eimer said the organization wanted to provide those residents improved services and living arrangements.

"Currently we do not provide memory care housing, which caters to people with dementia. There is a big demand for it," Eimer said. The new buildings are separate but will be joined by a central area with a chapel and cafe. The assisted living space will have 64 beds in a two-story building. The upper floor, because of

the grade of the site, will be level with the one-story memory care building and its 32 beds.

"Both buildings are designed around a communal model, with six households of 16 beds. Each household will have its own lounge, kitchen and activities area," Eimer said. The buildings are a combined 87,000 square feet. It is estimated that furniture and equipment will cost another \$500,000. The town Planning Board will review the project's effect on sewer capacity, density, traffic flow and other issues, but Eimer said he doesn't expect any insurmountable hurdles.

The organization would convert the vacated space in its existing assistive living facility, Sacred Heart Home, into space for clinics and offices at an estimated cost of \$6 - \$7 million.

2018 Fall Speaker Series

The Brothers of Mercy is kicking off its 2018 Fall Speaker Series in October at the Montabaur Heights Events Center. Three dynamic speakers will be presenting on various "Buffalo-themed" topics. The events are free to the public, and done in partnership with University Express. Light refreshments will be served.

A RICH HISTORY OF BUFFALO CITY HALL

Date: October 29, 2018 (Monday)

Where: Montabaur Heights Event Center

Time: 6:30 pm - 7:30 pm

Part of the BOM Fall Speaker Series, discover the rich history of Buffalo City Hall. Light refreshments will be served.



ROCK & ROLL BUFFALO

Date: November 5, 2018 (Monday)

Where: Montabaur Heights Event Center

Time: 6:30 pm - 7:30 pm

Part of the BOM Fall Speaker Series, Rock & Roll Buffalo will take you back to your youth. Light refreshments will be served.

THE BUFFALO NAVAL PARK

Date: November 12, 2018 (Monday)

Where: Montabaur Heights Event Center

Time: 6:30 pm - 7:30 pm

Part of the BOM Fall Speaker Series, this will give you an inside look at the Buffalo Naval Park. Light refreshments will be served.

Brothers Congregation has a Website

The Brothers of Mercy congregation now has it's very own website. Different from the current Brothers of Mercy Campus site, the congregation website was designed for those seeking a religious vocation and a life of service to the Lord.

If you know anyone searching for a sense of belonging and a life of committed service, they can contact Brother Ken at 716-759-7205 Ext. 203 or visit www.brothersofmercycommunity.org.

Follow the Brothers' Congregation on their very own Facebook Page - @BrosOfMercy



NEWS & EVENTS...



WNY Catholic feature article on Five Sisters from the Senior Apartments

Western New York Catholic recently featured an article on five Brothers of Mercy residents - who all happen to be sisters. The Bowen Sisters - Gay Truesdale, Eloise Folan, Loretta Weldgen, Sharon Covert and Evelyn Mason have all moved in to the Brothers of Mercy Senior Apartments over the past three years.

Gay was the first, then Loretta. Seeing how happy these two were was motivation for the other three to eventually make their way over. They can often be found laughing together over a card game, enjoying the walking paths on campus, or spending time with even more family members (they come from a family of 15).

Kelly Wurster Named Branding Manager

Kelly Wurster has been named the Branding Manager at the Brothers of Mercy Wellness Campus. Kelly comes with many years of experience working in the design industry.

She has held various creative positions in art direction, branding, graphics, and fashion. Kelly is a graduate of Syracuse University, where she earned a degree in design. Responsibilities include, but not limited to Social Media management and publicity generation.





Taste of Clarence 2018

The 2018 Taste of Clarence and Car Show was held on August 6th. Chef Warren's "Salad Theresa" and "Bird of Paradise" entrees were both crowd favorites.

The weather was perfect and Terry Buchwald was the feature entertainment with his "Elvis Tribute". Hundreds of classic and vintage automobiles capped the night.

Summer Concerts Were a BIG Hit!

This year's Outdoor Summer Concerts were a big hit! Jack Civiletto kicked off our concert series singing Sinatra and more, followed by Terry "Elvis" Buchwald putting on a great show and finishing with Country Night at the Brothers featuring Dark Horse Run.

All three Brothers of Mercy concerts were sponsored by Life Storage.



Sheri Fitzner Named Senior Living Director

Sheri Fitzner has been named the new Senior Living Director at the Brothers of Mercy Wellness Campus. Previously, Sheri worked the concierge desk at the Montabaur Heights Independent Senior Living Community.

She will be responsible for assisting seniors transitioning onto the Brothers of Mercy Campus. From the initial inquiry, to a personalized tour, to move in, Sheri will guide them through the entire application process.

Brothers of Mercy Senior Companion Care now Available on Campus

Non-Medical, On-Campus Senior Companionship Program

In an ongoing effort to assist you and your loved ones every step of the way, the Brothers of Mercy is proud to announce the opening of our new On-Campus Senior Companion Care program.

If your family member or loved one enjoys their independence, but is challenged with everyday activities, Brothers of Mercy Senior Companion Care is the solution.

For additional information, contact Susan Reilly, Senior Companion Care Coordinator, at **716-291-6178**. She will discuss how it works, a care plan, times and shifts your loved one needs, payment and any other questions you may have.

With Brothers of Mercy Senior Companion Care, you'll have the peace of mind you've provided your loved one with the best possible care available.



From the Archives



Brothers Winokus, Bardo, Gamaliel, Eusebius and Eulogius in 1937 pose in the garden of the Brothers of Mercy's 1st American residence, on Cottage Street.



Brother Hugh providing care to a patient at the Sacred Heart Home in 1963.



The Community Chapel inside the Cottage Street residence in downtown Buffalo. The Brothers began caring for and providing residence to patients here in 1925.



Putting Green at Rehab Clinic

A four hole putting green was recently installed outside the Russell J. Salvatore Outpatient Rehab Clinic at the Brothers of Mercy. This will be used as part of an Occupational Rehab therapy program. Is a driving range in the future plans? You never know.

Russell J. Salvatore gifts Brothers of Mercy \$600,000 to the "Legacy Continues With You" Capital Campaign

Russell J. Salvatore makes a third major gift to the Brothers of Mercy tipping the scales well over \$600,000 in gifts to the organization. His latest gift will fund a brand new Memory Care Center which will be part of the new Assisted Living/Enhanced Assisted Living and Memory Care Community, planned to open in 2020.

Mr. Salvatore's first gift outfitted the Skilled Nursing and Rehabilitation Center with TV's. His second major gift assisted with the building of the brand new Russell J. Salvatore Outpatient Rehab Clinic at the Brothers of Mercy. The clinic, which recently opened in January of 2018, currently treats a full case load serving the entire Western New York community for those needing physical, occupational and speech therapies.

We are so grateful for the continued support and generosity of Mr. Salvatore! This gift will enrich the lives of so many that are part of the Brothers of Mercy community, for years to come!



Brothers of Mercy Awarded the Eli Pick Facility Leadership Award



The Brothers of Mercy Nursing & Rehab Facility was recently awarded The Eli Pick Facility Leadership Award! This award recognizes skilled nursing facilities that achieve excellence well beyond the 5-Star rating system, and makes us one of the top performing facilities in the entire nation. Fewer than 11% of skilled nursing facilities nationwide qualify.

"We have an amazing team here at Brothers, and this achievement is the result of their efforts each and every day! Thank you for all that you do!" -- Tom Bloomer, Administrator

U.S. News & World Report awards BOM

The Brothers of Mercy Nursing & Rehab Facility was recently named as a "Top Performing Nursing Home" for 2017-2018 by U.S. News and World Report. The Best Nursing Homes ratings, advice and tools were designed to help navigate this important life decision and make the process a little easier.





2017-2018 Annual Report of Donors

In this issue of the *Brothers of Mercy Magazine*, we are honored to recognize the generous individuals and companies that made philanthropic gifts to the Brothers of Mercy Foundation and Capital Campaign during 2017 and 2018.

Your generosity is much appreciated and we cannot thank you enough for making the Brothers of Mercy a philanthropic priority.

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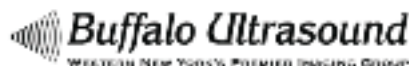
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