

RE/MAX CANADA **PUTS THE MONEY WHERE THE MIRACLES ARE.**



STEVEN, 9
With dad, Robert and mom, Jeanette
NEWFOUNDLAND AND LABRADOR
LEUKEMIA PATIENT

PARTNERSHIP REPORT 2017



RE/MAX®

STEVEN, 9
NEWFOUNDLAND
AND LABRADOR
LEUKEMIA PATIENT

Steven was placed in a high-risk category when he was diagnosed with acute lymphoblastic leukemia, a type of blood cancer, because his body's response to chemotherapy was delayed. He also struggled through harsh, persistent side effects from the chemotherapy and many bone marrow biopsies.

Over the course of his treatment, Steven had to be hospitalized for over 200 days due to complications and severe infections, yet he faced each day with a smile and a thumbs up for his family. He never wanted his parents to worry about him, and would often say, "Mom, I'm having a hard day today but it's OK."

Now in remission, Steven can get back to the activities he loves, like video games and music.

Funds raised through Children's Miracle Network support the therapeutic Bravery Beads program, which helps kids like Steven commemorate medical procedures and treatments, giving them a tangible way to share their story.



“ With every house transaction, I donate to Children’s so they can continue their amazing work. If every RE/MAX agent donates, then we truly can make miracles happen. ”

— Carol Turnbull, RE/MAX Centre City Realty, London

CALLA, 12
SASKATCHEWAN
PREMATURE BIRTH,
CEREBRAL PALSY
PATIENT



CONTENTS

Timeline	4
A Message from the CEO	5
About Us	5
2017: Year in Review	6
Financial Summary	9
Brand Recognition	11
Engaged Communities	14
Transforming Care Across Canada	18

RE/MAX AGENTS HAVE DONATED MORE THAN \$70 MILLION SINCE 1992

RE/MAX®



Children's
Miracle Network®

Every year, incredibly passionate agents and brokers from coast to coast put their money where the miracles are to help save and improve kids' lives. As we celebrate the 25th anniversary of our wonderful partnership, here are some highlights from the past 25 years:

1992

RE/MAX Canada becomes a Children's Miracle Network partner.

2001

Stollery Children's Hospital opens in October.

The **Janeway Children's Health and Rehabilitation Centre** moves into a new, state-of-the-art facility.

2002

BC Children's Hospital opens the Ambulatory Care Building, housing 30 outpatient clinics.

Luke's Landing, a helideck, opens atop the **IWK Health Centre**.

2003

McMaster Children's Hospital team develops the first scale to measure quality of life in children with epilepsy, incorporating both the child's and parent's perspectives. This scale will be translated into six languages and be used around the world.

2006

Opening of **Alberta Children's Hospital** in Calgary.

2007

Dr. Paul Moroz and Dr. James Jarvis of **CHEO** perform the first Vertical Expandable Prosthetic Titanium Rib (VEPTR) instrumentation procedure in Ontario.

Pediatric cardiologists at **Manitoba Children's** perform a ground-breaking procedure when they implant dissolvable devices in two heart patients.

2009

Doctors at **SickKids** are among the first in Canada to successfully perform cardiac surgery on a baby in utero.

Opération Enfant Soleil and the **Montreal Children's Hospital Foundation** announce the official unveiling of the first intraoperative MRI scanner in Canadian pediatric hospitals.

McMaster Children's Hospital opens the largest single inpatient mental health unit in Canada.

2010

Edmonton becomes a **Miracle City**.

2011

New Children's Hospital opens at **London Health Sciences Centre** in London, Ontario.

McMaster Children's Hospital opens south-central Ontario's first and only dedicated Pediatric Emergency Department and Trauma Centre.

First pediatric patient in Canada and the youngest in the world has HeartWave pump implanted at the **Stollery Children's Hospital**, to help keep the heart pumping until a transplant match is found.

2012

RE/MAX Canada celebrates 20 years as a Children's Miracle Network partner.

2013

August Month of Miracles launches.

2014

RE/MAX Canada reaches \$55 million in funds raised.

Construction starts on the new **Children's Hospital of Saskatchewan**.

2015

The new Glen Site **Montreal Children's Hospital** opens.

RE/MAX Canada Ambassador Group launches.

2016

Canadian Motorcycle for Miracles journey takes place. **RE/MAX Canada's** Double it for CMN campaign and the Today for Tomorrow monthly giving program launches.

2017

RE/MAX Canada celebrates 25 years as a Children's Miracle Network partner and reaches \$70 million in funds raised.

Saskatchewan-born businessman and philanthropist Jim Pattison donates \$50 million to the **Children's Hospital Foundation of Saskatchewan**. This is the largest one-time gift in Saskatchewan's history, and the new children's hospital is renamed to the **Jim Pattison Children's Hospital**.

LOCAL HOSPITALS
USE THE FUNDS
TO SUPPORT HIGHEST
PRIORITY NEEDS



A MESSAGE FROM THE CEO



On behalf of Canada's Children's Hospital Foundations, I want to thank you, your agents and brokers for making a difference in the lives of children across Canada. Through your long-term commitment to the health and well-being of kids in care at children's hospitals, you have given the precious gift of a better tomorrow to the sons and daughters, brothers and sisters, nephews and nieces, families and friends of so many Canadians.

In 2017, we celebrated the 25th anniversary of our partnership — 25 years of miracles created by RE/MAX Canada through the Miracle Home program, golf tournaments, conferences, grassroots fundraising and more. Since 1992, RE/MAX Canada has collectively donated more than \$70 million, a contribution that will personally touch the lives of the more than 5,000 children who walk through the doors of our hospitals every day.

The numbers are astounding. The impact? Miraculous.

A new defibrillator with a CPR feedback system that saved a baby's life in Calgary. A new MRI machine in Toronto for diagnosing congenital heart defects. Early intervention and treatment in Ottawa for children with hearing loss. A new transport incubator in London that carried 161 newborns to the neonatal intensive care unit. And new Giraffe Omni-Beds in Winnipeg for the more than 700 premature babies seen each year in neonatal intensive care.

Most importantly, by connecting directly with local children's hospitals, you help kids across Canada live better, and give the precious gift of a better tomorrow to realize their dreams. Thank you for helping to build a better future for children and their families. With every dollar raised for children's healthcare, RE/MAX Canada is making a personal impact in the lives of Canadian children.

Sincerely,



MARK HIERLIHY
President and CEO
Canada's Children's Hospital Foundations

ABOUT US

Canada's Children's Hospital Foundations (CCHF), established in 2017, is a not-for-profit organization that raises funds for a national network of hospital foundations as the largest single, non-government funder of child health in Canada. CCHF continues to receive generous support through donors within Children's

Miracle Network® as well as contributions from additional companies and donors. Together we represent 13 of Canada's children's hospitals where the greatest challenges are tackled; our hospitals see the most critical cases. Your contribution helps your local children's hospital ensure that all sick and injured children have access to the very best care from coast to coast.

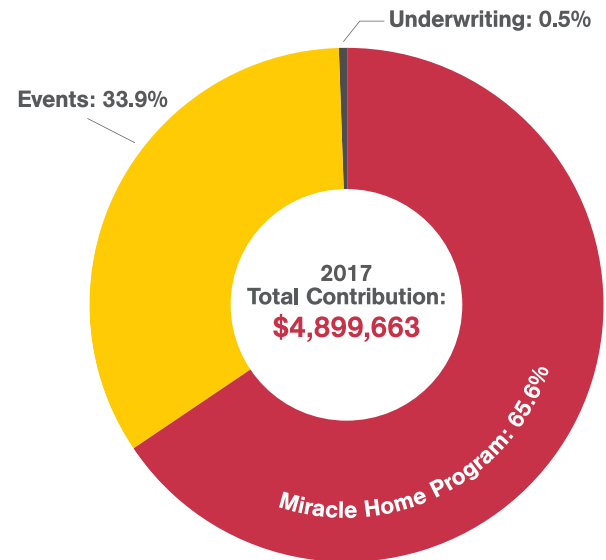
Children's Miracle Network® (CMN) raises funds and awareness for 170 member hospitals, 14 of which are in Canada. Donations stay local to fund critical treatments and healthcare services, pediatric medical equipment and research. Its various fundraising partners and programs support the nonprofit's mission to save and improve the lives of as many children as possible.

2017: YEAR IN REVIEW

For 25 years, RE/MAX agents and brokers have “put their money where the miracles are,” showing true commitment to the cause of helping sick and injured children across Canada.

Whether affiliated with RE/MAX Western Canada, Integra Ontario-Atlantic or Quebec, RE/MAX agents and brokers have a personal connection with their local children’s hospital, and many have a personal story to tell.

In this, our 25th anniversary together, we celebrate the individuals and teams who go “above the crowd” to make a difference.



25 Years: Two Balloons, Two Partners

25 years ago, RE/MAX was initially attracted to a partnership with the Children’s Miracle Network by the yellow balloon logo, a symbol that every agent and broker across North America could identify with immediately.

As we celebrate 25 years of miracles together, the dual logos have come to show the commitment of individual agents and offices to a greater cause. And the dedication to making a difference in our communities across Canada.

As RE/MAX Canada says, “the difference we make in our communities benefits us all.”

Miracle Million Club 2017

The Miracle Million Club (MMC) is a national platform that recognizes partners who raise \$1 million on an annual basis.



Celebrating Miracle Million Club Members during the annual Momentum conference to an audience of over 1,400 attendees. RE/MAX’s success is made possible by the commitment of your agents, brokers and staff all the way up to the leadership team. A special thank you from Children’s Miracle Network for raising awareness and funds throughout the year.



25 REASONS TO LOVE RE/MAX

1. We are celebrating 25 years of miracles.
2. We both have balloons for our logos.
3. Agents typically have a direct relationship with their local hospital.
4. Agents donate from their own pockets to the Miracle Home Program.
5. The average participating agent gives \$400 annually to CMN.
6. In 2017, RE/MAX Canada had its best fundraising result ever.
7. More than \$60 million has been raised for hospital foundations across Canada.
8. Three regional networks participate (Western Canada, Integra Ontario-Atlantic, Quebec).
9. The three regions comprise more than 14,000 agents.
10. Western Canada has been the top fundraising region in North America for six consecutive years.
11. In 2013, RE/MAX launched the annual Month of Miracles.
12. In 2015, RE/MAX Canada launched the Ambassador Group.
13. In 2016, RE/MAX agents and broker offices participated in the local Motorcycle for Miracles tour nationally.
14. RE/MAX is one of Children's Miracle Network's top partners.
15. One in 10 kids is treated at a CMN member hospital in the U.S./Canada annually.
16. Nearly 10,000 Miracle Homes are listed on remax.com.
17. CMN member hospitals across North America treat 16,000 kids in the ER every day.
18. CMN member hospitals across North America treat 39 newborns every hour in the NICU.
19. When looking to sell or buy a home, you can select a Miracle Agent from remax.ca.
20. Becoming a Miracle Agent takes under 90 seconds.
21. Miracle Agent donations can be automatically deducted from commission cheques.
22. RE/MAX agents in Canada support Dairy Queen's Miracle Treat Day every year.
23. Many offices hold grassroots fundraising initiatives every year (like golf tournaments or BBQs) to support their local hospital.
24. All agent donations support their local hospital.
25. RE/MAX Canada representatives can attend the annual CMN conference in Orlando, USA.

RE/MAX R4 Convention

Children's Miracle Network staff joined more than 6,000 RE/MAX agents and offices from 54 countries in Las Vegas in February at the company's annual R4 convention. Among them were many U.S. and Canadian agents who proudly participate in the Miracle Home and Miracle Property programs and helped contribute to more than \$10 million raised for CMN member hospitals in 2017.



Miss America and Angelica Hale

Throughout the week, agents had multiple opportunities to interact with CMN staff, Miracle Kid Angelica Hale and Miss America, to make donations and to learn more about supporting CMN member hospitals. Attendees were also able to snap a photo with a replica of the original 1960s-era Batmobile for a small donation. Top RE/MAX donors were honored at a special breakfast with RE/MAX co-founder Gail Liniger, where she was recognized for 25 years of partnership with CMN. And a live auction that featured once-in-a-lifetime trips and experiences, also took place, raising more than \$100,000 towards 2017's fundraising goal.

Activate 2017

Activate, the Canadian RE/MAX conference led by Western Canada, took place in Winnipeg, MB in September. This attracts agents from across Canada and is a week filled with various agent led functions and events to raise funds for Children's Miracle Network. Included were the Run 4 Kids, Martini party for kids, balloon pop, Hawaii raffle, silent and live auction. The week raised more than \$100K for the Western Canada children's hospitals.



There are over
290 MIRACLE OFFICES*
IN CANADA

**A Miracle Office raises \$2,000 and up each year.*

An average agent contributes
\$441* PER YEAR

*(*data does not include Quebec)*

There are a total of
9,000 PARTICIPANTS*
in the program, which is nearly
43% OF AGENTS

*(*data does not include Quebec)*

543 TOTAL MEMBERS
on the RE/MAX Canada for Kids
Facebook group page

The Children's Miracle Network Value Proposition

Today's consumers expect companies to give back to local communities. In fact, when given the choice over 80 per cent of consumers will choose one product over the other if a product is associated with a cause. Children's Miracle Network and RE/MAX have developed marketing tools for agents to promote their association with their local hospital. These tools provide a sense of pride to agents and allow them to start conversations with their clients about their support.



FINANCIAL SUMMARY



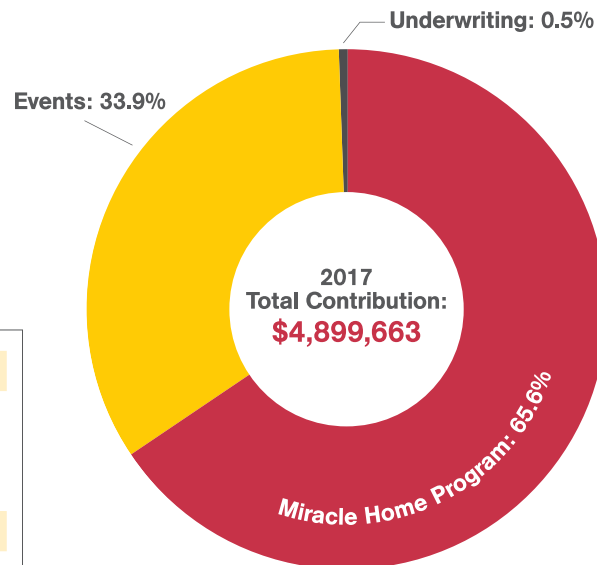
Report Date: April 6, 2018

Partnership Main Contact

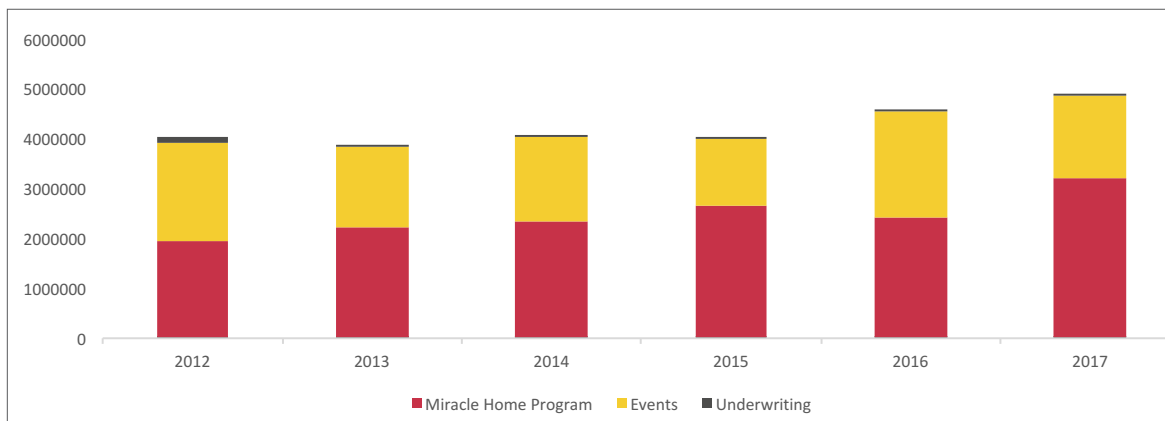
Jaylene (Jay) Shapansky
Director, Corporate Partnerships

RESULTS SUMMARY

Campaign Type	Amount
Miracle Home Program	\$3,214,426
Events	\$1,660,237
Underwriting	\$25,000
Grand Total	\$4,899,663




YEAR OVER YEAR RESULTS 2012-2017



PARTNER SCOPE WITH TOTAL CONTRIBUTION PER YEAR

RE/MAX CANADA

Partner Scope	2012	2013	2014	2015	2017
Total Giving (including Underwriting and In-Kind)	\$4,014,168	\$3,876,934	\$4,084,101	\$4,057,622	\$4,899,663
Per Cent Change	0%	-3%	5%	-1%	7%
Partner Rank in Canada	4	4	4	4	4



JACK, 14
With mom, Heather
LONDON
LEUKEMIA PATIENT

When Jack was five years old, his parents became worried when he had extremely low energy through the holiday season. A blood test revealed that he had acute lymphoblastic leukemia, a type of blood cancer. He spent the next three years undergoing a five-phase treatment, which involved strong chemotherapy.

Jack's strength and resilience is an inspiration to those around him, and he amazes people with his ability to conquer any obstacle. He has taught family and friends that while fighting cancer is serious business, it's OK to have a laugh or two along the way.

Now in remission, Jack plays ball hockey and is fascinated by airplanes and geography. He isn't afraid to try new things, and even led a club at his school where students learned to code. He loves spending time with his little brother, Clint, who was with him throughout his treatment. Clint loves that his brother is an amazing leader who can be an ambassador for other sick children.

Donations fund hospital programs that help kids like Jack in their fight against cancer.

BRAND RECOGNITION

Children's Miracle Network and member hospital foundations have utilized paid, earned, owned and shared media channels to provide valuable recognition for the powerful impact that the agents and brokers of RE/MAX Canada have made in the lives of sick and injured children.

Your support has been celebrated socially and through print and digital advertisements, special TV and radio segments and more. The snapshots below represent just a few of the many ways that Canadian audiences were made aware that RE/MAX is committed to improving children's hospitals in our communities.

SOCIAL MEDIA

Children's Miracle Network used its social networks, and the networks of its member hospital foundations, to post and amplify the message that RE/MAX in Canada is one of the biggest supporters of children's hospitals through year-round fundraising activities and the Miracle Home program.

Promoted Post

To celebrate 25 years of partnership, Children's Miracle Network created a promoted post on Facebook and Twitter to tell audiences about the great work that RE/MAX agents and brokers do for their communities. In total, \$200 was spent on the two platforms to reach an audience of over 43,000 people.



TOTAL NUMBER OF POSTS

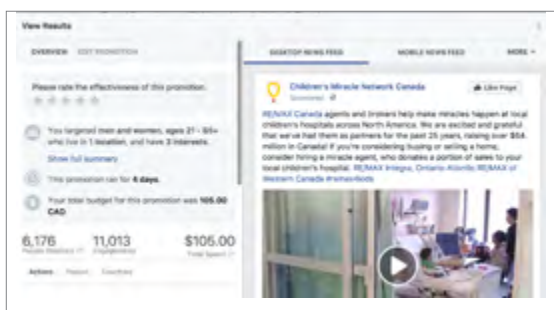
mentioning RE/MAX accounts (RE/MAX Canada, RE/MAX Ontario Atlantic or RE/MAX Western Canada) and Children's Miracle Network:

140*

TOTAL POTENTIAL REACH

560,981*

**Data pulled from Twitter and Instagram from January–December of 2017*



HIGHLIGHTS FROM THE NETWORK



Children's Miracle Network Instagram Followers: 824



14K Foundation Instagram followers: 2,227

NETWORK HIGHLIGHTS, CONTINUED



CHEO Foundation Twitter followers: 25.100



Alberta Children's Hospital Foundation Twitter followers: 637



Children's Hospital Foundation of Manitoba
Twitter followers: 3,258



SickKids Foundation Twitter followers: 47.300

PRINT

[illegible]

BUT YOU'VE GONE ABOVE & BEYOND!

Carol Ancey
RE/MAX Realty Professionals Ltd.

Keith Bradbury
RE/MAX United Inc.

Robert McDonald
RE/MAX Central Real Estate Ltd.

Craig Piercey
RE/MAX Infinity Realty Inc.

Wayne Sheppard
RE/MAX Realty Professionals Ltd.

Joe Wells
RE/MAX Eastern Edge Realty Ltd.

RE/MAX Plus Realty Inc.

Michael King
RE/MAX Plus Realty Inc.

Louise Moddigan
RE/MAX Plus Realty Inc.

Nikki Poole
RE/MAX Plus Realty Inc.

RE/MAX Realty Professionals Ltd.

JANEWAY ALTITUDE ELITE

Janeway Children's Hospital Foundation
300 Prince Philip Drive, St. John's, NL A1B 3V6
Ph: (709) 777-4227
janewayfoundation.ca

Janeway Foundation recognizes its RE/MAX Altitude Elite supporters in a recognition advertisement placed in The Telegram on January 21, 2017.



HODAN, Age 9, Future Nurse

As a fighter of acute myeloid leukaemia, Hodan is proud to be a cancer survivor. In the future, she aspires to be a nurse so she too can help children who get sick.

You give sick and injured kids the most precious gift – **their future.**

Thanks to **Children's Miracle Network®** partners, their customers, employees, staff and representatives for supporting dignity in care at 14 state-of-the-art medical facilities across the country, Canada's children's hospitals are designed to break boundaries and new ground for pediatric healthcare, helping to give kids their future life.

OUR PARTNERS













Mike Weir Miracle Golf Drive for Kids, Duracell, Maple Lodge Farms, GNC Canada, Canadian Woodlands/Log A Load, Northern Reflections

OUR MEMBERS















Give Today
childrensmiraclenetwork.ca

BC Children's Hospital Foundation recognizes RE/MAX's support during its Miracle Weekend. This acknowledgement feature was placed in the Vancouver Sun on June 15, 2017.

THE ODDS ARE IN HIS FAVOUR. THANKS TO YOU.

Against some of the toughest challenges in child health, our corporate partners, and their clients and employees, are shifting the odds - in favour of kids. You're doing this by funding research, treatment and care that gets patients home from SickKids to their families. Thank you for your ongoing and generous support.

More than \$1 Million

HSC, LCBO, Costco, Walmart, Home Depot, Sears, etc.

\$500,000 to \$999,999

Northridge, etc.

\$250,000 to \$499,999

Canada Life, etc.

\$100,000 to \$249,999

etc.

\$50,000 to \$99,999

etc.

We'd also like to extend our thanks to many more corporate partners who have shown their support.

SickKids vs The Odds

SickKids acknowledges RE/MAX's commitment in the SickKids VS launch ad in the Globe and Mail and National Post on October 27, 2017.

WE HELP KIDS REACH THEIR FULL POTENTIAL. OUR PARTNERS HELP US REACH OURS.

We are incredibly grateful to our corporate partners for their support of the SickKids VS Limits campaign. Together we are leading the fight to overcome the limits of today - of an old building, of generating and translating new research into treatments, and the limits on delivering seamless care to every patient - so we can continue our fight to transform child health tomorrow. Many thanks to those for helping unlock the full potential of SickKids.

OVER \$10,000,000

LCBO

\$5,000,000 to \$9,999,999

Costco **Walmart**

\$1,000,000 to \$4,999,999

\$500,000 to \$999,999

\$250,000 to \$499,999

\$100,000 to \$249,999

\$50,000 to \$99,999

We'd also like to extend our thanks to many more corporate partners who have shown their support.

SickKids vs Limits

SickKids Foundation acknowledges RE/MAX amongst other corporate partners in the Globe and Mail on October 27, 2017.

THANK YOU FOR PUTTING YOUR MONEY WHERE THE MIRACLES ARE.

Thank you to all of our Children's Miracle Network partners, their associates, suppliers and customers for helping raise over \$1.5 million in 2016 and for helping children like Logan get better faster!

Children's Miracle Network

Your support has allowed for the purchase of specialized operating room equipment and fund programs to help children get better faster. To learn more about the impact you make, visit goodbear.ca ...because sick children need YOU now.

All money raised in Manitoba, stays in Manitoba.

Children's Hospital Foundation of Manitoba proudly features Children's Miracle Network partners in the in the Winnipeg Free Press and the Winnipeg Metro on September 21, 2017.

TELEVISION & RADIO

RE/MAX was featured and mentioned during a total of seven broadcasted telethons and radiothons across Canada. RE/MAX received mention and airtime in some of the local television stations, including Global in BC, CTV Atlantic, TVA in Quebec, CTV Ottawa, NTV, CJON in Newfoundland & Labrador, and radio stations including Rythme Radio in Quebec, reaching a combined audience of 4,737,000 viewers & listeners.



ENGAGED COMMUNITIES



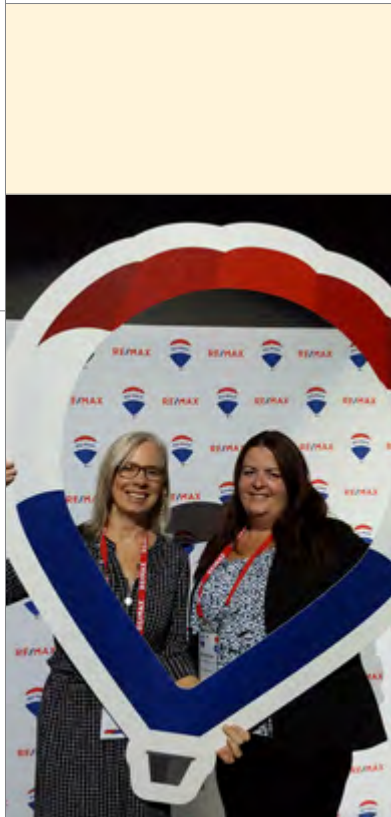
RE/MAX Canada
received recognition in
**5 TELEVISION
SPOTS AND
2 RADIO
BROADCASTS**
reaching an audience
of approximately
4,737,000



RE/MAX Canada was featured in a total of
**8 LOCAL & NATIONAL
PUBLIC ADVERTISEMENTS**
reaching an audience of approximately
4,460,824 VIEWERS



RE/MAX Canada was featured in
**6 FOUNDATION
NEWSLETTERS**
delivered to an audience of
**76,724
SUPPORTERS**





From radiothons to telethons and other special hospital events, select RE/MAX Canada brokers and agents volunteered

10,235 HOURS
during **21 EVENTS**
organized by
9 MEMBER HOSPITAL FOUNDATIONS
across the country

RE/MAX[®]



RE/MAX offices in Canada were visited by Children's Miracle Network and member hospital foundations

191 TIMES
over the course of the year



Member hospital foundations recognized RE/MAX Canada's generosity in

10 ANNUAL REPORTS
circulated to nearly
258,501 SUPPORTERS

RE/MAX Canada is also featured on

9 PUBLIC-FACING DONOR WALLS

across member hospital sites in Canada





RE/MAX Canada's support was

**PROUDLY
FEATURED
11 TIMES**

on Children's Miracle Network and member hospital foundation websites reaching an audience of approximately

134,341
unique monthly
SUPPORTERS



RE/MAX brokers and agents in Canada received approximately

450 TELEPHONE CALLS
and over
**2,429 LETTERS, CARDS
AND ACCOLADES**


acknowledging their support and commitment



Select RE/MAX brokers and agents participated in
**69 CAMPAIGN FUNDRAISING
KICKOFFS/LAUNCHES &
29 HOSPITAL TOURS**

allowing them to meet patient ambassadors and see, first-hand, the impact of their fundraising efforts





KENDRA & KINSEY, 9
With mom, Laura
THE MARITIMES
PREMATURE BIRTH

Identical twin sisters Kendra and Kinsey had to overcome incredible odds to survive after they were born three months premature. Kendra suffers from multiple gastrointestinal complications that are unusually severe. She has had 20 surgeries to help with her reflux and absorption of food. Kinsey has a mild form of autism, has only central field of vision and continues to struggle with seizures, tics and fine-muscle control. Despite all the challenges they've faced, Kendra and Kinsey have remained positive and strong.

Both girls have spent a great deal of time in the hospital but they have never let that dampen their bright spirits or infectious laughs. Together they enjoy art, swimming, singing, playing video games, and spending time with animals.

Like many twins, Kendra and Kinsey have an extraordinary bond. They are extremely supportive of one and another and display a great sense of empathy and compassion for others.

Donations collected through Children's Miracle Network helped purchase "smart" infusion pumps that precisely administered medications that both Kendra and Kinsey needed while in the neonatal intensive care unit and during their surgeries.

TRANSFORMING CARE ACROSS CANADA

Through your fundraising achievements, RE/MAX Canada has touched the lives and communities of children and their families from coast to coast. From the BC Children's Hospital in Vancouver to the IWK Children's Health Centre in Halifax, Nova Scotia, the following pages give just a glimpse of the ways in which the agents and brokers of RE/MAX have connected directly with local children's hospitals, helping kids across Canada live better, and giving the precious gift of a better tomorrow.



Each Children's Miracle Network member hospital foundation directs the funds they receive to the areas that need it most, whether it's specialized equipment for NICU babies, research to discover cures and treatments, or special services to support patients and families.

The following numbers represent how your funds are making a direct impact in the areas of need at member hospitals across Canada:

RE/MAX Canada raised \$4.8 million in 2017 to help kids across Canada live better. The funds helped pay for:

Equipment 41%

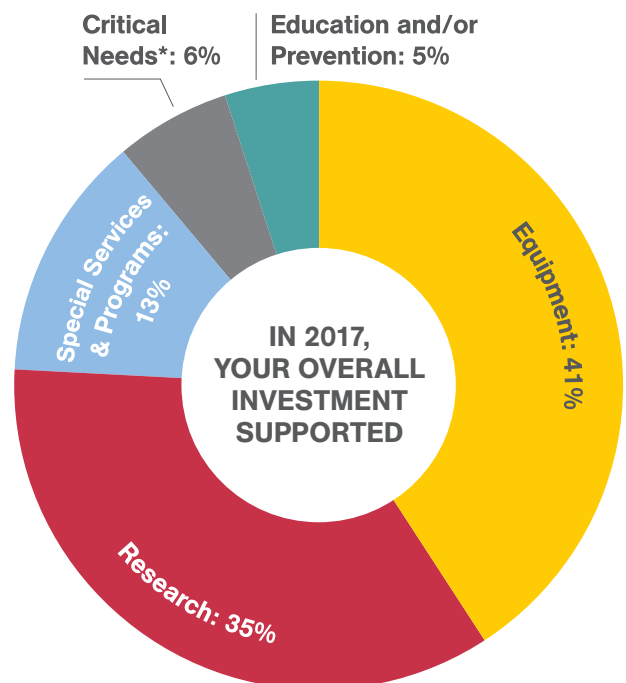
Research 35%

Special Services & Programs 13%

Critical Needs* 6%

(*Facility Upgrades, Hospital Transportation etc.)

Education and/or Prevention 5%



YOUR FUNDS AT WORK



At BC Children's Hospital, we count on the **Excellence in Child Health (EICH) Fund** to help meet our most critical needs. The EICH Fund supports research, critically needed equipment and Sunny Hill Health Centre for Children.

We're fortunate to have some of the best and brightest medical experts working to help kids get healthier. Having the latest technology and state-of-the-art equipment helps them provide the best care possible. Your generous contributions equip us with critical tools that are used every day in every department, such as the fiber optic endoscopic evaluation of swallowing, a first-choice method for studying swallowing disorders; the spirometer pulmonary function tests; and the Hockey Stick ultrasound transducer probe.

67%
OF PATIENTS
seen every year at
BC Children's Hospital
come from areas
outside the city
of Vancouver.

At the **BC Children's Hospital Research Institute**, more than 300 world-class investigators are working tirelessly to pursue scientific advances aimed at transforming the lives of children and families. To make sure our research makes a difference, the Institute focuses on four themes: brain, behaviour and development, healthy starts, childhood diseases and evidence to innovation.

COMMITMENT TO THE CAUSE



In September 2016, three RE/MAX offices — RE/MAX Select Properties, RE/MAX Westcoast and RE/MAX Select Realty — hosted "The Big Give" Beach Party fundraising event, raising \$25,000 for the BC Children's Hospital Foundation. This family-friendly, early evening event saw agents, vendors and clients enjoy games and activities within an indoor beach facility.

Proceeds were collected from event ticket sales, a silent auction at the event, as well as personal donations by agents and their clients.

The broker owners also contributed to the funds. A special thank you to the organizing committee, for all of their hard work in support of CMN and BC Children's Hospital.

YOUR FUNDS AT WORK



Defibrillator with built in CPR feedback system

At just six days old, little Dana, who had been thriving since birth, was rushed to the Alberta Children's Hospital after mom, Gayle, saw she was struggling to breathe. At the hospital, Dana suddenly went into cardiac arrest. The emergency team was able to get her stabilized enough to intubate her and run some tests, including an echocardiogram, which identified a heart defect.

Dana had an underdeveloped aorta, which was impacting blood flow in her body. She needed surgery — quickly. She was moved to the pediatric intensive care unit (PICU) and it was there that Dana went into cardiac arrest for a second time. The clinical nurse educator in the PICU began cardiopulmonary resuscitation (CPR) on this tiny, week-old baby.

Thanks to community funding, the PICU team was equipped with a new defibrillator, which has a CPR feedback system to tell them exactly how hard and fast to push during compressions based on a patient's size. Even though traditional CPR training would suggest pushing on a newborn Dana's size with just two fingers, the nurse followed the instructions on the monitor and switched to the heel of her hand for more force.

The extra pressure worked. Dana's life was saved for a second time.

The Alberta
Children's Hospital
is home to
**Canada's largest
on-site centre for
pediatric simulation:**
KIDSIM.

COMMITMENT TO THE CAUSE



As the top CMN contributor in Western Canada for the past two years, RE/MAX continues to demonstrate its commitment to the cause through grassroots fundraising that involves local communities. Percy Connolly and the team at RE/MAX presented a

cheque from its annual Harvest Hills Carnival. The CMN committee also had the most successful Family Fun Day yet in September celebrating RE/MAX Central office reaching the \$1 million in giving achievement.

The RE/MAX First Office hosted a successful golf tournament that provided great collaboration with CMN partner, The Brick, who sold Brickley bear gold head covers at the registration table, in support of Alberta Children's Hospital Foundation.

RE/MAX really showed initiative in its efforts to support the hospital in addition to its support through the Miracle Home Program.



YOUR FUNDS AT WORK



The Stollery Children's Hospital is the only specialized children's health-care facility in central and northern Alberta. By funding the best people, programs, equipment and research, you help to ensure the Stollery remains one of the top three most specialized children's hospitals in Canada.

In recent years, the demand for operative room (OR) space exceeded the Hospital's capacity, leading to waitlists and cancellations of critical operating room procedures on children and youth. The Stollery performs more than 11,000 surgeries a year (based on current statistics) and this is expected to increase by 28.5 per cent by 2026.

46%
**OF OPERATIVE
ROOM
PATIENTS**
come from outside
of Edmonton.

Last year, because of a pressing need for expansion and redevelopment, the Stollery opened a state-of-the-art OR. The expanded OR has five theatres, specialized equipment, a nine-bay pre-admission care unit, a fully modernized endoscopy suite, and a digital network Anesthesia Information Management System, resulting in reduced surgical waitlists.

COMMITMENT TO THE CAUSE



The RE/MAX team in Edmonton and the Alberta Capital Region is truly making a difference in the lives of local children through charitable initiatives and community events.

In April, representatives from RE/MAX and the Stollery Children's Hospital Foundation officially opened the RE/MAX Community Centre at the West Edmonton Mall, which is designed to give charitable organizations the opportunity to promote their missions

and charitable initiatives in the Mall. The event, attended by Cosmo and Dr. PatchUp from Stollery, joined the celebration, which was shared on Facebook.

RE/MAX teams across the region celebrated 25 years of supporting the Children's Miracle Network with golf tournaments, parties and baseball games, including a family fun night with the Edmonton Prospects baseball team. A Stollery family threw out the first pitch and Dr. PatchUp had a dance-off competition with Prospects' mascot Homer on the field.

YOUR FUNDS AT WORK



Jim Pattison Children's Hospital Exterior



Jim Pattison Children's Hospital Lobby/Atrium

Opening in 2019, the new Jim Pattison Children's Hospital will offer state-of-the-art equipment and facilities for children, mothers, and families from across our province.

Centrally located near the University of Saskatchewan campus in Saskatoon, the new provincial children's hospital will offer neonatal intensive care, pediatric intensive care, general pediatrics, pediatric emergency, and ambulatory services. Maternal services will include labour and delivery, antepartum, and postpartum care. The 176-bed facility will provide the highest quality of care and put Saskatchewan at the forefront of research and innovation.

With the support of our amazing Children's Miracle Network partners in Saskatchewan, Jim Pattison Children's Hospital Foundation was able to support an online preparatory program for children prior to surgery. With thousands of children having day surgery in Saskatchewan every year, this innovative two-year research project aims to significantly reduce stress for young patients and their parents through this innovative new program for children three to ten years old.

Our Saskatchewan partners are touching the lives of children directly, by helping to reduce stress and making the hospital a little less scary for our province's sick and injured children.

Construction
on the Jim Pattison
Children's Hospital is on
schedule and is expected
to be completed in 2019.
As of January 2018,
the project was more than
**75%
COMPLETE.**

COMMITMENT TO THE CAUSE



The realtors and team at RE/MAX Blue Chip Realty in Yorkton, Saskatchewan held their annual Family Day in June to raise funds for the Children's Miracle Network. The event raised more than \$10,000, in addition to the funds raised through quarterly donations at morning meetings, and other contributions. Many families came out to enjoy the BBQ and festivities, which included games, balloon rides and crafts.

RE/MAX agents truly went "above the crowd" to support Jim Pattison Children's Hospital Foundation.

YOUR FUNDS AT WORK



Giraffe OmniBed

Imagine your baby born at 24 weeks rather than full term. The fear, the risk, the potential complications all flood into the mind of a parent. Years ago the survival rate for a premature baby was extremely low but with new, cutting-edge medical equipment, a premature baby has an extremely high survival rate.

The evolution from the incubator to the Giraffe OmniBed for neo-natal intensive care units has a profound impact on the survival of a premature baby. Dr. Michael Narvey, head of neonatology at the Children's Hospital in Winnipeg, says the OmniBed has a price tag of \$70,000 but literally saves lives and helps babies achieve normal development.

The Neo-Natal
Intensive Care Unit
(NICU) sees more than
1,429
**PREMATURE
BABIES**
each year.

The OmniBed simplifies the workflow for doctors and nurses by moving from an open-air bed warmer to a closed incubator with built-in medication pumps, infection controls and radiant warming and lighting. The 17-bed unit at the Children's Hospital is about to expand to 50 in a year and will save hundreds of babies that come from throughout Manitoba, Nunavut and Northwest Ontario.

COMMITMENT TO THE CAUSE



Each year RE/MAX Manitoba agents help purchase life-saving medical equipment for the Manitoba Children's Hospital. Their eternal generosity and hard work at fundraising events has raised money that's touched every unit in the hospital. The agents see the need and roll up their sleeves and raise money through the Miracle Home Program, RE/MAX Golf Tournament or "Doing it all for the Kids Noon Hour Concert."

Gary Rozak, program director for the Children's Miracle Network (Manitoba), says "RE/MAX is a loyal and giving partner and has raised more than \$1.8 million since the partnership began. Agents want to make an immediate and lasting impact with their gift." Their hard work has helped thousands of children over the years. Many had their children come through the hospital, but some do it because they feel the hospital needs are escalating.

Gary Rozak adds "RE/MAX Executives Realty agent Linda van den Broek is consistently not only the largest RE/MAX donor in Manitoba but is the top RE/MAX donor in Western Canada. Her caring, passion and desire to help sick children has no bounds."

YOUR FUNDS AT WORK



Last year,
Children's Hospital
received over
117,000
PATIENT VISITS with
161 NEWBORNS
transferred in a
transport incubator.

For some newborns at Children's Hospital, London Health Sciences Centre, the first incubator they encounter on their road to recovery is not in the neonatal intensive care unit, but rather in transport from community hospitals around the region. These premature infants in critical condition rely on a transport incubator for safe travels to Children's Hospital, all under the expert care of our specially trained, nationally recognized and award-winning transport team.

Because of your support, Children's Hospital was able to purchase a new, updated transport incubator with state-of-the-art technology that allows our transport team to control heat, humidity, oxygen and noise levels. These features are essential for protecting vulnerable children's senses, mitigating trauma and promoting positive long-term health outcomes.

All of these innovations allow our health-care teams to nurture sick and injured infants so they can arrive in the best condition possible and return to their loved ones sooner.

COMMITMENT TO THE CAUSE



RE/MAX agents in the London area are truly committed to the cause of supporting London's Children's Hospital through the Children's Miracle Network. In 2017, the team at RE/MAX Advantage Realty in London donated \$14,299, as agents believe in making a difference in their community.



As an agent for the past 34 years and a champion of the program, Carol Turnbull at RE/MAX Centre City Realty has a strong passion for supporting the kids at Children's Hospital because of a personal connection.

Without London's Children's Hospital, Carol may not have been born, as her father, at the age of three, had polio and spent 19 months in Children's Hospital. "Children's Miracle Network is near and dear to my heart. With every house transaction, I donate to Children's so they can continue their amazing work. If every RE/MAX agent donates, then we truly can make miracles happen."

YOUR FUNDS AT WORK



Dr. Sarah Watkins and Samantha

Funds from Children's Miracle Network support the outstanding patient care provided through the comprehensive **Child and Youth Mental Health Program** at McMaster Children's Hospital. With an estimated one in five children in Ontario suffering from some form of mental health issue, this program continues to grow, as does the need for its full set of services. The services that are provided span the continuum of care allowing the child, youth and/or their family to receive the service and support most suitable to their needs whether it is in hospital or in the community.

There are four distinct but integrated components to the mental health program including both an inpatient and outpatient unit, day hospital, and emergency services. All parts of the program work with patients to provide

a mental health assessment, treatment plans and education of mental health issues, based on a compassionate and evidence-based approach. The program spans both sites of McMaster Children's Hospital.

One patient who benefitted from the services of the program is Samantha (pictured with Dr. Sarah Watkins), who has become a vocal advocate of the need to erase the stigma associated with mental illness, so that more people come forward to get the help they need.

McMaster Children's Hospital has the largest single child and youth inpatient unit in Ontario and offers one of the largest **PEDIATRIC MENTAL HEALTH PROGRAMS** in Canada.

COMMITMENT TO THE CAUSE



Lori VanDinther, realtor, showed her support while at RECHARGE

In September 2017, at the RE/MAX RE/CHARGE annual real estate conference, the McMaster Children's Hospital Foundation launched a new registration process for the Miracle Home Program. The team demonstrated an automated, online form, accessed through the Launchpad portal. Agents were also given the opportunity to build a toy gift bag to be given to patients at the hospital.

The Zurini family and team at RE/MAX Escarpment Realty demonstrated their continued commitment to McMaster Children's Hospital Foundation. During the Month of Miracles, it's now a tradition for them to host a BBQ on Miracle Treat Day. The Foundation team is grateful to all RE/MAX brokerages and agents for enabling life-saving pediatric health care at McMaster Children's Hospital.

YOUR FUNDS AT WORK



Peyton, heart transplant recipient

Unrestricted giving means that we can deploy funding quickly to areas of greatest need. It means that we can support brilliant doctors and researchers, enable landmark surgeries at SickKids that help our patients survive and thrive, and update our infrastructure so that we can keep pace with the ever-evolving health-care landscape.

Because of unrestricted giving, more children with congenital heart defects have a greater chance of survival. Children like six-year-old Peyton, who was diagnosed with myocarditis, an enlarged heart, and underwent a transplant in May 2016. Peyton is part of the **SickKids VS Limits** campaign to build a new hospital. Its fundraising goal of \$1.3 billion is the largest in Canadian health-care history.

Because of unrestricted giving, more children with congenital heart defects have a greater chance of survival.

In 2017, funds allowed SickKids to replace a more than 10-year-old MRI machine in the **Cardiac Diagnostic Interventional Unit** so that doctors could better understand one-of-a-kind hearts before surgery. Now, doctors can better see congenital heart defects and identify ways to fix them.

Last year,
SickKids performed
**590 PEDIATRIC
HEART OPERATIONS**
and the Labatt Family Heart
Centre had more than
**1,160 PATIENT
VISITS.**

COMMITMENT TO THE CAUSE



The SickKids VS Limits Campaign launch event at the Mattamy Athletic Centre was something to behold. The atmosphere was electric. RE/MAX was proudly represented by Bruce Johnson, RE/MAX Wasaga Beach and founder of Motorcycle For Miracles, in support of the Alyssa Rae Johnson Endowment Fund at SickKids, and Chris Alexander, regional director, RE/MAX Integra Ontario–Atlantic. The two RE/MAX representatives wore “RE/MAX VS Limits” tee-shirts and marched in the opening ceremony parade, joining more than 2,000 supporters.



In September 2017, Anisa Ashe, a current SickKids patient and Peter Buffone, who was treated 25 years ago at SickKids, appeared at RE/MAX RE/CHARGE, to celebrate the 25-year partnership between RE/MAX and the Children's Miracle Network. Anisa and Peter were interviewed by Dave Brown, vice-president, marketing, brand and special projects, RE/MAX Integra. It was a special year in which RE/MAX once again demonstrated its commitment to the cause of giving the gift of tomorrow to children at SickKids and in hospitals all across Canada.

YOUR FUNDS AT WORK



Eddie, BCHA recipient

Early intervention and treatment for a child with hearing loss or impairment is crucial to brain development, language skills, social skills and emotional health. Sometimes conventional hearing aids are not possible due to medical or anatomical reasons. That was the case for Eddie, a CHEO patient born with unilateral microtia, a significant underdevelopment of the outer ear.

For Eddie and many others, a **Bone Conduction Hearing Aid (BCHA)** is the only device capable of providing sound. These devices send vibrations through the bones of the skull directly to the inner ear. Children can wear them on a band that rests on their head and, when they are old enough, surgery can permanently affix the device.

In purchasing
**BONE
CONDUCTION
HEARING AIDS**,
Children's Miracle
Network gives CHEO
patients the gift
of sound.

Currently, provincial funding does not cover a child's first BCHA, and costs are only partially covered five years after the surgery to implant the device. Time sensitive intervention to correct hearing loss is vital and can be stressful beyond measure for families who simply cannot afford that first BCHA. Funding from the Children's Miracle Network is helping cover the substantial costs for kids like Eddie, giving more children the chance to live their best lives possible.

COMMITMENT TO THE CAUSE



RE/MAX agents and offices go above and beyond the call of duty to bring happiness to kids at CHEO. One such team is led by Susan and Moe Vacheresse, the Susan & Moe Team at RE/MAX Affiliates Realty, in Ottawa. They asked for a list of items that the hospital was in need of and brought a large donation of colouring books, storybooks, crayons, markers and art supplies to the Children's Treatment Centre. Dressed as The Incredibles, they presented a large cheque to the Foundation, and made the day an incredible one for the children.

YOUR FUNDS AT WORK

Opération Enfant Soleil raises funds to support the development of high-quality pediatrics for all sick children in Quebec. Thanks to the money raised, hundreds of projects become a reality each year in regional hospitals and organizations as well as in major pediatric centres.

A collaborative teaching tool has been designed online to standardize the most common and necessary care practices for children with complex health problems throughout Quebec. This collaborative project between Quebec's four CHUs serves parents and caregivers of children with complex health problems as well as health professionals, who will find the material useful for teaching and training purposes.

This initiative provides families with many benefits, including reducing stress for parents who will care for their child upon returning home, providing consensus on best practices of care by practitioners, and enabling shorter hospital stays for children and consequently, lowering financial costs borne by parents during hospital stays, etc.

The project can be found here: <https://complexcareathomeforchildren.com>

We have collaborated together to develop an **educational resource** for parents and caregivers of children with medical complexity. We believe that children and families thrive best in their homes and community setting.

Our ultimate goal is to facilitate and support the safe and effective delivery of **evidence-informed complex care** at home in order to optimize the health and well-being of children with medical complexity.

COMMITMENT TO THE CAUSE



RE/MAX has been an amazing partner of Opération Enfant Soleil since our first year of operation in 1988. One of its offices, RE/MAX Avantages, in Lévis, Que., organizes wonderful events that raise about \$50,000 every year.

Its president, Julie Larochelle, is a true leader who makes a big impact by organizing events such as an annual fashion show. Every year she asks for the participation of the kids from Enfants Soleil, who love the experience. RE/MAX Avantages also hosts a spaghetti dinner, attended by about 200 guests, and invites the mother of an OES child to speak about the impact of donations. RE/MAX Avantages and Ms. Larochelle are a real inspiration to the many other realtors who make a direct impact in the lives of so many children and their families across Quebec.

YOUR FUNDS AT WORK

Patients of the IWK benefit from the direct impact of donor support throughout their health care journey.



Fetal Heart Monitors are used to monitor the well-being of both the mother and her newborn during labour. They allow clinicians to monitor the mother's vital signs and the baby's heart rate.



Recliner/Sleeper Chairs that convert into a sleeping lounge allowing family members to be continuously present while also providing important and easy access to patients by the care team in urgent medical situations.



Patient Monitors provide critical monitoring of the heart rhythm, breathing rate and blood oxygen levels to alert staff to changes in vital signs.

COMMITMENT TO THE CAUSE



RE/MAX teams like RE/MAX Saint John and RE/MAX Maritimes once again made a major impact in the lives of children through their support of the 33rd annual IWK Telethon for Children, broadcast live on CTV Atlantic. It was another record-breaking year for the Telethon, with Maritimers pledging more than \$6 million in support of the IWK.

And a recent addition to the RE/MAX family, RE/MAX Avante in Moncton, NB, hosted a unique fundraiser in support of the IWK Health Centre. "The Night of the Guitars" was held on October 27 and included a live auction of guitars and other items. Some were autographed by well-known musicians, from a variety of music genres, such as Willie Nelson and Canada's own Gowan. The evening provided live music, dancing and delicious hors d'oeuvres — just one of the ways in which RE/MAX partners are creative in their commitment to the cause.



YOUR FUNDS AT WORK



Quinn, Middle Cove, NL.



Trios Surgical Table System

Thanks to the generous support of our donors, the Janeway Foundation can fund equipment like the **Trios Surgical Table System**, which assists in delicate spinal and vascular surgeries, focusing on patient safety and surgical precision.

This system is designed to meet today's surgical needs and has many unique features and benefits for both the patient and the surgeons. For example, it helps manage pressure, rotates decreasing movement of the patient, and allows for x-rays during surgery.

This special piece of equipment helps kids like 10-year-old Quinn from Middle Cove, NL, who was born with spina bifida and a tethered spinal cord, which causes a twisting of her spine. She also has an unrelated condition that results in her small stature. Both ailments mean regular visits to and surgeries at the Janeway, which began when she was just seven weeks old.

Quinn, a comedian at heart, turns her painful treatments into laughs, as our team of Janeway medical experts work to straighten her spine.

The Janeway's
team of experts in
perioperative care
performed more than

5,900
SURGERIES
last year.

COMMITMENT TO THE CAUSE




Corner Brook's Winter Carnival in February, raised funds through ticket sales, an auction, raffles and so much more. They even had a visit from carnival mascot Leif the Lucky.

Their hard work and commitment to the cause raised more than \$10,000 in new funding for Janeway and the families we serve. The Foundation applauds this incredible team for their dedication and praises them for setting the bar even higher for RE/MAX's charitable work throughout the province.



For many years, RE/MAX Realty Professionals has been leading the charge as principal organizers and volunteers at the Janeway's Children's Miracle Network Telethon location, on the west coast of Newfoundland and Labrador. This year, its Corner Brook office stepped up in a big way and did even more.

Carol Anstey and Sandra Elms were passionate about the cause. The Janeway Foundation worked closely with Carol, Sandra and the amazing team of RE/MAX volunteers to host the first-ever Rock 'N Roll FUN-Raiser, in support of Janeway children. This live concert, held during



LOGAN, 13
With mom, Kathryn and dad, Nick
MANITOBA
BRAIN INJURY PATIENT

When Logan was 10, a semitruck struck his family's car, and he spent 12 days in a coma. It took five weeks for him to start walking, talking and cracking his usual jokes again, but his road to recovery didn't end there.

Logan's desire to get back to dancing and performing musical theatre made him work hard through the months of physical therapy he needed to get back to the stage.

It is in Logan's focus on positive outcomes that his vibrant personality shines. In 2016 a ballet company gave him a junior achievement award for demonstrating his dedication to training, leadership skills and personal growth throughout the dance season, showing that he wouldn't let his accident stop him from achieving his goals.

Outside of dancing, one of Logan's interests is airplanes. One day he hopes to be a pilot or flight attendant, but for now he loves to speak out to share why children's hospitals need community support.

Funds raised through Children's Miracle Network helped purchase the latest equipment, like vital sign monitors, in the pediatric intensive care unit where Logan was treated.

Canada's Children's Hospital Foundations
8001 Weston Rd.
Suite 200
Vaughan, Ontario L4L 9C8
PHONE: 905-265-9750
FAX: 905-265-9749

CHILDRENSHOSPITALS.CA | CHILDRENSMIRACLENETWORK.CA

**CANADA'S
CHILDREN'S
HOSPITAL
FOUNDATIONS**



**Children's
Miracle Network**