

Harborview Fundraising

Dorothy Teeter, President
Harborview Board of Trustees



Harborview Fundraising

- In 2025, Harborview Board of Trustees contracted with CCS Fundraising to determine whether partnership with UW Medicine Advancement is the most effective model for achieving Harborview's philanthropic potential
- CCS Fundraising conducted:
 - An evaluation of fundraising infrastructure,
 - Interviewed stakeholders,
 - Compared with benchmark institutions, and
 - Performed data-driven analysis.

CCS Fundraising's Findings

- Harborview raises more than peer institutions but spends considerably less on fundraising expenses
- CCS Identified nearly \$20 million in additional 5-year opportunity for Harborview within its existing donor base
- Grateful Patient Pipeline focus could yield 1,600-2,400 additional major gift prospects
- Focus on Principal Gifts could yield additional philanthropic support given the regional wealth concentration
- Washington State has more than 6,700 foundations with \$353 billion in total assets, including 787 foundations giving grants to health associations and medical disciplines

Philanthropic Potential

- Conservative scenario: nearly \$30M annually within 5 years (increased from \$21M annually)
- Growth driven by:
 - Better donor retention
 - Expanded grateful patient program
 - Targeted major donor strategy
 - Increased foundation support
- Projected impact
 - ~40% increase in philanthropic revenue
 - More balanced funding model
 - Expanded capacity for critical programs

Fundraising Next Steps

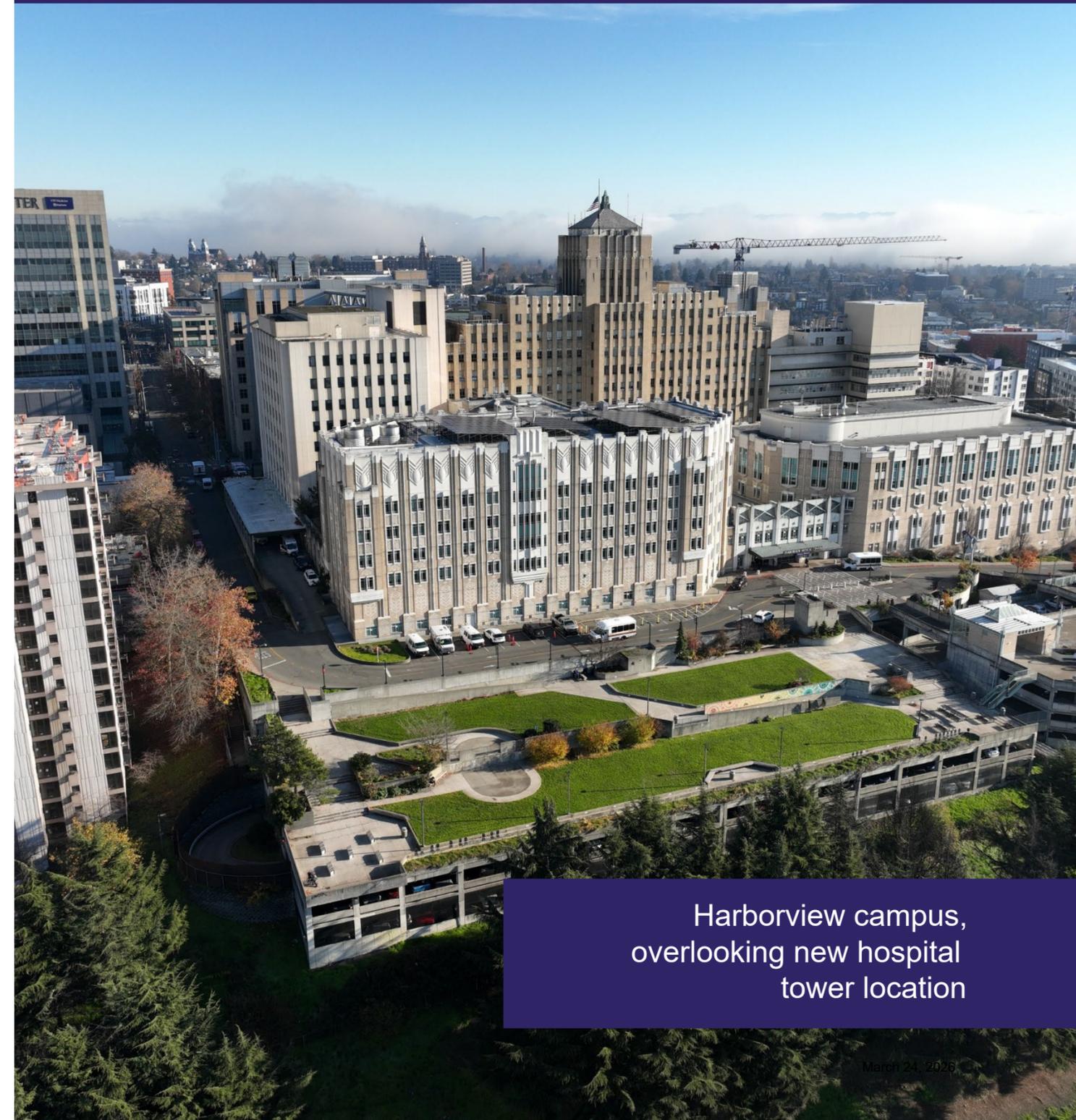
- CCS Fundraising recommended that working with UW Medicine Advancement is the correct path to build Harborview's fundraising potential
- Every dollar raised philanthropically supplements public funding while improving care capacity
- This is particularly important with changes in Medicaid eligibility and payments (a key funding source for Harborview)
- Improving Harborview's philanthropic support is a priority for Harborview's Board of Trustees
- The Board has created a sub-committee to take tactical next steps to enhance this critical funding stream

QUESTIONS?



Harborview Bond Program WSDOT and Broadway Clinic Update – Committee of the Whole

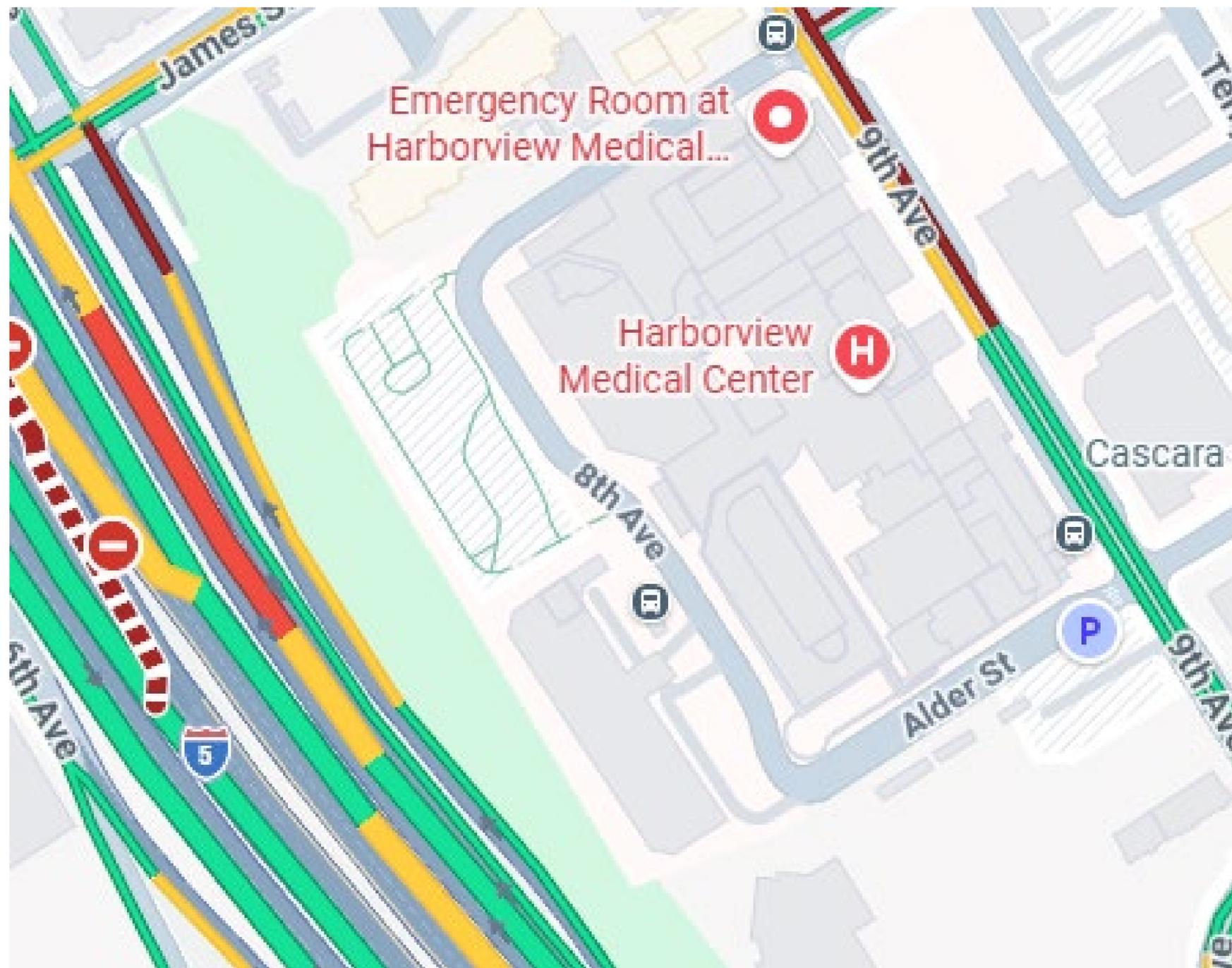
March 24, 2026



Harborview campus,
overlooking new hospital
tower location

Background on WSDOT Right of Way

- The property immediately west of the New Tower site and immediately east of I-5 is owned and controlled by WSDOT.
- WSDOT states no need for future use, and the property exists on an extreme grade, making other uses unlikely.
- However, access to the site for construction is needed and a small portion of the property is also needed for an access road.
- Initially WSDOT was concerned about the loads placed onto the I-5 retaining wall.



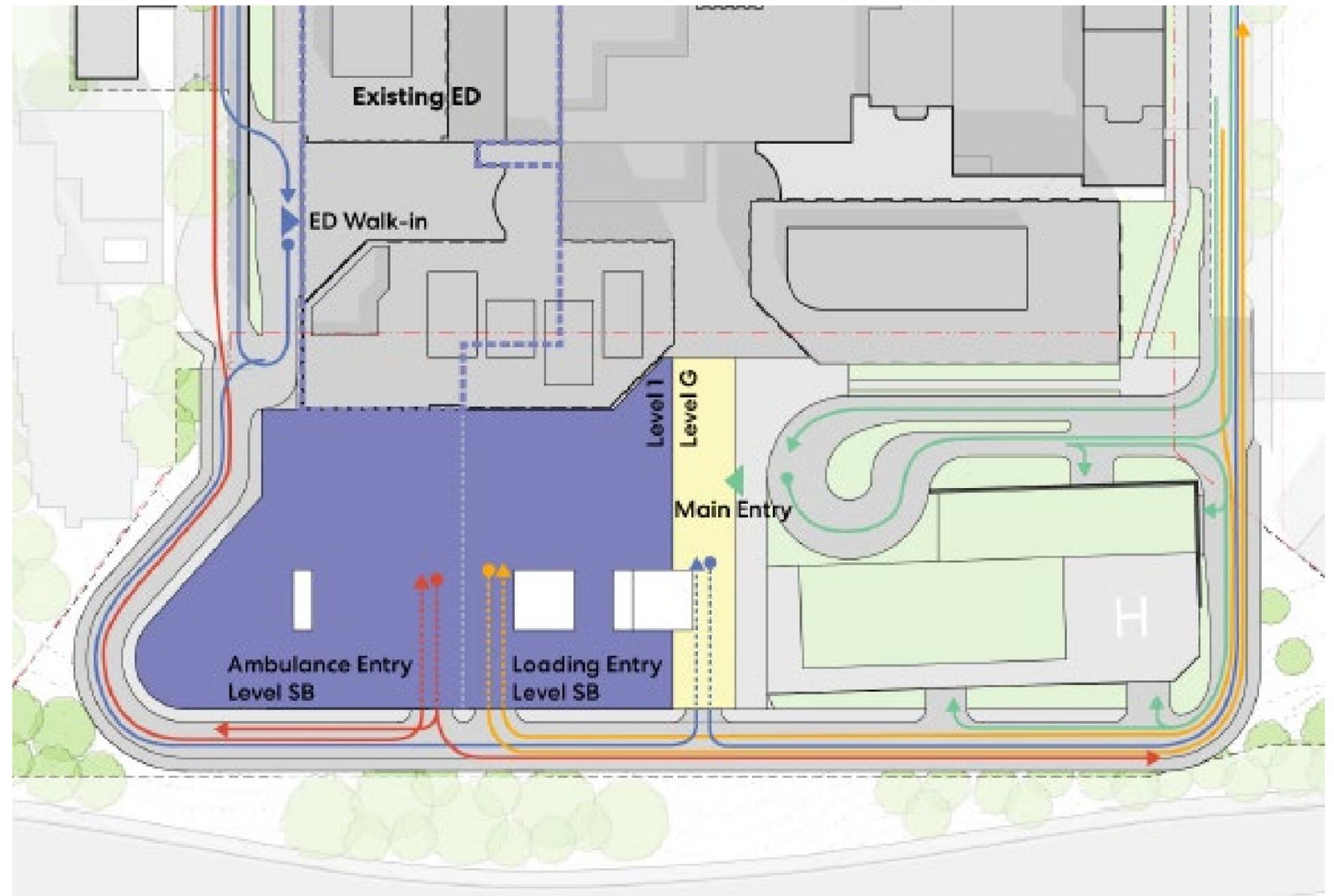
WSDOT Right of Way Access – Haul Road

- To execute the construction at the planned new tower site, a temporary “haul road” will need to be built connecting Yesler St. to James St.
- This assumes that materials and empty trucks (for excavation) will need to enter the site from the south and exit to the north where they can exit back onto I-5. These conversations will need to be finalized between the Design-Builder and the City of Seattle SDOT.
- KC and WSDOT are in negotiations for a temporary lease for this portion of the right of way.



WSDOT Right of Way Access – Loop Road

- To provide for ambulance, patient, and visitor access to the new tower site, a loop road will be assumed as part of the design efforts.
- The project would need access to approximately 30 feet of the WSDOT property running north to south.
- This acquisition will require a long-term lease between KC and WSDOT; negotiations have begun.



Bond Program Use of the Broadway Clinic

- Harborview Medical Center is actively evaluating the potential use of the Polyclinic space in response to significant campus space constraints as construction begins with preparation for building of the tower.
- Given the complexity of this opportunity, including operational considerations and currently undefined costs, a comprehensive analysis is underway.
- Harborview leadership appreciates the time for thoughtful evaluation required to fully assess this option, with a goal of reaching an occupancy decision by the end of summer 2026.

