

When Hospice was dreaming of opening Bobby's Hospice, our community's 10-bed palliative care home, we knew we would have to find a way to raise additional funds to afford our share of the costs that government does not fund which is over \$1M per year. When researching how we could raise more funds, we discovered that in England, Florida and Western Canada Hospices were running successful second hand stores which was earning them the funds they needed to deliver Hospice care.

It seemed like a good idea, so we contracted the Marketing Department at UNBSJ to do a business plan for us and The Hospice Shoppe was opened in July 2009, a year before Bobby's Hospice opened in 2010.

We were very fortunate to hire two wonderful women who had excellent retail experience and they got to work to make our community's new Hospice Shoppe the tremendous success it is today. They were always so proud that their hard work and the revenue they generated was supporting care at Bobby's Hospice. We could not have had a better pair to manage our new Shoppe. Today, The Hospice Shoppe provides 30% of the revenue that Hospice needs to operate Bobby's Hospice!

Never did we believe in those early days that one of them would one day need care at Bobby's Hospice and sooner rather than later.

After a short illness, Lynn was diagnosed with terminal cancer in the fall of 2017. Everyone was shocked and no more so than her and her family. I remember visiting her at the hospital and then at her home. She continued to smile, laugh and care more about others than she did herself. That was just Lynn – an amazing person and an inspiration.

Just one short month later, she was admitted to Bobby's Hospice where she died on December 1, 2017 in the healthcare facility she had worked so hard to make possible. I got to tell Lynn before she died that she was one of the unsung heroes in our community. Clearly it was her leadership, expertise and dedication that made our Shoppe the success it is today and provides the funding Bobby's Hospice so desperately needs to deliver care to people when they need it the most.

We all miss Lynn tremendously. Her photo remains on display at The Hospice Shoppe and the staff tell me they can hear her words of wisdom daily continuing to guide them in their work and encouraging their success. She has left a very valuable legacy to our community and she will never be forgotten.

Thank you to everyone in our community who donates, volunteers and shops at The Hospice Shoppe and a very special thank you to our dedicated Shoppe staff who continue their great work. Lynn's legacy lives on through Bobby's Hospice! Please continue to support her work.

Sandy Maxwell
Hospice Chief Executive Officer

