



TOWN OF EXETER, NEW HAMPSHIRE
HUMAN SERVICES
FY 2018

Organization's Name: Seacoast VNA, branch of Home Health Year Founded: 1895
Address: 29 Lafayette Rd. North Hampton 03862 VNA
Executive Director/ Board Chair: Karen Gomes RN, MS, CPHQ Tax ID Number: 04-2435675
Applicant Contact: Beth Dimitruk
Email Address: bethdimitruk@homehealthfoundation.org Phone: 978-552-4186

Organization's Mission Statement:

The mission of Seacoast VNA is to create and deliver innovative and responsive community based programs that provide effective and compassionate care.

Statement of Grant Purpose; e.g. This grant will be used...:

to offset the cost of home health and hospice care to Exeter residents.

% of overall services that goes to Exeter residents: 100%

of Exeter residents served: VNA 34 Hospice 4

List all geographic area(s) served by organization: Atkinson, Hampton falls, north Hampton, Brentwood Hollis, Pelham, Chester, Hudson, Plaistow, Danville, Kensington, Portsmouth, Derry

Kingston, Raymond, East Hampstead, Litchfield, Rye, Londonderry, Salem, Epping

Brief Detailed description of how the money will be specifically utilized for Exeter residents:

Home Health and hospice care for Exeter residents and for wellness programs at our North Hampton office

Amount received from the Town of Exeter (by year) for the last 3 (three) years:

2015 - \$5,000 2016 - \$4167 2017 - 3500

Organization's total projected budget for FY 2018: \$ 32,669,450 Amount Requested: \$ 3500

Nashua, Sandown, Exeter, NewCastle, Seabrook, Freemont, Newfields, South Hampton
Greenland, Newington, Stratham, Hampstead, Newmarket, Windham, Hampton, Newton

Seacoast VNA, a branch office of Home Health VNA, is pleased to submit this request for funding to continue to provide comprehensive home health and hospice care as well as preventive and health maintenance and flu clinics to residents of the town of Exeter. Support from the town of Exeter enables us to provide care to all patients regardless of an individual's ability to pay. We respectfully request level funding at \$3,500.00 for fiscal year 2016.

Seacoast VNA is the regional leader in the delivery of home and community based medical and supportive care to patients and families throughout our service area. Our highly skilled teams of home care professionals provide skilled nursing, rehabilitation and supportive services designed to maximize health, independence and quality of life. Our nurses, physical, occupational, and speech therapists, social workers, counselors and home health aides provide the highest quality, compassionate medical and supportive care for patients and support to families. Specialty programs in wound care, IV therapy, diabetes education and teaching, telehealth, maternal and child health, chronic disease management, psychiatric nursing and social work are the most advanced in the region. Our clinical teams work together to maximize their expertise and provide the highest level of quality care with superior patient outcomes. We are also focused on community health and committed to providing health education and prevention services for elders, families and children in our region.

Working collaboratively with our affiliate organizations, Merrimack Valley Hospice and HomeCare, Inc., the agency is able to provide comprehensive home care services to all age groups at any stage of illness. Merrimack Valley Hospice provides skilled nursing care, pain control and symptom management, personal care, grief and bereavement counseling and supportive services in homes, nursing homes and assisted living facilities. Their multidisciplinary teams of nurses, therapists, counselors and home health aides combine the latest in clinical skill to deliver care with compassion, commitment and the highest standards of excellence. In addition, specially trained volunteers provide a wide variety of services for the patient and the family; from errands and yard work to companionship and activities. In June 2009, Merrimack Valley Hospice opened the first hospice residence in the Merrimack Valley to meet the needs of terminally ill patients who need another option for comprehensive hospice care. The High Pointe House includes 2 pediatric rooms designed to provide expert care and support for the unique needs of terminally ill children and their families. HomeCare Inc. provides personal care, homemaker and supportive services to keep low income, frail elders safe and healthy in their own home and community.

Of particular note is the number of patients served. From September 1, 2016 through July 30, 2017, Seacoast VNA provided skilled nursing care to 34 patients resulting in approximately 306 nursing or therapy visits. During that same time period our affiliate organization, Merrimack Valley Hospice, provided end-of-life care to 4 patients resulting in 48 visits and bereavement and support services to dozens of family members and loved ones.

In addition to home health and hospice services, all Exeter residents are also welcome to attend free, monthly, health maintenance clinics held at the Seacoast VNA office in North Hampton. Studies show that individuals who actively participate in health maintenance clinics reduce

their risk of developing a chronic disease, reduce or delay the progression of disease, improve their overall health, have a better outlook on life and reduce their use of acute health care services. And, the regular availability, convenience and familiar location of health maintenance clinics allows elders to receive preventive health services and/or chronic disease management and information over months, or even years.

Services that are provided at health maintenance clinics include:

- A one-on-one health status assessment and blood pressure evaluation along with appropriate medical and community referrals
- Health screenings to include oxygen saturation and cholesterol level
- All necessary follow up with the elders physician
- One-on-one medication management
- One-on-one health counseling

Finally, Seacoast VNA offers all Exeter elders seasonal flu clinics held annually in October and November at the Seacoast VNA office

Additional Information Required:

Please supply the following items for a complete application to be considered:

- Provide a narrative, not to exceed two pages in size 12 font
 - Organization's overview
 - Program's impact on Exeter residents
 - Program changes and/ or highlights from the past year

- Complete financial statements (Please note: the organization's 990 may be requested)
 - Operating budget
 - Balance sheet

- Board of Directors List

- 2017 Funding recipients must submit an Annual Report prior to consideration of 2018 application

I certify to the best of my knowledge that the information in this proposal reflects accurate data concerning need and estimates of planned/delivered services. The proposal was considered and approved for submission by the agency Board of Directors on Sept 21, 2017 (date).

By signing this application the undersigned offers and agrees, if the proposal is accepted, to furnish items or services that is quoted. This agreement is subject to final negotiation and acceptance by the Board of Selectmen and the Budget Review Committee and subsequent contract award.

Director's (or Designee) Signature: *Bob Demitruk* Date: 9/8/17

Submit no later than September 8, 2017:

Town of Exeter
Town Manager
10 Front Street
Exeter, NH 03833

Budgeted Statement of Activities
Period 10/1/2016 thru 9/30/17

Home Health VNA

Net Patient Service Revenue

Medicare	22,245,878
Medicare Part B	
Senior Plan-episodic	197,561
Senior Plan	3,551,152
Medicaid	1,136,950
Mgd Medicaid	735,214
N. Hampshire Medicaid	43,359
Other Insurances	3,612,384
Elder Services	
Private Pay	119,694
Other	
VNA & MVH Interco	-
	-
Total NPSR	31,642,192

Other Income

<i>BOT Grant(equity transfer</i>	-
Grants	130,000
New Hampshire Towns	55,322
United Way	-
Other	-
Contributions	12,000
Invest Income	20,166
Interco Revenue	866,757
Other	-
Fund Raising	-
Total Other Revenue	1,084,245

Total Revenues 32,726,436

Operating Expenses

Dir. Labor&Fringe B	18,197,965
Indir. Labor & Fringe B	8,629,521
Other Expenses	5,580,664
Investment fees	
Capital campaign exp.	
Total Expenses	32,408,150

Net Margin, Bottom Line	318,286
difference	
Net Margin underPPS	318,286
%Net margin on Rev.	1.0%
	0
Net Margin Operations	\$ 286,120



June, 2017

BUSINESS AFFILIATION

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President, CEO
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Chair,

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