

# VNA & HOSPICE

of the Southwest Region  
Serving Bennington and Rutland Counties

*Our family caring for your family since 1946*

October 28, 2019

Ms. Cassandra Barbeau  
205 South Street  
Bennington, VT 05201

Dear Ms. Barbeau,

The VNA & Hospice of the Southwest Region, formerly known as Bennington Area Visiting Nurse Association and Hospice is requesting town funds in the sum of \$21,600 to assist in providing much needed home care and hospice services to all those in need. Attached is our summary of services provided this past year.

Many of our patients are elders or disabled individuals who might otherwise not be able to manage their illnesses at home. We also serve mothers experiencing high risk pregnancy and infants and children with special needs. Most of our patients have either Medicare or Medicaid that often does not cover the cost of providing their needed care.

We also offer many services at no charge, such as: Bereavement support groups for adults and children, flu clinics, Tree of Hope Memorial service, community education on end of life issues for groups or schools, etc.

We believe in providing the medically necessary healthcare wherever it is needed, location of residence, or complexity of health issues. Town funds and charitable contributions help us to make this possible.

We are very grateful to the Town of Bennington for many years of support to help the VNA & Hospice of the Southwest Region meet our mission to serve our community. Please do not hesitate to contact 802-362-1276 if you have any questions.

Sincerely,



Ron Cloffi, RN

Executive Director



#### MAIN OFFICE

7 Albert Cree Drive  
Rutland, VT 05701  
p 802.775.0568  
f 802.775.2304

#### BENNINGTON

1128 Monument Avenue  
Bennington, VT 05201  
p 802.442.5502  
f 802.442.4919

#### DORSET

909 VT RT 30  
Dorset, VT 05251  
p 802.362.1200  
f 802.362.1412

#### MANCHESTER

5468 Main Street  
Manchester Ctr., VT 05255  
p 802.362.2126  
f 802.362.4884

#### REFERRALS

Main 802.770.1550  
Bennington 802.442.0555  
Toll-free 1.800.244.0568

# VNA & HOSPICE

of the Southwest Region  
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*Our family caring for your family since 1946*

October 25, 2019

## Town of Bennington

### TO THE OFFICERS AND CITIZENS OF BENNINGTON:

In 2018, the VNA & Hospice of the Southwest Region, formerly known as the Bennington Area Visiting Nurse Association and Hospice provided Bennington County residents with exceptional home care, hospice and community health services. From infants with hi-tech needs to our most senior population facing end-of-life care, we continued to bring medically necessary healthcare wherever it is needed, location of residence, or complexity of health issues.

In the face of shrinking government and state reimbursements and rising healthcare costs, VNAHSR has continued to identify community needs and provide essential cost-effective health care services to some of Bennington County's most vulnerable individuals.

In 2018, VNAHSR's dedicated staff made more than 149,978 visits to 3,158 patients. In the town of Bennington, we provided 32,099 visits to 654 individuals.

In closing, we wish to thank you for your past support. With your vote of confidence, we will continue to meet our mission to enhance the quality of life of all we serve through comprehensive home and community health services.

*Ronald J. Cioffi, Executive Director*

*Dan DiBattista, President of the Board of Directors*



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**VNA & Hospice of the Southwest Region, Inc.**  
**Profit and Loss Statement**  
**Budget for the Period Ended December 31, 2018, 2019, 2020**

	12/31/2018 Budget	12/31/2019 Budget	12/31/2020 Budget
<b>REVENUE</b>			
Homecare - Medicare	\$ 8,518,900	9,677,026	7,821,545
Homecare - Medicaid	\$ 1,000,000	1,140,820	900,500
Homecare - Other 3rd Party	\$ 2,121,000	2,334,200	2,450,000
Hospice - Medicare	\$ 3,538,155	4,023,100	4,425,834
Hospice - Medicaid	\$ 335,000	451,800	727,875
Hospice - Other 3rd Party	\$ 129,870	102,675	81,930
Pediatric HI-Tech	\$ 731,660	493,700	475,000
Waiver/CFC/ERC	\$ 2,679,687	2,505,460	2,364,350
Care Plus Private Duty	\$ 1,118,400	755,400	661,500
Kids on the Move	\$ 567,840	578,000	513,000
Healthy Babies	\$ 337,900	301,000	360,000
Cholesterol, Glucose Screening	\$ 15,000	15,000	10,000
Manchester Outpatient Therapy	\$ 150,000	150,000	310,000
Other Professional Revenue	\$ 5,244	5,000	7,700
Occupational Health	\$ 1,700	1,600	1,200
<b>Total Professional Fees</b>	<b>21,250,356</b>	<b>22,534,781</b>	<b>21,110,434</b>
<b>GRANTS AND APPROPRIATIONS</b>			
Childrens Integrated Services Grant	783,180	844,034	652,885
Nurse Family Partnership	362,250	330,400	335,600
Other Grants	23,962	23,960	23,960
<b>Total Grants and Appropriations</b>	<b>1,169,392</b>	<b>1,198,394</b>	<b>1,012,445</b>
<b>CONTRACT SERVICES</b>			
KOM	4,000	4,000	3,800
HASS	23,962	28,260	28,260
Support Services	18,300	15,800	15,700
ACO Participation	-	120,000	250,000
Other Services	157,850	189,200	178,800
<b>Total Contract Services</b>	<b>204,112</b>	<b>357,260</b>	<b>476,560</b>
<b>OTHER REVENUE</b>			
Other Revenue	120,000	135,100	126,850
<b>Total Other Revenue</b>	<b>120,000</b>	<b>135,100</b>	<b>126,850</b>
<b>Total Operating Revenue</b>	<b>22,743,860</b>	<b>24,225,535</b>	<b>22,726,289</b>
Contractual Allowances	(1,392,803)	(1,216,781)	(1,577,420)
Bad Debts	(90,000)	(100,000)	(100,000)
Free Service	(25,000)	(25,000)	(30,000)
<b>Total Contractual Allowances</b>	<b>(1,507,803)</b>	<b>(1,341,781)</b>	<b>(1,707,420)</b>
<b>Total Net Revenue</b>	<b>21,236,057</b>	<b>22,883,754</b>	<b>21,018,869</b>
<b>WAGE EXPENSE</b>			
Management/Office Staff	3,363,091	3,607,289	3,477,372
Nurses	3,940,796	4,138,384	3,434,890
LNA/PCA	2,479,261	2,529,692	2,396,564
Therapists	2,408,738	2,739,068	2,673,567
Medical Social Workers	267,354	282,578	239,197
Nutritionist	27,589	34,538	37,562
Support Services	67,041	69,029	61,090
<b>Total Wages</b>	<b>12,543,870</b>	<b>13,390,578</b>	<b>12,320,242</b>
<b>EMPLOYEE BENEFITS</b>			
Payroll Taxes	996,910	1,049,090	978,940
401(k)	269,200	330,950	283,300
Flex Benefits	1,714,933	1,801,065	1,819,200
Workers Compensation	400,000	445,000	425,000
Employee Health/Physicals	20,000	16,500	20,000
<b>Total Employee Benefits</b>	<b>3,401,043</b>	<b>3,642,605</b>	<b>3,526,440</b>

<b>CONTRACT SERVICES</b>			
Enterostomal	-	-	-
Contract Employees	497,400	495,600	519,700
Senior Companions	-	-	-
Hospice Services	178,000	417,350	438,550
Accounting	85,000	100,000	91,000
Data Processing	23,200	23,900	28,000
Legal Fees	25,000	25,000	15,000
Janitorial Services	38,540	36,040	45,000
CIS Grant Subcontract Expense	606,340	700,000	472,000
Elevator Maintenance	4,620	4,620	6,600
<b>Total Contract Services</b>	<b>1,458,100</b>	<b>1,802,510</b>	<b>1,615,850</b>
<b>ADMINISTRATIVE EXPENSES</b>			
Medicaid Tax	706,858	725,000	794,050
Insurance Expense	76,698	82,177	87,200
Interest Expense	27,750	31,500	48,500
Depreciation Expense	256,075	302,006	205,740
Amortization Expense	-	1,550	150,025
<b>Total Administrative Expenses</b>	<b>1,067,381</b>	<b>1,142,233</b>	<b>1,285,515</b>
<b>OPERATING EXPENSES</b>			
Transportation	618,700	661,700	660,400
Medical Supplies/Equipment	432,200	459,200	388,900
Hospice Program Supplies	596,600	577,800	753,700
Program Expenses	152,256	161,100	145,900
Education/Tuition/Books	10,600	8,100	17,000
Conferences & Meetings	55,000	40,000	40,000
Dues and Subscriptions	77,200	82,000	76,400
Telephone	85,000	165,280	150,000
Communications / Recruitment	95,000	55,075	50,000
Marketing/Development	166,500	173,000	145,000
Nurse-Family Partnership	25,000	-	7,500
Administrative Expenses	404,235	436,210	418,216
Office Supplies and Equipment	71,000	66,000	80,600
Computer Supplies & Maintenance	296,325	335,000	401,500
<b>Total Operating Expenses</b>	<b>3,085,616</b>	<b>3,219,465</b>	<b>3,333,115</b>
<b>OCCUPANCY COSTS</b>			
Rent / Lease / Storage	70,000	73,500	74,100
Utilities & Maintenance	70,000	87,325	107,000
<b>Total Occupancy Costs</b>	<b>140,000</b>	<b>160,825</b>	<b>181,100</b>
<b>Total Operating Expenses</b>	<b>21,696,010</b>	<b>23,358,216</b>	<b>22,262,262</b>
<b>Excess of Operating Revenue over Operating Expenses</b>	<b>(459,953)</b>	<b>(474,462)</b>	<b>(1,243,393)</b>
<b>NON-OPERATING</b>			
United Way	55,000	55,000	55,000
Towns	215,340	215,340	225,500
MHS Thrift Shop	124,500	119,000	130,000
Contributions, Net	257,300	311,300	330,700
Contribution from MHS	-	-	-
Realized Gain (Loss)	25,000	50,000	127,500
Unrealized Gain (Loss)	150,000	150,000	709,600
Realized Gain (Loss) on RHSI	-	-	-
Investment Income	101,810	115,800	163,600
<b>Total Non-Operating Revenue</b>	<b>928,950</b>	<b>1,016,440</b>	<b>1,741,900</b>
<b>Excess of Revenue over Expenses</b>	<b>468,997</b>	<b>541,978</b>	<b>498,507</b>

VNA & HOSPICE OF THE SOUTHWEST REGION, INC.

Statements of Operations

Years Ended December 31, 2018 and 2017

	<u>2018</u>	<u>2017</u>
Operating revenue		
Patient service revenue	\$ 20,319,001	\$ 19,086,826
Provision for bad debts	<u>(235,000)</u>	<u>(186,500)</u>
Net patient service revenue	20,084,001	18,900,326
Net assets released from restriction for operations	600,741	11,551
Other operating revenue	<u>1,663,495</u>	<u>1,556,879</u>
Total operating revenue	<u>22,348,237</u>	<u>20,468,756</u>
Operating expenses		
Salaries and benefits	16,110,379	15,083,086
Other operating expenses	6,012,424	5,630,086
Depreciation	173,365	162,008
Amortization	3,616	-
Interest expense	<u>707</u>	<u>-</u>
Total operating expenses	<u>22,300,491</u>	<u>20,875,180</u>
Operating surplus (loss)	<u>47,746</u>	<u>(406,424)</u>
Other revenue and gains (losses)		
United Way and municipal appropriations	270,464	270,464
Contributions, net	570,927	352,918
Investment income	140,038	106,339
Net assets acquired from Manchester Health Services	-	1,089,192
Change in fair value of investments	<u>(294,569)</u>	<u>477,268</u>
Total other revenue and gains (losses)	<u>686,860</u>	<u>2,296,181</u>
Excess of revenue and gains over expenses and increase in net assets without donor restrictions	<u>\$ 734,606</u>	<u>\$ 1,889,757</u>

The accompanying notes are an integral part of these financial statements.

VNA Hospice of the Southwest Region  
Town Appropriations

Town Name	Amount
Bennington	\$ 21,600.00
Benson	\$ 1,400.00
Brandon	\$ 10,200.00
Castleton	\$ 6,720.00
Chittenden	\$ 1,680.00
City of Rutland	\$ 43,000.00
Clarendon	\$ 3,539.00
Danby	\$ 1,524.00
Dorset	\$ 40,000.00
Fair Haven	\$ 7,087.00
Hubbardton	\$ 1,413.00
Ira	\$ 973.00
Manchester	\$ 10,000.00
Mendon	\$ 2,600.00
Middletown Springs	\$ 1,500.00
Mount Holly	\$ 1,313.00
Mount Tabor	\$ 770.00
Pawlet	\$ 12,000.00
Pittsford	\$ 4,931.00
Poultney	\$ 6,728.00
Pownal	\$ 11,000.00
Proctor	\$ 3,600.00
Rupert	\$ 6,500.00
Shaftsbury	\$ 5,225.00
Shrewsbury	\$ 2,526.00
Sudbury	\$ 1,413.00
Tinmouth	\$ 801.00
Town of Rutland	\$ 6,500.00
Wallingford	\$ 2,860.00
Wells	\$ 2,303.00
West Haven	\$ 918.00
West Rutland	\$ 4,800.00
Woodford	\$ 650.00