

12.4.20 AJH

# VNA & HOSPICE

of the Southwest Region  
Serving Bennington and Rutland Counties

November 18, 2020

Mr. Stuart Hurd  
Town of Bennington  
205 South Street  
Bennington, VT 05201

Dear Mr. Hurd,

The VNA & Hospice of the Southwest Region, formerly known as Bennington Area Visiting Nurse Association and Hospice respectfully requests 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.

Our nurses, therapists, home health aides and social workers provide medical care, assessments, assistance with activities of daily living, and education to assist people in maintaining their independence. Many of our patients are elderly, disabled or individuals with terminal illness who might otherwise not be able to manage their illnesses at home. We also serve mothers experiencing high risk pregnancy as well as infants and children with special needs.

We believe in providing the medically necessary healthcare wherever it is needed, regardless of location of residence, or complexity of health issues. This is especially important during the current pandemic as people self-isolate due to COVID-19. Having the benefit of care in the home is even more crucial.

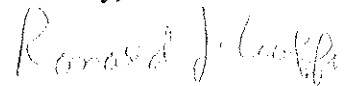
Most of our patients have either Medicare or Medicaid that often does not cover the cost of providing their needed care. Town funds and charitable contributions help close the gap between reimbursement for services provided and costs of those services. With adequate town funding, an affordable option for home healthcare is available to all in need.

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

VNA & Hospice of the Southwest Region is an essential piece of the community healthcare system. Without the services we provide, there would be a significant gap in the community's continuum of care. In order to continue meeting these needs, we urge you to consider the importance and cost-effectiveness of the work that VNAHSR does to ensure the health and well-being of the community.

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 802-442-0528 if you have any questions.

Sincerely,



Ron Cioffi, RN  
Chief Executive Officer

**Town of Bennington**

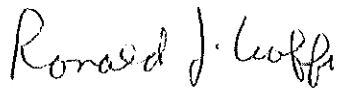
**TO THE OFFICERS AND CITIZENS OF BENNINGTON:**

In 2019, the VNA & Hospice of the Southwest Region, formerly known as Bennington Area Visiting Nurse Association & 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 2019, VNAHSR's dedicated staff made more than 141,507 visits to 3,212 patients. In the town of Bennington, we provided 30,708 visits to 651 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  
CEO



Dan DiBattista  
President of the Board of Directors

**The Mission of the VNA & Hospice of the Southwest Region** is to enhance the quality of life of all we serve through comprehensive home and community health services.

**Our Vision** is to be the best provider of home and community based health care in Vermont.

**Our Core Values** help guide us in how we approach our business decisions and our relationships with our patients/families, our partners and each other.

We live up to our mission every day within the context of the following core values:

**Honesty-** demonstrating honesty, integrity and fairness

**Excellence** – dedicated to quality performance and outcomes

**Accountability** - We accept personal responsibility for our actions and at all times, perform in a manner that makes us answerable to our patients, our board of directors and to each other.

**Leadership** – willingness to guide and shape the future of our agency

**Teamwork** - cultivating collaborative partnerships with others

**Helpfulness** – demonstrates selflessness and generosity of service

Our board president is:            Dan DiBattista  
55 Colonial Drive, Rutland, VT 05701  
802-773-8171 | dpd57@aol.com

Our Chief Executive Office is:    Ron Cioffi, RN  
VNA & Hospice of the Southwest Region  
7 Albert Cree Drive, Rutland, VT 05701  
802-770-1555 | ron.cioffi@vnahtsr.org

# VNA & HOSPICE

of the Southwest Region  
Serving Bennington and Rutland Counties

In 2019, the VNA & Hospice of the Southwest Region's dedicated staff made more than 141,507 visits to 3,212 patients. In the town of Bennington, we provided more than 30,708 visits to 651 individuals.

We believe in providing medically necessary healthcare wherever it is needed regardless of location of residence or complexity of health issues.

One example is a patient who has complex medical needs. This person received 4,972 hours of skilled nursing care. The difference between the cost to VNAHSR and the reimbursement from insurance on this patient alone is a net loss to the agency of \$89,157. This patient has been and will remain on services throughout this year and 2021 because they want to remain in their home surrounded by the comforts of the place and things they care about the most. Care provided by VNASHR staff has prevented this patient from having to be hospitalized and this is a savings to the overall healthcare system and improves their quality of life.

VNA & Hospice of the Southwest Region, Inc.  
 Annual Budget  
 For the Fiscal Year Ended December 31, 2020, 2021

	<u>12/31/20 BUDGET</u>	<u>12/31/21 BUDGET</u>
<b>REVENUE</b>		
Home Care	\$ 11,172,045	\$ 11,975,711
Hospice	5,235,639	6,443,532
Pediatric Programs	1,348,000	1,243,140
Choices for Care	2,364,350	2,107,390
Outpatient Therapy	310,000	300,000
Private Duty	661,500	588,700
Community Services	18,900	8,300
	<u>\$ 21,110,434</u>	<u>\$ 22,666,773</u>
<b>OTHER REVENUE</b>		
Grant Revenue	1,012,445	1,077,832
Contract Services	476,560	371,500
Thrift Shop	140,000	120,000
Flu Clinics	126,600	117,100
	<u>1,755,605</u>	<u>1,686,432</u>
<b>TOTAL OPERATING REVENUE</b>	<b>22,866,039</b>	<b>24,353,205</b>
<b>CONTRACTUAL ALLOWANCES</b>	<b>(1,707,420)</b>	<b>(2,139,748)</b>
<b>NET OPERATING REVENUE</b>	<b>21,158,619</b>	<b>22,213,457</b>
<b>OPERATING EXPENSES</b>		
Wages and Benefits	\$ 15,846,682	\$ 15,650,120
Contract Services	1,615,850	2,349,480
Administrative Expenses	1,285,515	1,377,225
Program Expenses	3,361,515	3,339,581
Occupancy Costs	181,100	160,000
	<u>22,290,662</u>	<u>22,876,406</u>
<b>EXCESS OF OPERATING REVENUE OVER OPERATING EXPENSES</b>	<b>\$ (1,132,043)</b>	<b>\$ (662,949)</b>
<b>NON OPERATING REVENUE</b>		
United Way	55,000	55,000
Town Appropriations	225,500	225,500
Contributions	349,350	327,300
Investment Income	1,000,700	475,610
	<u>1,630,550</u>	<u>1,083,410</u>
<b>EXCESS OF REVENUE OVER EXPENSES</b>	<b>\$ 498,507</b>	<b>\$ 420,461</b>

VNA Hospice of the Southwest Region

Town Name	Current year	Coming year
Bennington	\$ 21,600.00	\$ 21,600.00
Benson	\$ 1,400.00	\$ 1,400.00
Brandon	\$ 10,200.00	\$ 10,200.00
Castleton	\$ 6,720.00	\$ 6,720.00
Chittenden	\$ 1,680.00	\$ 1,680.00
City of Rutland	\$ 43,000.00	\$ 43,000.00
Clarendon	\$ 3,539.00	\$ 3,539.00
Danby	\$ 1,524.00	\$ 1,524.00
Dorset	\$ 40,000.00	\$ 40,000.00
Fair Haven	\$ 7,087.00	\$ 7,087.00
Hubbardton	\$ 1,413.00	\$ 1,413.00
Ira	\$ 973.00	\$ 973.00
Mendon	\$ 2,600.00	\$ 2,600.00
Middletown Springs	\$ 1,500.00	\$ 1,500.00
Mount Holly	\$ 1,313.00	\$ 1,313.00
Mount Tabor	\$ 770.00	\$ 770.00
Pawlet	\$ 12,000.00	\$ 12,000.00
Pittsford	\$ 4,931.00	\$ 4,931.00
Poultney	\$ 6,728.00	\$ 6,728.00
Pownal	\$ 11,000.00	\$ 11,000.00
Proctor	\$ 3,600.00	\$ 3,600.00
Rupert	\$ 6,500.00	\$ 6,500.00
Shaftsbury	\$ 5,225.00	\$ 5,225.00
Shrewsbury	\$ 2,526.00	\$ 2,526.00
Sudbury	\$ 1,413.00	\$ 1,413.00
Tinmouth	\$ 801.00	\$ 801.00
Town of Rutland	\$ 6,500.00	\$ 6,500.00
Wallingford	\$ 2,860.00	\$ 2,860.00
Wells	\$ 2,303.00	\$ 2,303.00
West Haven	\$ 918.00	\$ 918.00
West Rutland	\$ 4,800.00	\$ 4,800.00
Woodford	\$ 650.00	\$ 650.00
	\$ 218,074.00	\$ 218,074.00

**Form 990**  
(Rev. January 2020)  
Department of the Treasury  
Internal Revenue Service

**Return of Organization Exempt From Income Tax**  
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)  
▶ Do not enter social security numbers on this form as it may be made public.  
▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047  
**2019**  
Open to Public Inspection

**A** For the 2019 calendar year, or tax year beginning and ending

<b>B</b> Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C</b> Name of organization VNA & Hospice of the Southwest Region, Inc. Doing business as Number and street (or P.O. box if mail is not delivered to street address) Room/suite P.O. Box 787 City or town, state or province, country, and ZIP or foreign postal code Rutland, VT 05702 <b>F</b> Name and address of principal officer: Sara C. King P.O. Box 787, Rutland, VT 05702	<b>D</b> Employer identification number 03-0185024 <b>E</b> Telephone number 802-775-0568 <b>G</b> Gross receipts \$ 25,391,667. <b>H(a)</b> Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <b>H(b)</b> Are all subordinates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list. (see instructions) <b>H(c)</b> Group exemption number ▶
<b>I</b> Tax-exempt status: <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) ( ) (Insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		
<b>J</b> Website: ▶ n/a		
<b>K</b> Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶		
		<b>L</b> Year of formation: 1945 <b>M</b> State of legal domicile: VT

**Part I Summary**

	<b>1</b>	Briefly describe the organization's mission or most significant activities: <u>To enhance the quality of life of all we service through comprehensive home and community health</u>			
<b>Activities &amp; Governance</b>	<b>2</b>	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.			
	<b>3</b>	Number of voting members of the governing body (Part VI, line 1a)	<b>3</b>	20	
	<b>4</b>	Number of independent voting members of the governing body (Part VI, line 1b)	<b>4</b>	19	
	<b>5</b>	Total number of individuals employed in calendar year 2019 (Part V, line 2a)	<b>5</b>	441	
	<b>6</b>	Total number of volunteers (estimate if necessary)	<b>6</b>	200	
		<b>7a</b>	Total unrelated business revenue from Part VIII, column (C), line 12	<b>7a</b>	0.
	<b>7b</b>	Net unrelated business taxable income from Form 990-T, line 39	<b>7b</b>	0.	
<b>Revenue</b>	<b>8</b>	Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year	
	<b>9</b>	Program service revenue (Part VIII, line 2g)	2,317,462.	2,081,464.	
	<b>10</b>	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	20,646,164.	20,801,916.	
	<b>11</b>	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	-252,901.	632,727.	
	<b>12</b>	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	163,445.	135,490.	
			22,874,170.	23,651,597.	
	<b>Expenses</b>	<b>13</b>	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.	0.
		<b>14</b>	Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
		<b>15</b>	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	16,110,379.	15,849,346.
		<b>16a</b>	Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
		<b>b</b>	Total fundraising expenses (Part IX, column (D), line 25) ▶ 23,843.		
		<b>17</b>	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	6,190,112.	6,734,211.
<b>18</b>		Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	22,300,491.	22,583,557.	
<b>19</b>		Revenue less expenses. Subtract line 18 from line 12	573,679.	1,068,040.	
<b>Net Assets or Fund Balances</b>		<b>20</b>	Total assets (Part X, line 16)	Beginning of Current Year	End of Year
		<b>21</b>	Total liabilities (Part X, line 26)	19,841,558.	21,885,707.
	<b>22</b>	Net assets or fund balances. Subtract line 21 from line 20	3,043,123.	3,253,613.	
			16,798,435.	18,632,094.	

**Part II Signature Block**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

<b>Sign Here</b>	Signature of officer  Sara C. King, CFO Type or print name and title	Date 11/6/2020
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<b>Paid Preparer Used Only</b>	Print/Type preparer's name Melissa Magoon, CPA	Preparer's signature Melissa Magoon, CPA	Date 04/17/20	Check if self-employed <input type="checkbox"/>	PTIN P01712842
	Firm's name ▶ Berry Dunn McNeil & Parker, LLC	Firm's EIN ▶ 01-0523282		Phone no. (603) 669-7337	
	Firm's address ▶ 1000 Elm Street, 4th Floor Manchester, NH 03101				

May the IRS discuss this return with the preparer shown above? (see instructions)  Yes  No