



## **Section 2: MISSION & COMMUNITY SERVED**

Mission Statement: The mission of Concord Regional Visiting Nurse Association is to improve the health of the people and communities it serves by managing illness and promoting wellness through all stages of life.

Has the Mission Statement been reaffirmed in the past year (*RSA 7:32e-I*)? Yes

Please describe the community served by the health care charitable trust. “Community” may be defined as a geographic service area and/or a population segment.

Service Area (Identify Towns or Region describing the trust’s primary service area):  
All of Merrimack County and parts of Hillsborough County and Belknap County.

Service Population (Describe demographic or other characteristics if the trust primarily serves a population other than the general population):

Allenstown  
Andover  
Antrim  
Barnstead  
Bedford  
Belmont  
Boscawen  
Bow  
Bradford  
Canterbury  
Chichester  
Concord  
Contoocook  
Deerfield  
Deering  
Dunbarton  
Epsom  
Franklin  
Gilmanton  
Goffstown  
Henniker  
Hillsborough  
Hooksett  
Hopkinton  
Loudon  
Manchester  
New Boston  
Newbury  
Northfield  
Northwood

Pembroke  
Penacook  
Pittsfield  
Salisbury  
Suncook  
Sutton  
Tilton  
Warner  
Washington  
Weare  
Webster  
Windsor

**Section 3: COMMUNITY NEEDS ASSESSMENT**

In what year was the last community needs assessment conducted to assist in determining the activities to be included in the community benefit plan?

2018

*(Please attach a copy of the needs assessment if completed in the past year)*

Was the assessment conducted in conjunction with other health care charitable trusts in your community? Yes

Based on the needs assessment and community engagement process, what are the priority needs and health concerns of your community?

|   | NEED (Please enter code # from attached list of community needs) |
|---|--|
| 1 | 101  |
| 2 | 403  |
| 3 | 404  |
| 4 | 122  |
| 5 | 321  |
| 6 | 999  |
| 7 | 500  |
| 8 | 501  |
| 9 | 502  |

What other important health care needs or community characteristics were considered in the development of the current community benefits plan (e.g. essential needs or services not specifically identified in the community needs assessment)?

|   | NEED (Please enter code # from attached list of community needs) |
|---|--|
| A | 501  |
| B | 124  |
| C | 300  |
| D | 603  |
| E | 100  |
| F | 360  |
| G | 200  |

Please provide additional description or comments on community needs including description of “other” needs (code 999) if applicable. *Attach additional pages if necessary:*



**Section 4: COMMUNITY BENEFIT ACTIVITIES**

Identify the categories of Community Benefit activities provided in the preceding year and planned for the upcoming year (note: some categories may be blank). For each area where your organization has activities, report the past and/or projected unreimbursed costs for *all* community benefit activities in that category. For each category, also indicate the *primary* community needs that are addressed by these activities by referring to the applicable number or letter from the lists on the previous page (i.e. the listed needs may relate to only a subset of the total reported costs in some categories).

| <i>A. Community Health Services</i>      | <i>Community Need Addressed</i> | <i>Unreimbursed Costs (preceding year)</i> | <i>Unreimbursed Costs (projected)</i> |
|--|---------------------------------|--|---------------------------------------|
| <i>Community Health Education</i>        | 1 2 4                           | \$175,577.00                               | \$175,577.00                          |
| <i>Community-based Clinical Services</i> | -- -- --                        |  |                                       |
| <i>Health Care Support Services</i>      | 1 2 4                           |  |                                       |
| <i>Other:</i>                            | -- -- --                        |  |                                       |

| <i>B. Health Professions Education</i>                           | <i>Community Need Addressed</i> | <i>Unreimbursed Costs (preceding year)</i> | <i>Unreimbursed Costs (projected)</i> |
|--|---------------------------------|--|---------------------------------------|
| <i>Provision of Clinical Settings for Undergraduate Training</i> | 1 2 7                           | \$166,761.00                               | \$166,761.00                          |
| <i>Intern/Residency Education</i>                                | 1 2 7                           | \$342.00                                   | \$342.00                              |
| <i>Scholarships/Funding for Health Professions Ed.</i>           | 1 2 7                           | \$24,278.00                                | \$24,278.00                           |
| <i>Other:</i>  | -- -- --                        |  |                                       |

| <i>C. Subsidized Health Services</i> | <i>Community Need Addressed</i> | <i>Unreimbursed Costs (preceding year)</i> | <i>Unreimbursed Costs (projected)</i> |
|--------------------------------------|---------------------------------|--|---------------------------------------|
| <i>Type of Service:</i>              | 5 -- 1                          | \$1,801,889.00                             | \$1,801,889.00                        |
| <i>Type of Service:</i>              | -- -- --                        |  |                                       |
| <i>Type of Service:</i>              | -- -- --                        |  |                                       |
| <i>Type of Service:</i>              | -- -- --                        |  |                                       |
| <i>Type of Service:</i>              | -- -- --                        |  |                                       |

|  |  |  |  |
|--|--|--|--|
|  |  |  |  |
|--|--|--|--|

| <b><i>D. Research</i></b>        | <b><i>Community<br/>Need<br/>Addressed</i></b> | <b><i>Unreimbursed Costs<br/>(preceding year)</i></b> | <b><i>Unreimbursed Costs<br/>(projected)</i></b> |
|----------------------------------|--|---|--|
| <i>Clinical Research</i>         | -- -- --                                       |   |  |
| <i>Community Health Research</i> | -- -- --                                       |   |  |
| <i>Other:</i>                    | -- -- --                                       |   |  |

| <b><i>E. Financial Contributions</i></b>   | <b><i>Community<br/>Need<br/>Addressed</i></b> | <b><i>Unreimbursed Costs<br/>(preceding year)</i></b> | <b><i>Unreimbursed Costs<br/>(projected)</i></b> |
|--|--|---|--|
| <i>Cash Donations</i>                      | 1 -- --  | \$1,600.00  | \$1,600.00                                       |
| <i>Grants</i>                              | -- -- --                                       |   |  |
| <i>In-Kind Assistance</i>                  | 1 -- --  |   |  |
| <i>Resource Development<br/>Assistance</i> | -- -- --                                       |   |  |

| <b><i>F. Community Building Activities</i></b>                        | <b><i>Community<br/>Need<br/>Addressed</i></b> | <b><i>Unreimbursed Costs<br/>(preceding year)</i></b> | <b><i>Unreimbursed Costs<br/>(projected)</i></b> |
|---|--|---|--|
| <i>Physical Infrastructure<br/>Improvement</i>                        | -- -- --                                       |   |  |
| <i>Economic Development</i>   | 5 -- 6   | \$7,314.00  | \$7,314.00                                       |
| <i>Support Systems Enhancement</i>                                    | -- -- --                                       |   |  |
| <i>Environmental Improvements</i>                                     | -- -- --                                       |   |  |
| <i>Leadership Development;<br/>Training for Community<br/>Members</i> | 1 2 4  | \$209,000.00  | \$209,000.00                                     |
| <i>Coalition Building</i>   | 1 2 4  | \$16,545.00   | \$16,545.00                                      |
| <i>Community Health Advocacy</i>                                      | 1 2 4  | \$15,485.00   | \$15,485.00                                      |



| <b><i>G. Community Benefit Operations</i></b> | <b><i>Community Need Addressed</i></b> | <b><i>Unreimbursed Costs (preceding year)</i></b> | <b><i>Unreimbursed Costs (projected)</i></b> |
|---|--|---|--|
| <i>Dedicated Staff Costs</i>                  | 6 -- 3                                 | \$156,189.00                                      | \$156,189.00                                 |
| <i>Community Needs/Asset Assessment</i>       | -- -- --                               |   |  |
| <i>Other Operations</i>                       | 6 -- 3                                 | \$847,179.00                                      | \$847,179.00                                 |

| <b><i>H. Charity Care</i></b>                     | <b><i>Community Need Addressed</i></b> | <b><i>Unreimbursed Costs (preceding year)</i></b> | <b><i>Unreimbursed Costs (projected)</i></b> |
|---|--|---|--|
| <i>Free &amp; Discounted Health Care Services</i> | 1 -- --                                | \$196,300.00                                      | \$196,300.00                                 |

| <b><i>I. Government-Sponsored Health Care</i></b>                      | <b><i>Community Need Addressed</i></b> | <b><i>Unreimbursed Costs (preceding year)</i></b> | <b><i>Unreimbursed Costs (projected)</i></b> |
|--|--|---|--|
| <i>Medicare Costs exceeding reimbursement</i>                          | -- -- --                               |   |  |
| <i>Medicaid Costs exceeding reimbursement</i>                          | 1 -- --                                | \$1,250,000.00                                    | \$1,250,000.00                               |
| <i>Other Publicly-funded health care costs exceeding reimbursement</i> | -- -- --                               |   |  |

**Section 5: SUMMARY FINANCIAL MEASURES**

| <i>Financial Information for Most Recent Fiscal Year</i>                                     | <i>Dollar Amount</i> |
|--|----------------------|
| <i>Gross Receipts from Operations</i>  | \$32,201,983.00      |
| <i>Net Revenue from Patient Services</i>   | \$31,214,611.00      |
| <i>Total Operating Expenses</i>  | \$35,235,537.00      |
|  |                      |
| <i>Net Medicare Revenue</i>  | \$25,234,448.00      |
| <i>Medicare Costs</i>  | \$19,939,834.00      |
|  |                      |
| <i>Net Medicaid Revenue</i>  | \$906,751.00         |
| <i>Medicaid Costs</i>  | \$1,250,000.00       |
|  |                      |
| <i>Unreimbursed Charity Care Expenses</i>  | \$196,300.00         |
| <i>Unreimbursed Expenses of Other Community Benefits</i>                                     | \$4,672,158.00       |
| <i>Total Unreimbursed Community Benefit Expenses</i>   | \$4,868,458.00       |
|  |                      |
| <i>Leveraged Revenue for Community Benefit Activities</i>                                    | \$249,241.00         |
| <i>Total Community Benefits including Leveraged Revenue for Community Benefit Activities</i> | \$5,117,699.00       |

**Section 6: COMMUNITY ENGAGEMENT in the Community Benefits Process**

| <i>List the Community Organizations, Local Government Officials and other Representatives of the Public consulted in the community benefits planning process. Indicate the role of each in the process.</i> | <i>Identification of Need</i>       | <i>Prioritization of Need</i>       | <i>Development of the Plan</i> | <i>Commented on Proposed Plan</i> |
|---|-------------------------------------|-------------------------------------|--------------------------------|-----------------------------------|
| 1) Concord Hospital   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 2) Concord Regional VNA   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 3) Riverbend Community Mental Health  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 4) Granite United Way   | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 5) City of Concord  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 6) Concord Family YMCA  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 7) Ascentria Care Alliance  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 8) Community Action Program Belknap-Merrimack County  | <input checked="" type="checkbox"/> | <input checked="" type="checkbox"/> | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 9)  | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 10)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 11)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 12)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 13)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 14)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 15)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 16)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 17)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 18)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 19)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 20)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 21)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 22)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 23)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 24)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |
| 25)   | <input type="checkbox"/>            | <input type="checkbox"/>            | <input type="checkbox"/>       | <input type="checkbox"/>          |

Please provide a description of the methods used to solicit community input on community needs (attach additional pages if necessary): The following methodologies were used to complete the 2018 Capital Region Community Health Needs Assessment:

- Literary review and research of mobile health strategies and effectiveness of various interventions
- Data analysis from Concord Hospital
- Stakeholder interviews
- Focus group sessions with seniors (including low-income), New Americans, employers, and schools
- Targeted group surveys
- Market Days survey card
- Stakeholder interviews
- Concord Hospital internal and external web-based surveys

- Telephone survey of 300 service area residents

**Section 7: CHARITY CARE COMPLIANCE**

| <b>Please characterize the charity care policies and procedures of your organization according to the following:</b> | <b>YES</b>                          | <b>NO</b>                | Not<br>Applicable                   |
|--|-------------------------------------|--------------------------|-------------------------------------|
| The valuation of charity does not include any bad debt, receivables or revenue                                       | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| Written charity care policy available to the public  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| Any individual can apply for charity care  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| Any applicant will receive a prompt decision on eligibility and amount of charity care offered                       | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| Notices of policy in lobbies   | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| Notice of policy in waiting rooms  | <input type="checkbox"/>            | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| Notice of policy in other public areas   | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |
| Notice given to recipients who are served in their home  | <input checked="" type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/>            |

### **List of Potential Community Needs for Use on Section 3**

#### *100 - Access to Care; General*

- 101 - Access to Care; Financial Barriers
- 102 - Access to Care; Geographic Barriers
- 103 - Access to Care; Language/Cultural Barriers to Care
- 120 - Availability of Primary Care
- 121 - Availability of Dental/Oral Health Care
- 122 - Availability of Behavioral Health Care
- 123 - Availability of Other Medical Specialties
- 124 - Availability of Home Health Care
- 125 - Availability of Long Term Care or Assisted Living
- 126 - Availability of Physical/Occupational Therapy
- 127 - Availability of Other Health Professionals/Services
- 128 - Availability of Prescription Medications

#### *200 - Maternal & Child Health; General*

- 201 - Perinatal Care Access
- 202 - Infant Mortality
- 203 - Teen Pregnancy
- 204 - Access/Availability of Family Planning Services
- 206 - Infant & Child Nutrition
- 220 - School Health Services

#### *300 - Chronic Disease – Prevention and Care; General*

- 301 - Breast Cancer
- 302 - Cervical Cancer
- 303 - Colorectal Cancer
- 304 - Lung Cancer
- 305 - Prostate Cancer
- 319 - Other Cancer
- 320 - Hypertension/HBP
- 321 - Coronary Heart Disease
- 322 - Cerebrovascular Disease/Stroke
- 330 - Diabetes
- 340 - Asthma
- 341 - Chronic Obstructive Pulmonary Disease
- 350 - Access/Availability of Chronic Disease Screening Services

#### *360 - Infectious Disease – Prevention and Care; General*

- 361 - Immunization Rates
- 362 - STDs/HIV
- 363 - Influenza/Pneumonia
- 364 - Food borne disease
- 365 - Vector borne disease

*370 - Mental Health/Psychiatric Disorders – Prevention and Care; General*

- 371 - Suicide Prevention
- 372 - Child and adolescent mental health
- 372 - Alzheimer's/Dementia
- 373 - Depression
- 374 - Serious Mental Illness

*400 - Substance Use; Lifestyle Issues*

- 401 - Youth Alcohol Use
- 402 - Adult Alcohol Use
- 403 - Youth Drug Use
- 404 - Adult Drug Use
- 405 - Youth Tobacco Use
- 406 - Adult Tobacco Use
- 407 - Access/Availability of Alcohol/Drug Treatment

- 420 - Obesity
- 421 - Physical Activity
- 422 - Nutrition Education
- 430 - Family/Parent Support Services

*500 – Socioeconomic Issues; General*

- 501 - Aging Population
- 502 - Immigrants/Refugees
- 503 - Poverty
- 504 - Unemployment
- 505 - Homelessness
- 506 - Economic Development
- 507 - Educational Attainment
- 508 - High School Completion
- 509 - Housing Adequacy

*520 - Community Safety & Injury; General*

- 521 - Availability of Emergency Medical Services
- 522 - Local Emergency Readiness & Response
- 523 - Motor Vehicle-related Injury/Mortality
- 524 - Driving Under Influence
- 525 - Vandalism/Crime
- 526 - Domestic Abuse
- 527 - Child Abuse/Neglect
- 528 - Lead Poisoning
- 529 - Work-related injury
- 530 - Fall Injuries
- 531 - Brain Injury
- 532 - Other Unintentional Injury

533 - Air Quality  
534 - Water Quality

*600 - Community Supports; General*

601 - Transportation Services  
602 - Information & Referral Services  
603 - Senior Services  
604 - Prescription Assistance  
605 - Medical Interpretation  
606 - Services for Physical & Developmental Disabilities  
607 - Housing Assistance  
608 - Fuel Assistance  
609 - Food Assistance  
610 - Child Care Assistance  
611 - Respite Care

999 – Other Community Need